



CIPH Accomplishments

Founded in 1933, CIPH's mission is to promote the responsible growth and prosperity of members: manufacturers, wholesaler distributors and associates in the plumbing, hydronic heating, industrial PVF and waterworks industry in Canada.

Chairman **Martin Deschênes** (Groupe Deschênes) reports:

Board of Directors

- The CIPH Board, Executive/Finance Committee and staff met with CIPH BC, Calgary, Edmonton, Manitoba, Atlantic, Ontario, Newfoundland, Quebec and Saskatchewan Regions.
- The CIPH Board has completed the 3rd update of CIPH's Long Range Plan, and is now beginning the process of implementing it.
- The twenty-third Annual Wholesalers' ProFit Report is produced allowing participating wholesalers to measure their performance against the industry.

Trade Shows

- More than 1,250 visitors attended the CIPHEX Roadshows which took place in Winnipeg, Saskatoon, Regina, Edmonton and Vancouver. Shows were sold out in three of five cities.
- CIPH and HRAI produced another sold-out CMX+CIPHEX show. Attendance was up with more than 14,000 industry members (visitors and exhibitors) attending.
- CIPH and CMMTQ signed an agreement to produce MCEE 2011. The show will again include CETAF and CMEQ.
- The Trade Show Advisory Committee established a Marketing Sub-Committee to develop new programs and promotions for CIPH trade shows.
- The new Tour of Eco-Friendly Products to showcase energy and water efficient products at CIPHEX West 2010 was established.

Regions

- CIPH Atlantic Region hosted Jim Ambrose's Leadership Skills for the Wholesale Branch Manager course in Moncton, made possible by the Speaker's grant provided by CIPH. Seventeen were in attendance.
- CIPH Ontario Region held three successful business meetings around the theme of "re-booting" our business. Featured speakers Dr. Sherry Cooper (Economic Outlook), Jim Ambrose (Future of Distribution) and Ralph Suppa (Update on CIPH Activities, Programs & Services). Over 250 members attended in total.
- CIPH Saskatchewan Region hosted the 3rd Annual Joint AGM and Golf Tournament with MCA Saskatchewan featuring Paul Martin, Chairman of Regina Regional Opportunities Corporation presenting on economic growth in Saskatchewan. Saskatchewan Region's Habitat

for Humanity Key Ceremony had over 70 members and guests in attendance.

- CIPH Manitoba hosted a general meeting featuring speaker Rick Hoglander from the Office of the Fire Commissioner as well as two successful golf tournaments.
- CIPH Edmonton Region held its second annual Industry Dinner featuring Dale Wishewan, CEO and Founder of Booster Juice. Over 50 members attended.
- 2009 Calgary Region business speakers included Keith Barry of LMI Canada on increasing personal productivity, David Hughes of NAIT on the CHC Hydronics certification program and Dave Smith of the Calgary Construction Association on Western Canada Economic Outlook for the Industry.
- CIPH BC Region celebrated the 2010 Olympics by hosting a successful Industry Evening featuring Olympic medalist Steve Podborski as keynote. Over 70 members were in attendance. CIPH BC Region was awarded the CIPH "Program of the Year" for their "Healthy Heart Dinner" event featuring Dr. Art Hister held in conjunction with MCA Canada.
- Quebec Region raised \$3,200 towards Habitat for Humanity Montreal at the Fall Region Golf Tournament. Featured business speakers included Alain Prud'homme of École des Métiers de la Construction de Montréal and journalist/critic Réne Vézina. Over 160 members attended these functions.
- CIPH Newfoundland Region hosted a successful annual Christmas dinner and dance in December with over 250 in attendance.
- A successful "Summit of Regions" meeting was held at Hôtel du Lac Carling, QC, August 10, 2009.

IPVF Council

- The IPVF Council Networking Luncheon series keynote topics included "Strategies for Growth in Tough Times for Companies in the PVF Sector", "Update on Major Infrastructure Projects in Ontario" and the "Industrial Distribution Leadership Certification Program". Over 400 industry professionals have attended this series since November 2006.
- The Council supported the lobbying efforts of the Canadian Automatic Sprinkler Association and Ontario Association of Fire Chiefs towards the creation of an Ontario Building Code amendment that would mandate a requirement for automatic fire sprinkler installations in all new construction of one and two-family dwellings.

Acknowledgements: CIPH would like to extend a special thanks to the hundreds of volunteers that serve on Boards, Councils and Committees and who so freely contribute their time and talent to continue to enhance the programs and services that benefit the members of the Canadian Institute of Plumbing & Heating.

Thanks also to our allied association friends and regulatory allies that support CIPH in our efforts to fulfill the Institute's Mission and Objectives.

2009/2010 CIPH Accomplishments Continued...

Canadian Hydronics Council

- CHC and AHAC have amalgamated member services and the CHC hosted a “Welcome Breakfast” in Edmonton at the Foothills Hydronics Conference to review the business plan and explain the transition process.
- CHC launched an all-new website for hydronics that features information for both consumers and industry. The site can be visited at www.ultimatecomfort.ca
- The CHC Marketing Committee funded development of a comprehensive marketing strategy to promote the hydronics industry. If fully supported, the program will deliver more than \$2 million in targeted consumer advertising and marketing.
- More than 150 participants took the Introduction to Hydronic Heating Installations course in 2009/2010. This program was hosted in Vancouver, Regina, Ottawa, Sudbury, Ajax, London, Hamilton and Markham.
- CHC partnered with CMMTQ in Quebec to translate and sell the ‘Canadian Hydronics Council Handbook on Hydronic Heating Systems’. The book is now available for sale at www.cmmtq.org.
- There are now 174 CHC Hydronics Installer members.
- CIPH & the Canadian Solar Industries Association working to reduce code requirements and related barrier issues for Solar Domestic Hot Water Heating in Canada.
- There are now more than 50 certified through NAIT’s Hydronics Installer & Designer Programs.
- The CSA B214 standard for hydronic heating installations became an enforceable document as it is now referenced in the 2010 National Plumbing Code.

Youth Awareness/Recruitment

- A total of 10 community colleges across Canada received CIPH Scholarship funding in 2009/2010. More than 50 students have received financial support towards their education under this program to-date. The goal of the CIPH Scholarship Program is to encourage students to seek careers in the industry. Over \$75,000 in scholarship funds has been provided since the program’s inception in 2006.
- CIPH expanded the on-line “Co-op Menu” resource on www.ciph.com to now include 60 schools across Canada.

Charity

- The Zatlun Family received the keys to their new home at a special dedication ceremony in Regina, SK. This is the 6th CIPH-sponsored home since 2003.
- CIPH’s 3rd Habitat for Humanity Week raised over \$31,000 for local Habitat for Humanity Affiliates across Canada.
- CIPH members have donated more than \$6.39 million in cash and product to Habitat for Humanity Canada since 1994.
- The 2010 Gala Evening in support of Habitat for Humanity attracted more than 330 senior industry executives and their companions.

Membership

- Thirteen new members were voted into CIPH membership. Total membership now stands at 257.

- 2010/2011 membership renewal dues schedule remained the same as 2009/2010.

Education and Training

- CIPH co-hosted a successful series of webinars including:
 - David Nur’s three-webinar Social Networking Series: “Are you really LinkedIn”, “Why you need to get active on Twitter” and “Leveraging Facebook”.
 - Selling Skills Guru Frank Foster’s “The Art of Influencing Buying Decisions”.
 - Wholesale Distribution Specialist Jim Ambrose’s “Cracking Accounts”.
 - Bill MacQueen of BDO’s “Understanding the HST”, and Mark Opashinov of McMillan LLC’s “The Competition Act”. Both of these were presented under the auspices of CIPH’s new Business Webinar Series “Channel Insights”.

A total of 145 sites were registered for the above webinars with an estimated average of 3 participants per site.

- CIPH supports the Industrial Distribution Leadership Certification Program linking students to career paths in industrial distribution through partnerships with local educators and employees.

Plumbing Industry Advisory Council

- CIPH co-hosted the Canadian Advisory Council on Plumbing in Victoria, BC to address code and regulatory issues with chief provincial and territorial plumbing inspectors, industry members, certification organizations, Standards Council of Canada, Health Canada and Environment Canada.
- CIPH partnered with CSA and contributed \$80,000 in funding for the development of a new plumbing inspectors’ training program for Canada.
- CIPH hired Raman Chauhan, P. Eng, formerly of the Canadian Codes Centre, to be its technical advisor on regulatory initiatives.
- CIPH was successful in advocating that the City of Vancouver change their by-law to allow all types of high efficiency toilets and not just dual-flush units as originally written.
- CIPH was involved in stakeholder consultations with the Province of Ontario in drafting a water conservation and efficiency strategy which led to a recent announcement to mandate 6Lpf.
- The NRC in Ottawa is supporting CIPH efforts to harmonize plumbing codes across the country and to protect the currently approved protocol for developing new objectives in the model codes.
- The provinces of British Columbia and Ontario have approved the CIPH/HRAI Independent Stewardship Plans for the recycling of thermostats.

**For a full report attend the Annual General Meeting
during ABC 2010
Tuesday, June 29, 2010,
Sheraton Hotel Newfoundland, St. John’s, NL**

