



## BENEFITS OF MEMBERSHIP IN CIPH MASTER DISTRIBUTOR

The intent is to provide a membership category for well-established Canadian-based companies active as suppliers of exclusive products to the plumbing and/or hydronic heating industry. The company must have a major commitment with a Canadian warehouse and \$100,000 or more of inventory and Canadian-based senior executive staff.

- 1. Government Relations - A Unified Voice.** CIPH keeps you informed and well represented on key issues. CIPH is a member of the Canadian Chamber of Commerce, a founding member of the Canadian Advisory Council on Plumbing, and the Safe Drinking Water Coalition.
- 2. Regions provide more involvement.** They give you the opportunity to meet frequently with associates, wholesalers and agents to discuss business trends and challenges. As a CIPH member, you become a member of each of the nine CIPH Regions in which you have a sales force. Region membership gives you:
  - an opportunity to express ideas and receive feedback from your peers;
  - a vehicle to develop important industry alliances;
  - opportunities for leadership training which can lead to career advancement;
  - low-cost educational opportunities.

**CIPH operates 9 Regions:** British Columbia, Calgary, Edmonton, Saskatchewan, Manitoba, Ontario, Quebec, Atlantic, and Newfoundland.
- 3. CIPH maintains close ties with over 20 North American trade associations** including: Plumbing Manufacturers' Institute (PMI), Mechanical Contractors' Association of Canada (MCAC) and its provincial affiliates, Canadian Copper & Brass Development Association (CCBDA), Canadian Water Quality Association (CWQA), Thermal Environmental Comfort Association (TECA), Plumbing, Heating-Cooling Contractors (PHCC), Radiant Panel Association (RPA), National Association of Wholesalers (NAW), American Supply Association (ASA), CSA Group, Manufacturers' Representatives Education Research Foundation (MRERF), and Canadian Water & Wastewater Association (CWWA). This allows CIPH members to explore issues affecting the industry and provides international representation.
- 4. You will have more influence on your industry.** The opportunity to express your point of view and represent your company and its goals at all CIPH functions. There are opportunities for members to become active on CIPH boards, councils and committees. Participation is rewarding, educational, and ultimately profitable.
- 5. CIPH trade shows = Cost Effective Marketing.** CIPH member-owned trade shows - MÉCANEX/CLIMATEX/ÉLECTRICITÉ/ÉCLAIRAGE: Montreal, CIPHEX West: Calgary, CMX•CIPHEX: Toronto, MEET: Moncton, and the CIPHEX Roadshows generate business leads. Over 35,000 industry personnel and customers attend CIPH shows.
- 6. The Annual Business Conference brings the major players of the industry together.** In-depth educational programs and the opportunity to meet with the senior executives is a powerful combination, designed to make CIPH members more knowledgeable and more successful.
- 7. Canada's major wholesaler distributors belong to CIPH.** The association gives you direct access to wholesalers' senior executives. CIPH represents over 90% of the Canadian Wholesaler Distributors.

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8. **CIPH through the Plumbing Industry Advisory Council promotes uniformity in Canadian Plumbing Codes, regulations and standards.** The Canadian Advisory Council on Plumbing (CACP) includes Chief Plumbing Inspectors from across Canada, CSA International, NSF International, Underwriters' Laboratories Inc., Underwriters' Laboratories of Canada, Bureau de Normalisation due Québec (BNQ), Intertek, International Association of Plumbing & Mechanical Officials (IAPMO), Health Canada, Environment Canada, and the National Research Council (NRC). Your company's participation and support will ensure that the industry has a strong voice in Canadian codes and standards.
9. **CIPH is the only source of specialized industry reports with the information you need.** Confidential statistical data on Wholesalers' Monthly Sales and product-specific data is available only from CIPH.
10. **CIPH-sponsored training programs and seminars** with leading industry professionals give you a well-trained and more productive workforce at a price you can afford.
11. **We promote modern hot water heating.** The Canadian Hydronics Council promotes the interests and prosperity of Canadian manufacturers, wholesalers and installers of modern hot water heating systems in Canada and North America through the North American Congress on Hydronics (NACH). CHC lobbies government to recognize modern hot water heating as the best heating method for residences and organizes industry training schools. They also provide an industry viewpoint for policy and program development of standards and certification. CHC and allied Hydronics groups have created the new Hydronics Design Standard CSA B214 and User Guide to complement the Standard.
12. **Money Savings.** As a member, you and all of your employees, receive exceptional discounts on educational seminars, employee benefit plans (Morneau Sobeco), video loans and more.
13. **CIPH makes it easy to keep in touch with your customers, suppliers, and industry colleagues.** Each CIPH member has a listing of their company, key executives, branches and locations in the OnLine **Member Directory**, the "Who's Who" of the industry. Your company will receive access codes to the directory every year - a valuable tool for keeping in touch with customers and industry colleagues. The directory which can be accessed from the CIPH web site ([www.ciph.com](http://www.ciph.com)) includes addresses, telephone, fax, web sites and e-mail addresses.
14. **Keep abreast of what's happening in the industry** through Pipeline and Region newsletters and regular CIPH letters and e-mails to key executives. The CIPH web site "What's New" gives you the key information affecting the industry.
15. **Professional office staff provides members with information** on government policy, statistics and business. Send your request and CIPH staff will send you the information, usually within 24 hours.



## APPLICATION FOR MEMBERSHIP CANADIAN-BASED VOTING MASTER DISTRIBUTOR

“Master Distributor” means a Person whose principal business is the distribution from a Canadian warehouse to the wholesaler industry of an exclusive line of plumbing and/or heating products not available from another Canadian source.

The undersigned hereby applies for membership in the Canadian Institute of Plumbing & Heating\L'Institut canadien de plomberie et de chauffage and, if accepted, agrees to comply with all the provisions of the By-Laws of the Institute. **CIPH Membership By-Laws require a sales office and inventory in Canada of EXCLUSIVE plumbing and or hydronic heating product lines.** We agree to pay annual dues in accordance with the schedule approved by the Board of Directors of the Institute.

- Please calculate annual membership dues based on last year's Canadian sales.
- A dues calculation form is provided.
- Return your application with a cheque for the amount you have calculated.
- Dues are payable each May 1st.
- The CIPH Board of Directors will review your application at the next Board Meeting.
- If your application is not accepted, a full refund will be made.

Please print the information or attach business card and begin at Question 1

Company Name

Address

City

Province

Postal Code

Telephone

Fax

Other

E-mail

Web site

1. President of Company

2. Applicant Name

Position

3. Signature

Date

4. What product lines does the company EXCLUSIVELY distribute in Canada through wholesalers?  
(Brand name and product)

a)

b)

c)

5. Does the company own inventory in Canada of these EXCLUSIVE product lines?

(please check where appropriate )

YES  NO

If yes, what is the estimated average monthly Canadian inventory?

Over \$100,000

\$250,000 - \$500,000

over \$500,000

Is the company's Canadian warehouse:  Owned  Leased

6. What are the company's Canadian Sales?

less than \$500,000

\$500,000 to \$1 million

Over \$ 1 million

7. What percentage of the company's Canadian sales are to:

Wholesalers:

%

Contractors:

%

Others:

%

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8. a) Date company established in Canada?		Year:	
b) How long has it been under the present ownership?		Years:	
c) Is it registered or incorporated in Canada?		<input type="checkbox"/> YES <input type="checkbox"/> Federally <input type="checkbox"/> Provincially <input type="checkbox"/> NO	
9. Is the company affiliated with any other Canadian company?		<input type="checkbox"/> YES <input type="checkbox"/> NO	
Is the other company in the plumbing and heating industry?		<input type="checkbox"/> YES <input type="checkbox"/> NO	
10. Does your company use or plan to implement within the next 12 months:			
Bar Coding <input type="checkbox"/> YES <input type="checkbox"/> NO		Contact Person:	
E-Commerce <input type="checkbox"/> YES <input type="checkbox"/> NO			
11. How many employees does the company have in Canada?			
<input type="checkbox"/> Under 50	<input type="checkbox"/> 50 - 150	<input type="checkbox"/> 150 - 500	<input type="checkbox"/> Over 500
12. Please list your key Canadian employees and titles:			
Name		Title	
Name		Title	
13. Into which provinces are the company's plumbing, heating, waterworks and industrial products distributed?			
<input type="checkbox"/> All 10 <b>OR:</b> <input type="checkbox"/> BC <input type="checkbox"/> SK <input type="checkbox"/> ON <input type="checkbox"/> NS <input type="checkbox"/> PE <input type="checkbox"/> AB <input type="checkbox"/> MB <input type="checkbox"/> QC <input type="checkbox"/> NB <input type="checkbox"/> NF			
14. Is your company ISO 9000 Certified?			
<input type="checkbox"/> YES <input type="checkbox"/> NO		Comments:	
15. Will you supply data for CIPH confidential statistical reports?			
<input type="checkbox"/> YES <input type="checkbox"/> NO		Comments:	
16. CIPH has an excellent Group Insurance Program through Morneau Sorbeco. Do you wish to have a FREE cost analysis of possible savings for your company?			
<input type="checkbox"/> YES <input type="checkbox"/> NO			
17. List Key Employees and all locations to be listed in the CIPH OnLine Membership Directory or attach the list.			
Name		Title	
Location			
Name		Title	
Location			

**THANK YOU FOR APPLYING FOR MEMBERSHIP IN CIPH!  
THE CIPH BOARD OF DIRECTORS WILL REVIEW YOUR APPLICATION AT THE NEXT BOARD MEETING**

*Thank you!*

OFFICE USE ONLY		
Date Received	Date Accepted	Handled by
<b>Canadian Institute of Plumbing &amp; Heating</b> 295 The West Mall, Suite 330 Etobicoke, ON M9C 4Z4 Tel: 416 695 0447 ■ Fax: 416 695 0450 ■ Web Site: www.ciph.com		



## 2009/2010 DUES CALCULATION FORM CIPH MASTER DISTRIBUTOR MEMBER

- The following dues schedule has been approved by the Board of Directors of CIPH
- Effective May 1, 2009, for the CIPH fiscal year May 1, 2009 to April 30, 2010
- Dues are payable May 1 or with your application for CIPH Membership
- This is the same schedule as previous year

1. PLEASE LIST SUBSIDIARIES INCLUDED, IF ANY:		
①	②	③
2. BASIC DUES (Canadian Annual Sales, Including Subsidiaries)		(please check where appropriate <input checked="" type="checkbox"/> )
<input type="checkbox"/>	On Sales of over \$25 million	\$3,210
<input type="checkbox"/>	On Sales of \$10 million to \$25 million	\$2,140
<input type="checkbox"/>	On Sales of \$1 to \$9.9 million	\$1,285
BASIC DUES		\$
3. ADDITIONAL DUES \$110 Dues for each of the ten provinces in which your plumbing, hydronic heating, waterworks and industrial products <i>are distributed and sold either directly or indirectly.</i>		
# PROVINCES	x \$110 =	(Maximum - 10 provinces or \$1,100)
		\$
4. ANNUAL DUES/SUBTOTAL (Item 2 plus Item 3)		\$
5. PLUS 5% G.S.T. OR 13% H.S.T. (calculated on Item 4) Registration #10686 1669RT		\$
6. TOTAL 2009/2010 DUES (Item 4 plus Item 5)		\$
DATE PAID:	<b>A COPY OF DUES CALCULATION FORM AND PAYMENT MUST ACCOMPANY YOUR APPLICATION</b>	
SIGNING OFFICER:	SIGNATURE:	
COMPANY:		
ADDRESS:		
PAYMENT OPTIONS		(please check where appropriate <input checked="" type="checkbox"/> )
To pay by credit card, please fax CIPH at 416 695 0450		
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(Please print) Card Holder Name		Signature
Card Number		Exp.Date
PLEASE RETURN A COPY WITH YOUR PAYMENT AND KEEP A COPY FOR YOUR RECORD OF GST PAID ... <i>Thank you!</i>		
OFFICE USE ONLY		
Controller Initials	Date Received	Date Accepted
Canadian Institute of Plumbing & Heating 295 The West Mall, Suite 330 Etobicoke, ON M9C 4Z4 Tel: 416 695 0447 ■ Fax: 416 695 0450 ■ Web Site: www.ciph.com		