



BENEFITS OF MEMBERSHIP IN CIPH MANUFACTURERS' AGENT

The intent is to provide a membership category for Manufacturers' Agencies performing the sales and marketing functions through wholesaler distributors for one or more CIPH manufacturer members in a defined, exclusive sales territory.

1. **The Manufacturers' Agents Council responds to concerns specific to agent members.** You have a voice at all CIPH Board of Directors' meetings through your own Manufacturers' Agents member of the Board. Your Board member has voting privileges at all Board meetings and at the CIPH Annual General Meeting.
 2. **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.
 3. **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. CIPH successfully lobbied to eliminate GST on commissions paid by non-registered foreign manufacturers...saving you many thousands of dollars.
 4. **Canada's major wholesaler distributors and manufacturers belong to CIPH. The association gives you direct access to wholesalers' and manufacturers' senior executives.** CIPH represents over 90% of the Canadian Wholesaler distributors.
 5. **Regions provide more involvement.** They give you the opportunity to meet frequently with associates, wholesalers and manufacturers to discuss business trends and challenges. As a CIPH member, you become a member of each Region 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;
 - low-cost educational opportunities.
- CIPH operates 9 Regions:** British Columbia, Calgary, Edmonton, Saskatchewan, Manitoba, Ontario, Quebec, Atlantic, and Newfoundland.
6. **Keep abreast of what's happening in the industry** through Pipeline, Pipeline On-Line, Region newsletters and regular exclusive e-mails and mailings of interest to all Manufacturers' Agents. The CIPH web site "What's New" gives you the key information affecting the industry.
 7. **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.

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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. **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.
10. **Money Savings.** As a member, you and all of your employees, receive exceptional discounts on educational seminars, employee benefit plans (Morneau Sobeco), and more.
11. **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.
12. **CIPH is the only source of specialized industry reports.** CIPH can produce confidential surveys of interest to Manufacturers' Agents if a majority agrees to submit data.
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) includes addresses, telephone, fax, web sites and e-mail addresses.
14. **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.
15. **Professional office staff provides members with information** on government policy, statistics and business. A simplified Manufacturer and Agent agreement is available to all agent members. Send your request and CIPH staff will send you the information, usually within 24 hours.



APPLICATION FOR MEMBERSHIP

CANADIAN-BASED MANUFACTURERS' AGENTS

and as a Member of the CIPH Manufacturers' Agent Council

The undersigned hereby applies for membership in the Canadian Institute of Plumbing & Heating/L'Institut canadien de plomberie et de chauffage and, if approved, agrees to comply with all the provisions of the By-Laws of the Institute. We agree to pay annual dues in accordance with the schedule approved by the Board of Directors of the Institute.

- To be eligible for membership in CIPH, the agency must represent at least one current member of CIPH.
- This is an annual requirement of maintaining membership.
- Please return your application to CIPH with a dues cheque.
- A dues calculation form is provided.
- Dues are payable each May 1st. The Institute's fiscal year is May 1st to April 30th.

ARTICLE 11.04 - MEMBERSHIP

Section 3. Associate Members (Non-Voting)

1) MANUFACTURERS' AGENT

Any person being a Manufacturers' Agent shall be eligible as an Associate Member providing his principal business is performing in Canada the SALES AND MARKETING functions with architects, engineers, contractors and retailers THROUGH WHOLESALE DISTRIBUTORS for one or more CIPH members in a defined, EXCLUSIVE SALES TERRITORY. The agent shall NOT be engaged in the installation of, or sale to consumers of, plumbing and heating products.

The CIPH Board of Directors will review your application for approval at the next Board meeting.

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. Is the company's primary business performing the SALES AND MARKETING functions for a CIPH member manufacturer with architects, engineers, contractors and retailers?

(please check where appropriate)

THROUGH WHOLESALE DISTRIBUTORS?

YES NO

5. Which MEMBER(S) OF CIPH does the company currently represent in an EXCLUSIVE sales territory:

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6. What is the company's geographic marketing area for these products?

7. List other plumbing/hydronic heating *manufacturers*:

8. As part of your business do you:

a) Install products? YES NO

b) Sell products to the consumer? YES NO

9. a) Date company established? Year: _____
 b) How long has it been under the present ownership? Years: _____
 c) Is it registered or incorporated in Canada? YES Federally Provincially NO

10. Is the company affiliated with any other Canadian company? YES NO

Is the other company in the plumbing and heating industry? YES NO

Please give name and explain the relationship:

11. How many employees does the company have in Canada?

Under 5 5 - 9 over 10

12. Does your company use or plan to implement within the next 12 months:

Bar Coding YES NO Contact Person: _____

E-Commerce YES NO

13. 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?

YES NO

14. List Key Employees and all locations to be listed in the OnLine CIPH 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

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2009/2010 DUES CALCULATION FORM CANADIAN-BASED MANUFACTURERS' AGENTS

- 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. LIST ALL CIPH MEMBER MANUFACTURERS & MASTER DISTRIBUTORS YOUR AGENCY REPRESENTS - IF MORE THAN 4 PLEASE USE REVERSE OF FORM:
 (MUST BE COMPLETED)

a)	b)	c)	d)
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If no CIPH member is represented, the company is not eligible for Membership

2. ANNUAL DUES/SUBTOTAL	\$320
3. PLUS 5% G.ST.OR 13% H.S.T.(calculated on Item 2) Registration #10686 1669RT	\$
4. TOTAL 2009/2010 DUES (Item 2 plus Item 3)	\$

DATE PAID: **A COPY OF DUES CALCULATION FORM AND PAYMENT MUST ACCOMPANY YOUR APPLICATION**

SIGNING OFFICER: SIGNATURE:

COMPANY:

ADDRESS:

PAYMENT OPTIONS (please check where appropriate)

To pay by credit card, please fax CIPH at 416 695 0450

VISA MASTERCARD AMEX CHEQUE

(Please print) Cardholder Name Signature

Card Number Expiry Date

PLEASE RETURN A COPY WITH YOUR PAYMENT AND KEEP A COPY FOR YOUR RECORD OF GST PAID ... *Thank you!*

OFFICE USE ONLY

Controller Initials	Date Received	Date Accepted
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