



BENEFITS OF MEMBERSHIP IN CIPH MANUFACTURER

The intent is to provide a membership category for Canadian companies active as manufacturers of products for the plumbing and/or hydronic heating industry. The company must have a major investment in the "industry". A minimum of 40% Canadian content as defined by CAN-CSGB 147.3 is required for Voting Member status.

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/EXPOLECTRIQ/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 the 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), 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) includes addresses, telephone, fax, web sites and e-mail addresses.
14. Keep abreast of what's happening in the industry through Pipeline, Pipeline OnLine, 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 MANUFACTURER

"Manufacturer" means a Person with a substantial investment in a plant, or machinery or tools and fixtures in Canada, pertaining to Plumbing and Heating.

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 minimum of 40% Canadian content as defined by CAN/CGSB - 147.1-86. 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. Does the company have a substantial investment in a factory and/or machinery in Canada used to manufacture plumbing, hydronic heating, waterworks and industrial products?

(please check where appropriate)

YES NO

5. List the general types of plumbing, hydronic heating, waterworks and industrial products you *manufacture* in Canada: (attach a list if more space is required)

6. 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

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APPLICATION FOR MEMBERSHIP: CANADIAN-BASED VOTING MANUFACTURER

(please check where appropriate ☑)

7. 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:

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

Under 50 50 - 150 150 - 500 Over 500

9. Into which provinces are the company's plumbing, heating, waterworks and industrial products distributed?

All 10 OR: BC SK ON NS PE AB MB QC NB NF

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

Bar Coding YES NO

Contact Person:

E-Commerce YES NO

11. Is your company ISO 9000 Certified?

YES NO Comments:

12. Will you supply data for CIPH confidential statistical reports?

YES NO Comments:

13. CIPH has an excellent Group Insurance Program through Morneau Sobeco. 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 CIPH OnLine Membership Directory or attach the list.

Name Title

Location

Name Title

Location

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

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



2011/2012 DUES CALCULATION FORM CIPH MANUFACTURER MEMBER

- The following dues schedule has been approved by the Board of Directors of CIPH
- Effective May 1, 2011, for the CIPH fiscal year May 1, 2011 to April 30, 2012

1. PLEASE LIST SUBSIDIARIES INCLUDED, IF ANY:		
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		\$3,310
<input type="checkbox"/> On Sales of \$10 to \$25 million		\$2,205
<input type="checkbox"/> On Sales of \$1 to \$9.9 million		\$1,325
BASIC DUES		\$
3. ADDITIONAL DUES \$115 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 \$115 =	(Maximum - 10 Provinces or \$1,150)
		\$
4. ANNUAL DUES/SUBTOTAL (Item 2 plus Item 3)		\$
5. PLUS 13% H.S.T. (calculated on Item 4) Registration #10686 1669RT		\$
TOTAL 2011/2012 DUES (Item 4 plus Item 5)		\$

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 HST PAID... *Thank you!*

OFFICE USE ONLY

Controller Initials	Date Received	Date Accepted
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Canadian Institute of Plumbing & Heating
 295 The West Mall, Suite 330 Toronto, ON M9C 4Z4
 Tel: 416 695 0447 ■ Fax: 416 695 0450 ■ Web Site: www.ciph.com