



## BENEFITS OF MEMBERSHIP IN CIPH WHOLESALE DISTRIBUTOR

The intent is to provide a membership category for Canadian companies active as wholesaler distributors of products for the plumbing and/or hydronic heating industry. The company must stock products to fill all ordinary requirements of the industry.

The company must have been in business for a reasonable period of time as determined by the Board. Required product categories are defined by CIPH Bylaws, Article 11.02 ii) Wholesaler Distributor.

1. CIPH is the only source of specialized industry reports with the information you need. Confidential statistical data on Wholesalers' Monthly Sales by Region by product group is available only from CIPH. CIPH produces the confidential "Wholesalers' Profit Report" (now in its 22<sup>nd</sup> year). CIPH produces the biennial Salary & Benefits survey for wholesalers.
2. Government Relations - A Unified Voice. CIPH keeps you informed and well represented on key issues. The CIPH web site "What's New" gives you the key information affecting the industry.
3. 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.
4. The Wholesalers' Division responds to concerns specific to wholesaler distributor members, such as E-Commerce and Bar Coding. CIPH is a member of the World Plumbing Council and the National Association of Wholesaler Distributors.
5. Regions provide more involvement. They give you the opportunity to meet frequently with associates, manufacturers and agents 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 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

6. 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. CIPH Trade shows connect your customers & staff to the information network!
7. 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.
8. Canada's major manufacturers belong to CIPH. The association gives you direct access to manufacturers' senior executives.

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9. 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.
10. CIPH provides international representation. CIPH is a member of the American Supply Association (ASA), the National Association of Wholesaler Distributors (NAW), and the World Plumbing Council.
11. 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. CIPH is a founding member of the Canadian Business School of Distribution and the Partners in Distribution Excellence.
12. 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.
13. Money Savings. As a member, you and all of your employees, receive exceptional discounts on educational seminars, employee benefit plans (Morneau Sobeco), and more.
14. 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.
15. 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.
16. 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 WHOLESALER DISTRIBUTOR: VOTING MEMBER

“Wholesaler Distributor” means a Person whose principal business is the distribution to the industry of plumbing and related products and that he continuously carries in stock a general assortment thereof in sufficient quantities to answer all ordinary requirements of the industry in his locality. Industry: includes mechanical and plumbing contractors, industrial and maintenance accounts and retailers. CIPH By-Laws recognize two classes of Wholesalers: 1: Wholesaler Distributor 2. Specialty: Wholesaler Distributor

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. 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 sales plus locations that inventory and sell plumbing, hydronic heating, waterworks, and industrial products.
- A dues calculation form is provided.
- Dues are payable each May 1<sup>st</sup>.
- Please return your application to CIPH with a cheque for the amount you have calculated.
- The CIPH Board of Directors will review your application for approval 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		
Address		
City	Province	Postal Code
Telephone	Fax	Other
E-mail	Web Site	
1. President of Company		
2. Applicant Name		Position
3. Signature		Date
4. Please list up to 3 MANUFACTURERS who sell to the company on a regular basis in each applicable category below. You must carry the product in your regular monthly inventory.		
4.1 Full Line of Plumbing Fixtures/Bathware:		
4.2 Full Line of Faucets & Plumbing Trim:		
4.3 Tubing & Pipe:		
4.4 Water Heaters:		
4.5. Pipe Fittings & Accessories:		
4.6. Full Line of Drains:		
4.7. Hydronic Equipment:		
4.8. Potable Water System Equipment:		
4.9. Bath & Shower Accessories:		
4.10. Controls:		
4.11 Full Line of Valves:		
4.12 Underground Valves & Hydrants:		

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**APPLICATION FOR MEMBERSHIP: CANADIAN WHOLESALER DISTRIBUTOR**

*(please check where appropriate )*

5. What is the company's geographic marketing area?

How many branch locations?

6. What is the company's estimated average monthly inventory?

- Under \$500,000       \$500,000 to \$1,000,000       Over \$1,000,000

7. What other product groups does the company stock and sell? (e.g. electrical, warm air, refrigeration)

What percentage of the company's total sales do these products represent? %

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

- |   |              |                                     |
|---|--------------|-------------------------------------|
| Plumbing, Heating & Mechanical Contractors: % | Consumers: % | Please Specify Others: %            |
|   |              | <input type="checkbox"/> Builders   |
|   |              | <input type="checkbox"/> Retailers  |
|   |              | <input type="checkbox"/> Industrial |

9. Does the company install any of the products it sells?  YES  NO

10. How many people does the company employ in Canada?

- Under 50       50 - 150       150 - 500       Over 500

11. 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

12. Is the company affiliated with any other Canadian company?  Yes  NO

Is that company in the plumbing and heating industry?  Yes  NO

If yes, Please give the name and explain the relationship:

13. Does the company use or plan to implement within the next 12 months?

- |  |                 |
|--|-----------------|
| Bar Coding: <input type="checkbox"/> Yes <input type="checkbox"/> NO | Contact Person: |
| EDI? <input type="checkbox"/> Yes <input type="checkbox"/> NO        |                 |

14. Will the company contribute data for CIPH confidential statistical reports?  Yes  NO

15. CIPH through Morneau Sobeco has a CIPH Group Insurance Program. Do you wish to have a FREE cost analysis for your company?  Yes  NO

16. Please provide a list of branch warehouses (key employees) and note any showroom locations (key employees) to be listed in the CIPH On-Line Member's Directory or attach a list.  List Attached

Name	Name
Title	Title
Company	Title

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

*Thank you!*

**OFFICE USE ONLY**

Date Received	Date Accepted	Initials
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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](http://www.ciph.com)



## 2011/2012 DUES CALCULATION FORM CIPH WHOLESALER DISTRIBUTOR 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
- Dues are payable May 1 or with your application for CIPH Membership

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 \$50 million		\$3,305
<input type="checkbox"/> On Sales of \$25 to \$50 million		\$2,205
<input type="checkbox"/> On Sales of \$1 to \$24.9 million		\$1,105
BASIC DUES (Head office warehouse is included in "basic")		\$
3. LOCATION DUES (IF ANY)		
\$100 dues for each location that inventories and sells one or more of plumbing, hydronic heating, waterworks and industrial PVF products.		
# LOCATIONS	x \$100 =	(Maximum - 80 locations or \$8,000)
		\$
4. ANNUAL DUES/SUBTOTAL (Item 2 plus Item 3)		\$
5. PLUS 13% H.S.T. (calculated on Item 4) Registration #10686 1669RT		\$
6. TOTAL 2011/2012 DUES (Item 4 plus Item 5)		\$
<b>DATE PAID: 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"/> VISA	<input type="checkbox"/> MASTERCARD	<input type="checkbox"/> AMEX
<input type="checkbox"/> 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
<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		