



THE FLOW

CIPH ONTARIO REGION NEWSLETTER

DECEMBER 2011

CIPH ONTARIO REGION



PRESIDENT'S MESSAGE

Dear Members,

As we move through the holiday season and into the New Year, I want to take a moment to thank you all for your ongoing support of CIPH and to the Ontario Region. I believe that quite often we get so caught up in our everyday business activities that we forget to acknowledge and thank those that make both our personal and professional lives easier.

To that end, I would like to take this opportunity to thank the Ontario Region Board and our Region Coordinator Nancy Barden for their commitment to serve this region, as well as this wonderful industry that we are part of. I would also like to thank the CIPH Board of Directors, Ralph Suppa and his team for their commitment and ongoing efforts to ensure that our industry has a voice with all pertinent government bodies and industry allies.

We should also remember to thank the people in our lives that have contributed to our careers. Whether it be your significant other, a family member, or perhaps a mentor; we owe a lot to the people that stand by our sides given the demands of our schedules in this 24/7 world that we are now a part of.

In addition, moving into 2012 and while you are all completing your budgeting processes, please keep in mind the following events that your association has planned:

- Meeting #2: Thursday, February 9, 2012, Mississauga Convention Centre
- Curling Event planned for March 3, 2012, Bayview Curling Club
- CMX CIPHEX March 22, 23, 24, 2012 Toronto
- Meeting #3: Thursday, April 12, 2012, Highwayman Inn, Orillia
- CIPH Ontario Region Conference, May 25-27, 2012 Blue Mountain Resort, Collingwood

Links to register for these events and more are included in this issue of The Flow.

In closing, I continue to invite you to contact any of your Region Board Members with any questions, comments, or concerns that you wish to voice to us. As stated in the past, we would love to hear from you as we strive to exceed your expectations. All the best to you and your families this holiday season! Your Ontario Region Board looks forward to serving you in the upcoming year!

Sincerely,

Dan Milroy, Bradford White Canada

CIPH Ontario Region President



2011/2012 ONTARIO REGION BUSINESS MEETINGS

Meeting #2: Thursday, February 9, 2012

11:00 am - 2:00 pm Mississauga Convention Centre

Featuring Sean Leahy Topic: "The X Strategy for Maximum Growth"

If you are seeking rapid growth, the "X" Strategy is the way to get it! Surpassing \$100 million in sales in less than 5 years, and doubling soon after did not happen by accident for Sean's company. Sean shares his strategy secrets in a unique approach for finding market opportunities and determining where, and how, to attack the competition. Key topics include:

- The Strategy when significant growth is the goal;
- A sure fire way to turn your largest prospect into your best customer;
- Why doing the "opposite" works better than following the pack;
- Where to attack and how to do it;
- Examples of how others turned ideas into multi-million dollar sales; and
- A step-by-step process for finding the right opportunity and attacking the competition.

Meeting #3: Thursday, April 12, 2012

6:00 pm - 8:00 pm, Highwayman Inn, Orillia, Ontario

Featuring Ralph Suppa (CIPH President & General Manager) and Kevin Fullan, Flocor (CIPH Chairman of the Board)

Topic: CIPH Update on Key Programs and Initiatives

Click "REGISTER NOW" to register for the upcoming Ontario Region Business Meetings

**REGISTER
NOW**





CIPH Continues to Support Habitat for Humanity Canada

The 2012/2013 CIPH Charity Committee Chaired by **Keith VanderVennet** (Wolseley) and his Committee: **David Coffey** (In-Sink-Erator Canada), **Case de Jong** (Franke Kindred Canada), **John Hammill** (Moen), **Doug Kennedy** (Masco Canada), **Dave McPherson** (Rheem Canada), **Peter Olierook** (Don Park), **Randy Winter** (Canplas), **Julie Storey** (Boshart) and **Doug Puddifant** (Westpoint Sales) are very excited to announce that they have set a goal to raise \$2.75 million over the next two years for Habitat for Humanity Canada. "Each year HFH provides homes for over 250 families in Canada and CIPH wants to continue to be a part of this. By providing plumbing and hydronic heating products to help build homes our Association is taking an active role in helping these families realize the dream of home ownership", states CIPH Charity Committee Chairman **Keith VanderVennet** (Wolseley).

Another important way you could donate to Habitat for Humanity is through the Habitat Restores. Do you have discontinued products sitting in your warehouse? Contact Nancy Barden @ CIPH Email: barden@sympatico.ca or Phone: (519) 855-6474 - We can help! HFH will provide you with a tax receipt for 50% of the retail value of this product. Not only are you helping HFH you are potentially diverting materials from the landfill. Think green, think Habitat!

CIPH Gala in Support of Habitat for Humanity – March 21, 2012

Plans are well underway for the upcoming CIPH Gala in Support of Habitat for Humanity which will be held on Wednesday, March 21, 2012, on the eve of the CMX CIPHEX Trade Show in Toronto. The Fairmont Royal York hotel will be the location for this 10th Gala where CIPH and HRAI members will join together to celebrate the amazing support by the association members to Habitat for Humanity Canada.

This year's gala will feature Impressionist Martin Dubé. Martin is an internationally renowned impressionist known for his men and women's voices in a humorist context. Tickets are on sale. \$300 per person or purchase a corporate table. [Click here](#) to register online.

TRAINING OPPORTUNITY WITH SEAN LEAHY

Register yourself and your staff to attend this one day workshop with Sean Leahy

Only Selling is Selling—What Sales Superstars Do Differently. This workshop is for veteran salespeople who will benefit from more advanced selling techniques.

WHEN: Thursday, February 9, 2012

WHERE: Mississauga Convention Centre

TIME: 8:30 am – 4:30 pm

REGISTRATION FEE: \$180 +HST [which includes breakfast, lunch (joining the Ontario Region Business Meeting), and a wealth of knowledge on topics including:

- Successfully selling to Upper Management
- Using Questions to your advantage
- Focusing on revenue generating activity
- The Importance of a salesperson
- Selling profit rather than cost



[Click here to register online!](#)

CIPH ONTARIO REGION CONFERENCE
MAY 25-27, 2012
BLUE MOUNTAIN RESORT, COLLINGWOOD, ON

Conference Chairmen: **Brent Cornelissen** (Oakville Stamping and Bending) and **Dennis Costello** (Flocor) invite you and your companion to attend the CIPH Ontario Region Conference. The 2012 Conference Committee has prepared an outstanding program for both you and your companion around the theme "True Blue Sustainability". Plan to join the over 150 delegates and companions expected to attend this first class event. The Ontario Region Board looks forward to seeing you in Blue Mountain. Registration fee: \$250 per person. Conference Program Highlights Include:

Friday, May 25, 2012

Optional Golf at Monterra Golf Club

Welcome Reception

Saturday, May 26, 2012

Buffet Breakfast

Annual General Meeting

Business Sessions featuring Speakers:

Dr. Samantha Nutt "Turning your Vision into Action"

Franklin Holtforster "Sustainability is Free"

Optional Activities include: Food & Wine Pairing Workshop, Village Challenge, Golf

Dinner and Entertainment

Sunday, May 27, 2012

Breakfast Buffet

[Click here to register online today](#)



CIPH Ontario Region is pleased to welcome the following new members to Ontario Region:

- Antrim Marketing Group Inc. was approved as a Manufacturers' Agent member. Joseph Johnston is President and is located in Uxbridge, Ontario. Antrim Marketing Group represents CIPH members Grohe Canada Inc. and Maax Bath Inc.
- The Allied Group of Companies was approved as a Master Distributor member. Jeremy Morin is Branch Manager and is located in Paris, ON.

WELCOME TO CIPH ONTARIO REGION

Register today for CIPH Town Hall Webinar



Wednesday, December 14, 2011 1:30 pm - 2:30 pm EST

The CIPH Board of Directors has heard what you've been telling them and have updated their strategic plan to make sure CIPH is an association that continues to meet your needs and address your priorities in the years to come! With the strategic plan now in place, the CIPH Board and staff is hard at work developing the implementation plan to ensure your vision of CIPH is turned into a reality. This Long-Rang Plan sets out the vision and objectives of CIPH and the high level key initiatives for the next 3 years, 2010-2013. It was developed by the Board of Directors based on a review of our internal and external environment, especially the views expressed by CIPH members.

We encourage you to attend this online town hall meeting where you will be posted on CIPH's progress as the CIPH Board of Directors moves this plan forward. CIPH Chairman of the Board Kevin Fullan (Flocor) and President and GM Ralph Suppa will provide an update on four initiatives to help CIPH continue to build its foundation as a recognized and well respected leader of the plumbing and heating industry.

[Click here to register!](#)

CIPH TRADE SHOWS



March 22, 23 & 24, 2012

Metro Toronto Convention Centre

Toronto, ON



May 2-3, 2012

Moncton Coliseum Complex





CIPH ONTARIO REGION GOES CURLING

ONTARIO REGION FUN CURLING EVENING SATURDAY, MARCH 3, 2012 AT BAYVIEW CURLING CLUB

Committee Chairs: **Alain Cote** (Marks Supply) and **David Skelly** (Fulford) invite you to come on out and give curling a try. This is a non-competitive fun evening with industry peers. Curling demonstrations are provided for those first-time curlers. Most attendees are beginner curlers. Register yourself or a team of 4 from your company. [Click here](#) to register.

DIRECTORS PROFILE

Ray Dupuis, Director of Sales, Canada



Ray Dupuis joined Franke Kindred Canada (formerly know as Kindred Industries) in 1997.

He currently holds the position of Director of Sales, Canada and is based in Midland, ON. Ray has an Economics degree from the University of Waterloo.

Ray joined the CIPH Ontario Region in June 2011. Prior to joining the Board, Ray served two years on the Ontario Region Attendance Building Committee. He is married and has three daughters. When not tied up with the girls' busy schedules Ray enjoys golf and skiing.

Ray currently serves on the Region Marketing Committee. We appreciate Rays dedication to CIPH and CIPH Ontario Region.

The Canadian Hydronics Council has scheduled a number of two day "Introduction to Hydronic Installation" courses planned for Ontario in 2012:

[February 8 & 9: Toronto East](#)

[March 7 & 8: Owen Sound](#)

[February 8 & 9: Orangeville](#)

For information and to register email: k.tomihiro@ciph.com