



For Immediate Release: June 23, 2009

Contact: Ralph Suppa, CAE
President & General Manager
r.suppa@ciph.com

May 2009 PHCP Wholesalers' Sales Report—Down 16.8%

In the confidential May Wholesalers' Sales Report Produced by the Profit Planning Group, although total May 2009 sales were up compared to April 2009, they were down 16.8% or \$75.9 million compared to May 2008. Year-to-date total product sales were down 10.9% or \$213.7 million for a year-to-date total of \$1,738 billion.

YEAR-TO-DATE BY PRODUCT GROUP	MAY 2009 vs. MAY 2008	YEAR-TO-DATE BY REGION	MAY 2009 vs. MAY 2008
HVAC/R is down 11%	HVAC/R is down 13.1%	BC is down 15.3%	BC is down 30%
Hydronics is up 7.2%	Hydronics is up 5.7%	Alberta is down 13.6%	Alberta is down 22%
Plumbing is down 8.8%	Plumbing is down 15.3%	West (SK, MB, Thunder Bay) is down 6.5%	West (SK, MB, Thunder Bay) is up 6.4%
PVF is down 20.1%	PVF is down 38%	Ontario is down 10.4%	Ontario is down 12.4%
Waterworks is down 16.8%	Waterworks is down 9.8%	Quebec is down 8.2%	Quebec is down 14.6%
		Atlantic is down 6.4%	Atlantic is down 14.9%

The percentage change numbers for small regions can be heavily impacted by individual transactions. For example, a single sale of \$50,000 made in one month would cause a large percentage change from the previous month in the Atlantic region. However, the same sale in Ontario would have no major impact on the percentage change figure. To better understand the percentage change figures, it is essential to also look at the change in dollar volume in the region.

Some interesting articles can be found at:

[Vital Signs, Timely and Knowledge Based Decision Making](http://www.abewalkingbear.com:80/VitalSigns.html) by: Abe WalkingBear

CEOs, business owners and senior managers need a better way to monitor their company's credit and A/R vital signs.

<http://www.abewalkingbear.com:80/VitalSigns.html>

[Echo boomers a lifeline for embattled U.S. housing](http://www.reuters.com:80/article/ge03/idUSTRE55L0AO20090622) by: Lynn Adler

<http://www.reuters.com:80/article/ge03/idUSTRE55L0AO20090622>

[2008 Latest Edition - Did You Know 3.0 - From Meeting in Rome this Year](http://www.youtube.com:80/watch?v=jpEnFwiqdx8)

<http://www.youtube.com:80/watch?v=jpEnFwiqdx8>

[Progressive tax treatment big win for Province's new homebuyers](#)

(Please see attached file)

The Canadian Institute of Plumbing & Heating is a not-for-profit trade association. Founded in 1933, the Institute is a vibrant organization committed to providing members with the tools for success in today's competitive environment. More than 260 companies are members of this influential Canadian industry association. They are the manufacturers, wholesaler distributors, master distributors, manufacturers' agents and allied companies who manufacture and distribute plumbing, hydronic heating, industrial, waterworks and other mechanical products. CIPH wholesalers operate more than 700 warehouses and showrooms



295 The West Mall, Suite 330, Toronto, Ontario M9C 4Z4.

info@ciph.com, Fax. 416-695-0450, www.ciph.com, Tel. 1-888-ASK-CIPH (275-2474), 416-695-0447.