



For Immediate Release: July 23, 2009

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

June 2009 PHCP Wholesalers' Sales Report - Down 9.5%

In the June Wholesalers' Sales Report produced by the Profit Planning Group June 2009 total product sales were down 9.5% or \$46 million compared to June 2008. Year-to-date total product sales were down 10% or \$244 million for a year-to-date total of \$2,176 billion.

YEAR-TO-DATE BY PRODUCT GROUP	JUNE 2009 vs. JUNE 2008	YEAR-TO-DATE BY REGION	JUNE 2009 vs. JUNE 2008
HVAC/R is down 9.6%	HVAC/R is down 19.4%	BC is down 14.5%	BC is down 12%
Hydronics is up 8.4%	Hydronics is up 8.4%	Alberta is down 13.4%	Alberta is down 13%
Plumbing is down 8%	Plumbing is down 4.6%	West (SK, MB, Thunder Bay) is down 7.1%	West (SK, MB, Thunder Bay) is down 9%
PVF is down 21.7%	PVF is down 29%	Ontario is down 9.8%	Ontario is down 5.8%
Waterworks is down 12.4%	Waterworks - no change	Quebec is down 6%	Quebec is down 9.8%
		Atlantic is down 4.2%	Atlantic is down 1%

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:

The Foundations of Recovery by: Tom FitzGerald <http://www.abewalkingbear.com/FitzGerald-article-6-09.html>

The USA Economy by: Alan Beaulieu http://www.naw.org/files/events/aecsum09_Beaulieu_-_NAW_July_2009.pdf

Canada not enemy in 'Buy America' furor, poll suggests - TheStar.com
<http://www.thestar.com/news/canada/article/668881>

Bourque Newswatch - Tomorrow's News Now 2009 (Add to your favourites) <http://www.bourque.com/>

Large Company CEO/COO Roundtable by: N.A.W. http://www.naw.org/events/events_summary.php?eventid=31

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 250 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 across Canada. Total industry sales exceed \$5 billion



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.

