



September 2009 PHCP Wholesalers' Sales Report – Down 9.3%

YEAR-TO-DATE BY PRODUCT GROUP	SEPTEMBER 2009 VS. SEPTEMBER 2008	YEAR-TO-DATE BY REGION	SEPTEMBER 2009 VS. SEPTEMBER 2008
HVAC/R is down 8.3%	HVAC/R is down 3.8%	BC is down 14.8%	BC is down 17%
Hydronics is up 1.8%	Hydronics - down 14.6%	Alberta is down 13.8%	Alberta is down 13.2%
Plumbing is down 8.8%	Plumbing is down 8.7%	West (SK, MB, Thunder Bay) is down 11.5%	West (SK, MB, Thunder Bay) is down 19.6%
PVF is down 22.6%	PVF is down 21%	Ontario is down 9.8%	Ontario is down 7.5%
Waterworks is down 9.9%	Waterworks is down 5.6%	Quebec is down 5.4%	Quebec is down 1.9%
		Atlantic is down 3.3%	Atlantic is up 4.9%

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.

What Happens when the Loonie shoots past Parity with the Greenback? By Alex Carrick RCD Chief Economist (Oct 15, 2009)

<http://www.reedconstructiondata.com/alex-carrick/post/what-happens-when-the-loonie-shoots-past-parity-with-the-greenback/>

All That's New in Plumbing and Heating Products Featured at Upcoming CIPHEX Roadshow

<http://www.ciph.com/attach/file/Media%20Release%20October%202016%202009.pdf>

CIPH and the Association Education Alliance present "Are You Really LinkedIn?" with David Nour, November 3, 2009

http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=623

Pricing for Profit BY: Dr. Rick Johnson, CEO Strategist, LLC

<http://ciph.com/Downloads/file/CEO%20Strategist%20-%20Pricing%20for%20Profit.pdf>

Unlimited Alternative to Money By: Abe WalkingBear

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



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