



November 2009 PHCP Wholesalers' Sales Report – Down 2.4%

YEAR-TO-DATE BY PRODUCT GROUP	NOVEMBER 2009 VS. NOVEMBER 2008	YEAR-TO-DATE BY REGION	NOVEMBER 2009 VS. NOVEMBER 2008
HVAC/R is down 5.0%	HVAC/R is up 3.3%	BC is down 12.6%	BC is down 1.5%
Hydronics is down 1.6%	Hydronics is down 7%	Alberta is down 14.8%	Alberta is down 14%
Plumbing is down 8.1%	Plumbing is down 3.1%	West (SK, MB, Thunder Bay) is down 12.8%	West (SK, MB, Thunder Bay) is down 10.7%
PVF is down 23%	PVF is down 18.3%	Ontario is down 7.8%	Ontario is up 2.5%
Waterworks is down 8.3%	Waterworks is up 15%	Quebec is down 4.1%	Quebec is up 5.5%
		Atlantic is down 2.3%	Atlantic is up 2.1%

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.

5-Year Construction Employment Trend

<http://www.cca-acc.com/news/stats/IndustryStats/5-YearConstructionEmploymentTrend.pdf>

Federal Building Canada Plan - CCA Federal Infrastructure Program "Watch"

http://www.cca-acc.com/news/federalplan/federalplan_e.asp

3 Tips For Getting Results From Social Media

http://online.wsj.com/article/SB10001424052748704541004574600333460307634.html?mod=dist_smartbrief

The Best Distribution Book Ever

(CIPH members can take advantage of NAW Member Association pricing)

http://www.naw.org/publications/pubs_item_view.php?pubs_itemid=129

Essentials of Profitable Warehouse Management Kit

<http://www.ciph.com/Downloads/trainingCareers/Essentials.pdf>



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