



December 2009 PHCP Wholesalers' Sales Report – Down 4.5%

YEAR-TO-DATE BY PRODUCT GROUP	DECEMBER 2009 VS. DECEMBER 2008	YEAR-TO-DATE BY REGION	DECEMBER 2009 VS. DECEMBER 2008
HVAC/R is down 4.6%	HVAC/R is up .3%	BC is down 11.9%	BC is down .9%
Hydronics is down 2.6%	Hydronics is down 8.7%	Alberta is down 14.6%	Alberta is down 12.5%
Plumbing is down 7.5%	Plumbing is up .9%	West (SK, MB, Thunder Bay) is down 12.5%	West (SK, MB, Thunder Bay) is down 7.4%
PVF is down 23.4%	PVF is down 29%	Ontario is down 7.5%	Ontario is down 3.6%
Waterworks is down 8.0%	Waterworks is up .3%	Quebec is down 3.9%	Quebec is down .9%
		Atlantic is down 7.3%	Atlantic is up 4.5%

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.

Here are some important links:

1. Industry forecasted growth by product sector for 2010
<http://www.ciph.com/Downloads/econoLink/20100108EconoLink.pdf>
2. For information on CIPH trade shows coming up in 2010, click on
http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=650
3. Need training? Take advantage of the following program delivered by CIPH:
 - a) Cracking Accounts Webinar with Jim Ambrose
http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=654
 - b) Stay tuned for upcoming Webinars on the “HST” and the New Competition Act next month.

