



## January 2010 PHCP Wholesalers' Sales Report: No Change Compared to January 2009

PRODUCT	REGION
JANUARY 2010 VS. JANUARY 2009	JANUARY 2010 VS. JANUARY 2009
HVAC/R is up 11%	BC is up 0.9%
Hydronics is down 9.7%	Alberta is down 12.6%
Plumbing is up 4.8%	West (SK, MB, Thunder Bay) is down 1.9%
PVF is down 30.3%	Ontario up 8.7%
Waterworks is up 24.2%	Quebec is up 6.0%
	Atlantic is down 11%

*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. Profit Improvement Report prepared for CIPH by the Profit Planning Group  
Volume 19, #1, March 2010 "The Cost of Goods Not Sold".  
<http://www.ciph.com/Downloads/articles/March%202010.pdf>
2. The New Competition Act and What it Means for your Business" Webinar. Register today!  
[http://www.ciph.com/Your\\_Industry\\_Trade\\_Section/News/Press\\_Release.php?id=662](http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=662)
3. Understanding Harmonized Sales Tax" webinar featuring Bill MacQueen of BDO Canada LLP. Register today!  
[http://www.ciph.com/Your\\_Industry\\_Trade\\_Section/News/Press\\_Release.php?id=658](http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=658)
4. Sales and Credit - Old Tools Solve New Problems by Jim Mayer.  
<http://www.armg-usa.com:80/JimMayerArticle.html>
5. Econo Link January 8, 2010. 2010 Sales forecast through Wholesale Distribution.  
<http://www.ciph.com/Downloads/econoLink/20100108EconoLink.pdf>

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 annually.



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.