



The Canadian Institute of Plumbing and Heating
L'institut canadien de plomberie et de chauffage

BENEFITS OF MEMBERSHIP IN CIPH

MASTER DISTRIBUTORS

The intent is to provide a membership category for well-established Canadian-based companies active as suppliers of exclusive products to the plumbing and/or hydronic heating industry. The company must have a major commitment with a Canadian warehouse and \$100,000 or more of inventory and Canadian-based senior executive staff.

1. Government Relations - A Unified Voice. ***CIPH keeps you informed and well represented on key issues.*** CIPH is a member of the Canadian Chamber of Commerce, Canadian Advisory Council on Plumbing and is a founding member of the Safe Drinking Water Coalition.
2. ***Regions provide more involvement.*** They give you the opportunity to meet frequently with associates, wholesalers and agents to discuss business trends and challenges. As a CIPH member, you become a member of each of the nine CIPH Regions in which you have a sales force. Region membership gives you:
 - È an opportunity to express ideas and receive feedback from your peers;
 - È a vehicle to develop important industry alliances;
 - È opportunities for leadership training which can lead to career advancement;
 - È low-cost educational opportunities.

CIPH operates 9 Regions: British Columbia, Calgary, Edmonton, Saskatchewan, Manitoba, Ontario, Quebec, Atlantic, and Newfoundland.

3. CIPH is a member of the Electronic Commerce Council of Canada. CIPH maintains close ties with PMI, MCA Canada, CCBDA, CWQA, PHCC, RPA, NAW, ASA, CSA Group, MRERF and CWWA. These allow CIPH members to explore issues affecting the industry and provides international representation.
4. ***You will have more influence on your industry.*** The opportunity to express your point of view and represent your company and its goals at all CIPH functions. There are opportunities for members to become active on CIPH boards, councils and committees. Participation is rewarding, educational, and ultimately profitable.
5. ***CIPH trade shows = Cost Effective Marketing.*** CIPH member-owned trade shows – ISH North America, MÉCANEX/CLIMATEX: Montreal, CIPHEX: Calgary and Ontario, and MEET: Moncton generate business leads. Over 35,000 industry personnel and customers attend CIPH shows.
6. ***The Annual Business Conference brings the major players of the industry together.*** In-depth educational programs and the opportunity to meet with the senior executives is a powerful combination, designed to make CIPH members more knowledgeable and more successful.



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7. **Canada's major wholesaler distributors belong to CIPH.** The association gives you direct access to wholesalers' senior executives.
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8. **CIPH through the Plumbing Industry Advisory Council promotes uniformity in Canadian Plumbing Codes, regulations and standards.** The Canadian Advisory Council on Plumbing (CACP) includes Chief Plumbing Inspectors from across Canada, CSA International, NSF International, UL, ULC, Quality Auditing Institute, BNQ, Intertek, IAMPO, Health Canada, Environment Canada, NRC and PTAC. Your company's participation and support will ensure that the industry has a strong voice in Canadian codes and standards.
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9. **CIPH is the only source of specialized industry reports with the information you need.** Confidential statistical data on Wholesalers' Monthly Sales is available only from CIPH.
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10. **CIPH-sponsored training programs and seminars** with leading industry professionals give you a well-trained and more productive workforce at a price you can afford.
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11. **We promote modern hot water heating.** The Canadian Hydronics Council promotes the interests and prosperity of Canadian manufacturers, wholesalers and installers of modern hot water heating systems. The CHC lobbies government to recognize modern hot water heating as the best heating method for residences and organizes industry training schools. They also provide an industry viewpoint for policy and program development of standards and certification. CHC and allied Hydronics groups have created the new Hydronics Design Standard CSA B214.
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12. **Money Savings.** As a member, you and all of your employees, get exceptional discounts on educational seminars, employee benefit plans (Morneau Sobeco), video loans and more.
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13. **CIPH makes it easy to keep in touch with your customers, suppliers, and industry colleagues.** Each CIPH member receives a listing of their company, key executives, branches and locations in the Annual Membership Directory, the "Who's Who" of the industry. Over 500 copies are distributed free to members across Canada. Your company will receive a free copy of the directory every year - a valuable tool for keeping in touch with customers and industry colleagues. The directory includes addresses, telephone, fax web sites and e-mail addresses.
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14. **Keep abreast of what's happening in the industry** through Pipeline and Region newsletters and regular CIPH letters and e-mails to key executives. The CIPH web site "What's New" gives you the key information affecting the industry.
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15. **Professional office staff provide members with information** on government policy, statistics and business. Send your request and CIPH staff will send you the information, usually within 24 hours.
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