



New CIPH Membership Bylaw approved at ABC 2010

A new membership category approved by members at the June 29th Annual General Meeting in St. John's, NL, has been submitted to and approved by Industry Canada, and will be added to the CIPH Bylaws as an Associate Member: (Non-Voting).

11.04 Associate Member (Non-Voting):

(iv) **Associate: Manufacturer (Non-Voting):** Any person being a manufacturer with executive sales staff and/or commissioned representation in Canada shall be eligible to become an Associate Member (Non-Voting) provided that an important portion of his business revenue is derived from the supply of Plumbing, PVF, Hydronic and Municipal product lines where there is no significant manufacturing, stocking base and representation for these product lines in Canada. These products will be sold and inventoried through the wholesale distribution industry in at least five provinces. Such members shall not be directly engaged in the installation of, or sales to consumers of plumbing and heating products. The company must have been in business for a reasonable period of time as determined by the Board.

Intent:

The intent behind the creation of this proposed membership category is to bring non-resident manufacturers who contribute significantly to the Canadian market and who are currently ineligible for membership into the CIPH fold. It is not the intent to recruit companies who manufacture, stock and/or represent product lines which are already currently manufactured, stocked and/or represented by members or representatives of members of the Institute. Recruitment of manufacturers into this prospective category would be possible in situations where the company does not manufacture product in Canada, yet has commissioned agents in Canada.

Rationale:

There are a number of major manufacturers that supply the Canadian plumbing wholesaler industry, yet who do not currently qualify as Manufacturers or Master Distributors under the CIPH by-laws because they do not have at least 40% Canadian content, or do not warehouse exclusive plumbing and/or heating products. The landscape of the industry is changing and the outlook suggests the need for a broader perspective regarding the inclusion of non-resident manufacturers who contribute significantly to the Canadian market.

In order for CIPH to effectively fulfill its role as the voice of the entire industry presence in Canada, CIPH needs to review annually its current membership by-laws to ensure the Institute continues to be relevant. A number of companies have been identified that might be eligible for membership in CIPH through the creation of the proposed category. These companies are well-known, established and connected key players in their sectors.

Eligibility Criteria:

- 1.) Canadian Sales Office and staff;
- 2.) Dues calculation for this category will be the same as the current Canadian Based Voting Manufacturer form;
- 3.) Distribution in five or more provinces;
- 4.) Adherence to Canadian certification standards, where applicable.

Note: As an Associate Member, they cannot serve on the CIPH Board or vote at the Annual General Meeting. However, they can serve on a Council, Committee or Region Board.

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