



January 2011 PHCP Wholesalers' Sales Report: Up 7.7%

PRODUCT

REGION

JANUARY 2011 VS. JANUARY 2010	JANUARY 2011 VS. JANUARY 2010
HVAC/R is up 2.4 %	BC is up 2.5%
Hydronics is up 1.4%	Alberta is up 1.2%
Plumbing is up 8.0%	West (SK, MB, Thunder Bay) is up 29.1%
PVF is up 21.5%	Ontario is up 6.9%
Waterworks is up 3.2%	Quebec is up 18.0 %
	Atlantic is down 2.4%

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. "Survival Is Not Mandatory..The Eight Pillars of Efficiency and Improvement in Business" by Abe WalkingBear Sanchez. <http://www.armg-usa.com/EightPillars.html>
2. "Getting on Board the Social Media Train" by Susan Rice Lincoln. <http://www.armg-usa.com/SusanRiceLincoln.html>
3. Profit Improvement Report: "Back to the Future" by Al Bates. http://www.ciph.com/emailLinks/profit_improvement_report.pdf

4. Upcoming Training Links:

4. Featured Publication:

["Basics of Pipe, Valve, Fittings & Flanges": A Comprehensive PVF Training Reference Book by Alvin Markus](#)

Upcoming Webinars:

["National Plumbing Code: Change is in the Air" featuring Raman Chauhan, March 2, 2011](#)

["Developing an Inventory State of Mind" featuring Jason Bader, March 3, 2011](#)

["Full Line Selling: Managing Major Accounts" featuring Frank Foster, March 21, 2011](#)

Upcoming in-class Workshops:

["University of Industrial Distribution", March 7-10, 2011](#)

["Essentials of Profitable Warehouse Operations" featuring Jason Bader, April 5, 2011](#)

[1-1/2 day "Business and Leadership Skills for the Wholesale Branch Manager" featuring Jim Ambrose, April 14-15, 2011](#)

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.



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