



June 2011 PHCP Wholesalers' Sales Report - up 0.5%

YEAR-TO-DATE BY PRODUCT GROUP	JUNE 2011 Product Group versus JUNE 2010	YEAR-TO-DATE BY REGION	JUNE 2011 Region versus JUNE 2010
HVAC/R is up 4.4%	HVAC/R is up 12.6%	BC is up 1.8%	BC is down 1%
Hydronics is down 1.3%	Hydronics is down 10%	Alberta is up 3.9%	Alberta is down 2.5%
Plumbing is up 0.5%	Plumbing is down 2.6%	West (SK, MB, Thunder Bay) is up 5.8%	West (SK, MB, Thunder Bay) is up 1.8%
PVF is up 10.9%	PVF is down 0.6%	Ontario is down 2.3%	Ontario is down 1.1%
Waterworks is down 7.2%	Waterworks no change	Quebec is up 6.6%	Quebec is up 8.5%
		Atlantic is down 9.0%	Atlantic is down 6.5%

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. June 2011 Housing Starts, Canada Mortgage and Housing Corporation
<http://www.cmhc.ca/en/corp/nero/nere/2011/2011-07-11-0815.cfm>
2. America destroying itself from within, Rex Murphy <http://fullcomment.nationalpost.com/2011/07/16/rex-murphy-america-destroying-itself-from-within/>
3. Welcome to the MID Program, Master of Industrial Distribution, Dr. Dan Jennings, PE, Program Director
<http://id.tamu.edu/graduate/welcome-to-the-mid-program>
4. What's wrong with these kids?, Jason Bader <http://www.industrialsupplymagazine.com/pages/Management---Whats-wrong-with-these-kids.php>
5. Top Ten Pitfalls to Avoid When Going Social in the Business World, Barry Libert
<http://www.industrialsupplymagazine.com/pages/Management---Social-Networking.php>

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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