



May 2010 PHCP Wholesalers' Sales Report – Up 12.5%

YEAR-TO-DATE BY PRODUCT GROUP	MAY 2010 versus MAY 2009	YEAR-TO-DATE BY REGION	MAY 2010 versus MAY 2009
HVAC/R is up 8.6%	HVAC/R is up 15.5%	BC is down 1%	BC is 0% change
Hydronics is down 3.2%	Hydronics is up 1.80%	Alberta is down 1.9%	Alberta is up 9.8%
Plumbing is up 9.5%	Plumbing is up 12.6%	West (SK, MB, Thunder Bay) is up 12.9%	West (SK, MB, Thunder Bay) is up 12.6%
PVF is down 11.2%	PVF is up 12.1%	Ontario is 11.9%	Ontario is up 15.3%
Waterworks is 22.3%	Waterworks is up 12.6%	Quebec is up 9.1%	Quebec is up 13.2%
		Atlantic is up 16.5%	Atlantic is up 32%

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. “B2B Profit System: Missed Profit Opportunities And Resistance to Change”; AR Management Group Inc.; Abe WalkingBear Sanchez
<http://www.armg-usa.com:80/missed-resist.html>
2. “Renovation Spending in 2009 up by \$4.5 Billion Across 10 Major Centers”; Canada Mortgage and Housing Corporation.
<http://www.cmhc.ca/en/corp/nero/nere/2010/2010-06-09-0815.cfm>
3. “Wholesale Trade”; Statistics Canada.
<http://www.statcan.gc.ca/daily-quotidien/100617/dq100617a-eng.htm>
4. “Speech by Bank of Canada Governor Mark Carney on Short-and-Medium Term Challenges facing Canada’s Economy”; The Canadian Chamber of Commerce.
http://www.ciph.com/Your_Industry_Trade_Section/News/Press_Release.php?id=728

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.