



May 2011 PHCP Wholesalers' Sales Report - up 3.2%

YEAR-TO-DATE BY PRODUCT GROUP	MAY 2011 Product Group versus MAY 2010	YEAR-TO-DATE BY REGION	MAY 2011 Region versus MAY 2010
HVAC/R is up 6%	HVAC/R is up 5.9%	BC is up 2.3%	BC is up 3.8%
Hydronics is down 0.5%	Hydronics no change	Alberta is up 5.7%	Alberta is up 14.9%
Plumbing is up 1.1%	Plumbing is up 3.5%	West (SK, MB, Thunder Bay) is up 6.9%	West (SK, MB, Thunder Bay) is up 14%
PVF is up 13.8%	PVF is down 1.4%	Ontario is down 1.2%	Ontario is down 2.7%
Waterworks is down 10.6%	Waterworks is up 1.4%	Quebec is up 6.1%	Quebec is up 3.2%
		Atlantic is down 9.6%	Atlantic is down 11.7%

*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. Sources of Business Capital ... Beware the Fine Print, Abe WalkingBear Sanchez <http://www.armg-usa.com/SourcesOfBusinessCapital.html>
2. Risk Management is But the Tip Of The Credit Profit Iceberg, Abe WalkingBear Sanchez <http://www.armg-usa.com/tip-of-iceberg.html>
3. Companies that Win are Companies that Teach, Dr. Rick Johnson <http://www.ceostrategist.com/resources-store/articles.php?id=401>
4. Seven Hallmarks of a Great Workplace, Norm Spitzig <http://www.industrialsupplymagazine.com/pages/Management---Seven-hallmarks.php>
5. The Canadian approach to "passing on" and indirect purchaser claims, Neil Campbell, David Kent, Martin Low and Lisa Parliament <http://www.mcmillan.ca/95738>
6. Why Great Ideas Fail, Scott Berkun <http://www.scottberkun.com/blog/2011/why-great-ideas-fail/>

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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