



## November 2010 PHCP Wholesalers' Sales Report – Up 8%

YEAR-TO-DATE BY PRODUCT GROUP	NOVEMBER 2010 versus NOVEMBER 2009	YEAR-TO-DATE BY REGION	NOVEMBER 2010 versus NOVEMBER 2009
HVAC/R is up 5.3%	HVAC/R is down 1.2%	BC - No Change	BC is up 2.2%
Hydronics is down .6%	Hydronics is up .4%	Alberta is up 4.9%	Alberta is up 4.8%
Plumbing is up 10%	Plumbing is up 10.8%	West (SK, MB, Thunder Bay) is up 13.1%	West (SK, MB, Thunder Bay) is up 14.1%
PVF is up .6%	PVF is up 4.5%	Ontario is up 9.3%	Ontario is up 7.2%
Waterworks is up 15.1%	Waterworks is up 16.5%	Quebec is up 11.8%	Quebec is up 16.1%
		Atlantic is up 12.4%	Atlantic is up 2.8%

*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. How to Give Sales More Customer Face-Time, B2B Profit System, Abe WalkingBear Sanchez:  
<http://www.armg-usa.com/FaceTime.html>
2. November Housing Starts, CMHC: <http://www.cmhc.ca/en/corp/nero/nere/2010/2010-12-08-0815.cfm>
3. Hiring Right, by Barry Chapman, TwoGreySuits: [http://ciph.com/emailLinks/article\\_-\\_hiring\\_right\(1\).pdf](http://ciph.com/emailLinks/article_-_hiring_right(1).pdf)
4. "Attitude = Altitude!" Webinar featuring Frank Foster; Monday, January 17, 2011 - Register Now!:  
<http://www.cvent.com/EVENTS/Info/Summary.aspx?e=0204c683-b82d-4aa7-a690-2265ea2c955e>
5. CHC Training, Two-Day Introduction to Hydronic Heating Installations, Spring Dates & Locations:  
[http://www.ultimatecomfort.ca/chc\\_courses.php](http://www.ultimatecomfort.ca/chc_courses.php)
6. Six Reasons to Put China in Your Business Plan, Foreign Affairs & International Trade Canada:  
<http://www.international.gc.ca/canadexport/articles/100205a2.aspx>
7. The University of Industrial Distribution - Registration now open:- March 7 - 10, 2011:  
[http://ciph.com/emailLinks/uid\\_hires.pdf](http://ciph.com/emailLinks/uid_hires.pdf)

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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