



*Minutes of the Eighty-second Annual General Meeting of
The Canadian Institute of Plumbing & Heating
L'Institut canadien de plomberie et de chauffage*

Held at Delta Grand Okanagan, Kelowna BC
Tuesday, June 24th, 2014, 9:30 a.m.

Chairman: R. Whitty

1. & 2. WELCOME AND QUORUM

Chairman of the Board, R. Whitty (Bartle & Gibson) called the meeting to order at 9:30 a.m. President R. Suppa confirmed that A QUORUM WAS PRESENT.

3. CHAIRMAN'S REMARKS

Chairman Whitty thanked the voting delegates and guests for attending. Voting delegates present represented 31 Manufacturers, 12 Wholesalers, 4 representing the Manufacturers Agents' Council and 7 representing Master Distributors for a total of 54. Thirty-nine (39) proxies had been received for a total of 93 votes of the 154 total. Delegates from 63 member companies and 4 subsidiaries were present.

R. Whitty introduced those participating in the 2014 Annual General Meeting:

Mr. John Hammill (Moen Canada), Chair of the 2013/2014 Nominating Committee and Treasurer; Mr. Ralph Suppa, President and Secretary; Mr. Matt Wiesenfeld, Recording Secretary; Mr. Stephen Apps; and Mrs. Marian Speelman.

4. MINUTES OF THE 2013 ANNUAL GENERAL MEETING

It was moved by Bill Palamar, seconded by Allen Taylor and carried:

"The Minutes of the 2013 Annual General Meeting be approved as circulated."

There was no discussion.

R. Whitty (Bartle & Gibson) asked for members to stand and mark with a moment of silence for the passing of colleagues and those who have lost a loved one this past year:

Gerard Houle, Daniel Victor White, Paul Juhasz, John Freeborough, Jack Hodgson, Don Hackett and Janice Porter.

5. BUSINESS ARISING FROM THE MINUTES

The CIPH Bylaw changes and the new articles of continuance as per Canada's Not for Profit Corporations Act had been sent out and approved by the Minister of Industry.

6. ANNUAL REPORT

Chairman Whitty, with the assistance of President Suppa, made a brief Annual Report to the members. There were no questions.

7. REPORT OF THE TREASURER

J. Hammill (Moen Canada) presented the 2013/2014 Audited Financial Statements. (The statements were distributed via e-mail to each Member Company prior to the AGM).

The 2013/2014 audit showed a modest deficit in revenue from the previous year because of the two year trade show revenue cycle. The major trade show revenue usually falls in even numbered years. This year's net trade show revenue totalled \$356,801 versus \$708,840 the previous year.

The 2013/2014 budget called for a deficit of \$340,000. Because of the accrued surplus from over 40 years of trade shows, CIPH can handle the deficit years without cutting programs.

Total revenues were up 1.9% because investments performed better than expected.

GST, EI, CPP and payroll taxes were handled professionally. The auditors found the CIPH books in excellent shape.

For 2014/2015 the Board has budgeted for a modest deficit of \$161,000. CIPH now have unrestricted net assets of \$2.8 million which are invested in quality conservative investments which are managed by a third party, Kerr Financial.

Based on member feedback and input as part of the recent Long Range Plan, the CIPH Board has invested in the following key activities to benefit members in 2014/15:

- a) \$81,000 to continue to hire a PR/Communications firms specifically directed to help CIPH with recruitment and increasing awareness of career opportunities in plumbing and heating;
- b) \$25,000 allocated as scholarships for 10 Technical Institutes or \$2,500 each;
- c) \$25,000 allocated to help the smaller CIPH regions to hire business speakers in an effort to help build attendance;
- d) \$25,000 allocated to hold an Annual Summit Meeting of the CIPH regions;
- e) \$130,000 to house and operate activities of the Canadian Hydronics Council
- f) \$25,000 to continue to produce an economic and industry trends newsletter by the Altus Group on a quarterly basis with a focus on the Canadian economy, housing and construction sector along with leading economic indicators; and
- g) Funds are also allocated for a "technical advisor" to assist with codes and standards and the addition of one new CIPH staff for the role of Manager of Operations.

8. APPROVAL OF ANNUAL REPORT, FINANCIAL STATEMENTS AND ACTIONS OF OFFICERS AND DIRECTORS (MOTION #1)

It was moved by Paul McDonald, seconded by Martin Deschenes and carried that:

This 82nd Annual General Meeting of the Canadian Institute of Plumbing & Heating/L'Institut canadien de plomberie et de chauffage:

Approves the 2013/2014 Annual Report and the Audited Financial Statements and instructs Messrs. Robert Whitty and John Hammill to sign the Audited Financial Statement. And does ratify, confirm and approve all acts of the Directors and Officers of the Canadian Institute of Plumbing & Heating as outlined in the Annual Report since the last Annual General Meeting thereof June 18, 2013.

There was no discussion.

9. MOTION TO APPOINT 2013/2014 AUDITORS (MOTION #2)

It was moved by John Hammill, seconded by Martin Deschenes and carried that:

This 82st Annual General Meeting of the Canadian Institute of Plumbing & Heating/L'Institut canadien de plomberie et de chauffage:

Hereby authorizes the Board of Directors to appoint BDO as auditors CIPH in Fiscal 2014/2015.

There was no discussion.

10. NOMINATING COMMITTEE REPORT (MOTION #3)

Chairman R. Whitty (Bartle & Gibson) referred those present to the terms of reference for the Nominating Committee in the documentation provided. He called on J. Hammill (Moen Canada) to present the Report of the Nominating Committee. J. Hammill announced that no further nominations had been received and under CIPH Bylaws, no nominations are allowed from the floor. The list of nominees was read.

It was moved by Randy Winter, seconded by Kevin Ernst and carried that:

This 82st Annual General Meeting of the Canadian Institute of Plumbing & Heating/L'Institut canadien de plomberie et de chauffage:

Adopts the report of the 2014 Nominating Committee and declares the members named duly elected as the Officers and Directors of the Institute until their successors are elected or appointed.

The following were elected as Directors to serve a three-year term:

Directors representing the Manufacturers' Division:

Allen Taylor: President, Taylor Pipe Supports, Burlington, Ontario;

Gordon Lefort: National Sales Manager – Mechanical, IPEX Inc., Mississauga, Ontario.

These 2 will join the following Directors who continue to serve:

Bill Hooper: Atlantic Regional Manager, Uponor Ltd., Quispamsis, NB;

Doug Kennedy: Vice President Trade Sales, Masco Canada: Masco Canada Ltd. - Plumbing Group: Mississauga, ON

Andrew Dyck: Vice President, Barclay Sales Ltd.: Coquitlam, BC;

Frédéric Perrin: National Sales Director, Usines Giant Factories Inc.: Montréal-Est, QC;

Siân Smith: Senior Director of Strategic Procurement, Noble Corporation: Concord, Ontario;

Joe Senese: Vice President – Operations, Groupe Deschênes Inc.: Toronto, ON;

Bill Palamar: President, Weil McLain Canada Sales Inc.: Burlington, ON;

Matt Robinson: Manager – Business Development, B.A. Robinson Co. Ltd.: Winnipeg, MB

Michael Kotyck: President, Kotyck Bros. Ltd.: Mississauga, ON;

Gail Kaufman: Director of Marketing, Wolseley Canada: Burlington, ON.; and

Pierre Houle: Vice President, J.U. Houle Ltée.: Victoriaville, QC.

The Committee nominated the following as officers for 2014/2015:

- As Treasurer: **Robert Whitty:** President & CEO, Bartle & Gibson, Edmonton, Alberta;
- As Chairman of the Wholesalers' Division: **Joe Senese:** Vice President – Operations, Groupe Deschênes Inc.: Toronto, ON;
- As Chairman of the Manufacturers' Division: **Allen Taylor:** President, Taylor Pipe Supports: Burlington, Ontario;
- As Second Vice Chairman: **Bill Palamar:** President, Weil McLain Canada Sales Inc.: Burlington, ON;
- As Vice Chairman: **Siân Smith:** Senior Director of Strategic Procurement, Noble Corporation: Concord, Ontario;
- As the 67th Chairman of the Board: **Paul McDonald:** General Manager, Bradford White Canada Inc.: Mississauga, ON.

11. APPOINTMENTS BY THE BOARD

Robert Whitty (Bartle & Gibson) announced two appointments to the 2014/2015 Executive Committee:

- **Kevin Fullan** of Wolseley Canada who served as 2011/2012 Chairman of CIPH;
- **John Hammill** of Moen Canada who served as 2012/2013 Chairman of CIPH.

They will serve as non-voting advisors.

12. ACKNOWLEDGEMENTS AND PRESENTATIONS

Robert Whitty (Bartle & Gibson) acknowledged the commitment and service of the hundreds of volunteers who support CIPH through participating on Boards, Councils, Committees, and Task Forces.

Outstanding Service Awards were announced for:

Kevin Ernst: General Manager, Oakville Stamping & Bending: Oakville, Ontario;

Rick Fantham: President, EMCO Corporation: London, Ontario; and

Jon Leeson: Vice-President and General Manager, Desco Plumbing and Heating Supply Inc.: Toronto, Ontario.

Lifetime Service Awards were presented to:

Kenneth Webster: Director, Sales and Marketing, Viessmann Manufacturing Company Inc.: Waterloo, Ontario;

Rick Elliott: Business Development Manager, Ontario/Atlantic, Wolseley Canada: Hamilton, Ontario;

Paul McDonald: General Manager, Bradford White Canada: Mississauga, Ontario; and

Case de Jong: President, Franke Kindred Canada Limited: Midland, Ontario.

Lifetime Service Awards were announced for:

Mike Rogers: Profit Centre Supervisor, Emco: Burnaby, BC;

Clint Cassia: Business Development Leader, Bartle & Gibson: Port Coquitlam, BC;

Michael Patterson: Atlantic Plumbing Regional Manager, Emco: Moncton, NB;

Brian Koebel: Regional Operations Manager, Emco: Edmonton, AB;

Danny Bilous: Counter Salesman, Emco: London, ON

Dan Jagelewski: NSC Senior Programmer/Analyst, Emco: London, ON;

Drew McVittie: Director, Information Technology, Emco: London, ON;

Irene Circelli: Cash Application Specialist, Emco: London, ON

Calvin Read: Branch Manager, Emco Waterworks Division: Regina, SK;

Don Smith: Branch Manager, Bartle & Gibson: Surrey, BC;

Robert Williams: Branch Manager, Bartle & Gibson: Saanich, BC;

Wayne Singer: Principal, Howell Pipe & Supply: Georgetown, ON;

Duncan Stacey: President & CEO, Howell Pipe & Supply: Georgetown, ON;

Ron Ellis: Sales Representative, Anvil International Canada: Simcoe, ON;

Harold Bradley: District Sales Manager - NL, Crane Supply: Mt. Pearl, NL;

Alex Simanzik: Sales Representative, Wolseley Canada: Kitchener, ON;

Rudy Vervae: Sales Representative – Ontario, CCTF: Burlington, ON;

Joe Willard: Outside Sales Representative, Wolseley Canada: Burlington, ON; and

Dave Eaglesham: Product Administrator, Emco: London, ON

50 Year Service Award was announced for:

Ken Baker: Industrial Sales, Desco Plumbing and Heating Supply; Goderich, Ontario.

Key volunteers who retired from the CIPH Board were recognized:

John Hammill, Moen Canada

Russ Morgan, IPEX Inc.

Peter Leonard, HPAC Magazine, **Mark Vreugdenhil,** Plumbing and HVAC, and **Bruce Meacock,** Mechanical Business Magazine were acknowledged for their continuing support of CIPH and CIPH trade shows through their magazines.

CIPH staff and Region Co-ordinators were recognized for their service to members in the past year.

13. INTRODUCTION OF CHAIRMAN-ELECT

R. Whitty (Bartle & Gibson) introduced P. McDonald (Bartle & Gibson Co. Ltd.) Chairman-Elect for 2014/2015.

“Our newest Chairman Paul McDonald began his career in the industry in 1974 joining Triangle Plumbing and Heating Supplies in Toronto in the warehouse progressing to inside sales, Branch Manager and ultimately to Sales Manager.

Along his forty year journey he worked for Hydrotherm Canada and then onto Aero Environmental which eventually was purchased by Bradford White in 2002.

He has been an active contributor on the CIPH Board of Directors since 2008 serving as Chair of the Plumbing Industry Advisory Council, Chair of the Charity Committee in Support of Habitat for Humanity and a current volunteer member of the Membership Committee.

Paul is very passionate about:

1. Our Industry;
2. His grandson Gage; and yes
3. The Toronto Maple Leafs and the Toronto Blue Jays

He is joined by his wife of 35 years Gail.

14. ANNOUNCEMENTS

The 83rd Annual General Meeting will be held on Tuesday June 16th, 2015 at the Fairmont Chateau Frontenac during ABC 2015.

15. MOTION TO ADJOURN

It was moved, seconded and carried that the 82nd Annual General Meeting be adjourned. Moved by John Hammill, seconded by Peter Howell.

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P. McDonald, 2014/2015 Chairman

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R. Suppa, President & General Manager

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M. Wiesenfeld, Recording Secretary