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C.I.P.H. HAVING BUSY YEAR

MORE INDUSTRY EXECUTIVES ACTIVE IN CARRYING OUT PROGRAMS TO BENEFIT INSTITUTE MEMBERS AND THE INDUSTRY THAN EVER BEFORE

One of the best indicators of the increasing stature and importance of C.I.P.H. is the intense interest and dedication to its objectives shown by senior executives of member companies. More busy men are devoting their time and talent to the work of the many active committees than at any time in Institute history. Major standing Committees, with close to 100% attendance, have held 15 formal meetings so far this fiscal year. Sub-committee meetings and small group discussions, working out details of various programs under way, are an almost daily occurrence.

BUSINESS MANAGEMENT INSTITUTE

C.I.P.H. Wholesale Division's Business Management Institute conducted its first course in Business Administration last year at the University of Western Ontario, London. The course itself, designed especially for this Industry, was prepared and conducted by members of the faculty of Western. Attended by 23 senior management executives, its value is demonstrated by written opinions of the graduates, as follows:

"... of great value, should be continued, instructors most capable..."

"... personally received great benefits, Distribution Cost Analysis most enlightening..."

"... all managers of Wholesalers should have privilege of participating in course, liked emphasis on profits, operating cost, inventories..."

"... highly successful C.I.P.H. venture, well handled by University, no one taking course could fail to benefit..."

"... among my gains were assistance in reading financial reports, analysing a given situation with regard to profit..."

"... extremely high value to all at management level..."

"... covers whole gamut of management..."

President Chapman and Wholesale Division Chairman A. G. Fleming have already met with University officials. A course will be held Aug. 25-30, this year, if sufficient enrollments are secured to make it practical. Those who haven't already indicated their intention to participate this year are urged to do so at once since the number of enrollments is limited.

INDUSTRY STATISTICS

A permanent, active Industry Statistics Committee, within the framework of the Manufacturers' Division, has become a reality and will fill a long-standing need of the Industry. Chaired by Lou Cowan and composed of men whose interests and training lie within the field of statistical information, this group held a full scale meeting on February 18 in Toronto and planned a program of work which is already under way.

Committee members include I. A. Cross, R. C. Gray, C. Luxton, J. H. Martin, C. A. Rogers, W. R. Srigley, K. Wotten. The over-all objective is to compile and distribute timely statistics according to the needs of the industry as well as an Industry "picture" on facilities, historical growth, markets, products, etc.

MANUFACTURERS' DIVISION

The Steering Committee of the Manufacturers' Division met on April 4 in Toronto. Committee members present, in addition to Chairman D. F. Cornish and Vice-Chairman G. McAvity, were J. A. Burgess, J. S. Corrigan, R. Hartog, A. M. Aikman and W. H. Evans were also present as invited guests. A. R. MacCallum and David Russell are also members of this Committee.

Problems of Imports and improvement of manufacturing planning were discussed; along with the need for more statistical data along the lines of the program of the Plumbing Brass and Enamelled Steel Fixture groups, who now receive monthly sales and production figures for Canada.

The Manufacturers' Division also embraces 15 Product Group Committees which meet to deal with problems of interest to specific product categories.

CANADIAN HYDRONICS COUNCIL

Formation of an active, working group within the framework of the Institute, dedicated to the securing of a greater share of the heating market for Hydronic Heating is about to become a reality. Months of discussion and planning have gone into preparatory work and meetings of interested manufacturers were held in Toronto on March 19 and April 24 with another to be held in the next few weeks.

A pro tem Executive has been appointed with Geo. Ballantyne as Council Chairman. Sub-committee Chairmen are R. L. Sellars, R. A. Orr, J. W. Stott, Robert Jarvie, K. E. O'Neill. Plans are being formed for a campaign to promote the advantages of Hydronic Heating.

MARKETING COMMITTEE

One of the most active standing committees, Chairman Lou Austin's 15-man group has held 4 full scale meetings with a fifth scheduled for June 4. Each member has one or more specific responsibilities and many serve on several sub-committees. Two major programs—S.D.C. and AWARD HOME—are under the supervision of the Marketing Committee and the number of small group discussions held on the multiplicity of details involved add up to a tremendous contribution to Institute work in time and travel for busy executives. Members of this hard working, dedicated group are John Stevens, Vice-Chairman, G. L. Ballantyne, P. L. Carter, Pierre Deschenes, F. J. Francis, D. J. Hackett, W. J. Hastings, D. J. Hoffman, R. S. MacLean, T. G. Markey, T. Nadeau, R. W. Price, J. G. Riley and N. K. Smith. As ex-officio members and making valuable contributions to the Marketing program, most meetings have been attended by President C. N. Chapman and Planning & Growth Committee Chairman, J. S. Corrigan.