



Pipeline

YOU SPOKE – THE BOARD LISTENED

The business seminar held at Jasper was unique in that it offered the membership a genuine opportunity to express opinions on a wide range of subjects. Each morning at the breakfast sessions free-wheeling discussions were held on a wide range of subjects; following the sessions each table was invited to submit its recommendations to the Board of Directors.

CIPH president **Don O'Neil** and the members of the new Board are taking these recommendations seriously. At two meetings held since the business seminar some of the suggestions have been reviewed thoroughly and action taken when the Board agreed it would be desirable. Because of the large number of recommendations and the full schedule at Board meetings it has not been possible to review all the comments but Mr. O'Neil says they will be studied at forthcoming meetings.

The important thing to note is that suggestions made by the membership are receiving the Board's attention. Mr. O'Neil points out that action has already been taken in two areas in which members expressed concern: government relations and relations with other industry associations. Two new committees have been formed under the chairmanship of **Fred Lockhart**, Noranda, (Government Relations Committee) and **John Stevens**, Pumps & Softeners, (Allied Industries Committee). The Government Relations Committee is working to develop closer ties with various government departments, while the Allied Industries Committee has held meetings with other trade associations to seek ways in which they can work with CIPH for the benefit of the industry.

SPEECH REPRINTS AVAILABLE

Everyone agrees that the speeches at Jasper were among the best ever given at a CIPH business seminar. The following speeches have been reprinted and copies are available from the CIPH office in Montreal:

- C. N. Chapman – "Profitability"
- Lucien Cornez – "Government-Business Relations"
- D. F. O'Neil – "Distribution in the Plumbing and Heating Industry"
- J. A. Paré – "Motivating People for Change"

STUDENTS AVAILABLE FOR WHOLESALER PROGRAM

The wholesaler training program at Humber College, Toronto, which was started by the Ontario Region and the Wholesale Division, has met with some success this year and a number of students are enrolled under the sponsorship of CIPH member firms – manufacturers as well as wholesalers.

Some members have indicated interest in the program, feeling they would like to have a graduate on staff, but feel that they have no one on their staff whom they would like to send, and they are reluctant to hire someone unknown to them. It appears that there are several students, already enrolled in the program, who would very much like to be affiliated with a company. If any CIPH member would like to interview these students with a view to hiring one of them, please contact **Lou Austin** at the Ontario Region office. These are above-average students who are concerned about their future and one of them could prove to be a valuable addition to your staff.

I-B-R SCHOOLS SCHEDULED FOR 1973

Wilson Clark, ITT Fluid Handling, chairman of the Canadian Hydronics Council has announced that in co-operation with the various CIPH regions, arrangements have been made for three I-B-R hydronic heating schools to be held here in 1973.

Dates and locations of the schools are:

1. Vancouver, B.C.
Residential School
May 8, 9, 10
2. Saskatoon, Sask.
Commercial School
May 22, 23, 24
3. Halifax, N.S.
Commercial School
June 19, 20, 21

The field training director from The Hydronics Institute will conduct all three schools. Full details will be available after the new year but these dates should be set aside now. Over the past few years the Canadian Hydronics Council has built an excellent working arrangement with The Hydronics Institute (formerly I-B-R) and we are fortunate in being able to provide these schools for our members.

REGIONAL REPS TO MEET

At the annual business seminar one recommendation made concerned the necessity for increased communication between the various CIPH regions and at the regional-national level. This problem was discussed by the Board and at the recommendation of Don Hackett, vice-president responsible for regions, approval was given to a three day seminar, to be held in Toronto. Regional secretary-managers, presidents and board representatives will meet with CIPH president **Don O'Neil**; vice-presidents **Lucien Cornez** and **Don Hackett**; **Gerry Dixon**, general manager, and **Dick Taylor**, manager, public relations, to discuss regional affairs. This

will mark the first time that regional representatives will have had the opportunity to get together and it is expected that this conference will do much to improve communications between regions.

MANUFACTURERS MAINTAIN GOOD RELATIONS WITH CSA — PAC

Dave Pedwell, chairman of the Manufacturers' Division, reports that as a result of a series of meetings held over the past few months there appears to be no major problem areas with the Canadian Standards Association or its affiliated group the Plumbing Industry Advisory Council.

At the annual meeting of PIAC, held in Halifax in September, members of the Division and of CIPH's Plumbing Advisory Council met with CSA and PIAC members and presented several proposals which are now being considered. Those in attendance at the Halifax meeting were **E. H. Belfry**, American-Standard; **G. Dobbin**, MCA; **T. Heard**, Wessan; **A. Knapp**, CCBDA; **J. A. Marlow**, Crane; **D. A. Pedwell**, American-Standard; **S. F. Smith**, Emco; and **G. H. Dixon**, CIPH. Among the CIPH proposals was a recommendation that the LMPCC edict requiring a CSA standard for all industry products be withdrawn. An answer has been promised before the end of this year but, in the meantime, the CIPH proposals and timetable re the certification have been accepted.

Mr. Pedwell held a later meeting with **S. Milligan** the PAC chairman, to review thy recommendations made at Halifax, and to make suggestions for even better communications between the two groups. For example, next year a CIPH delegation will probably meet with PAC representatives for two days instead of one to discuss areas of mutual concern.

Metric conversion is another area of interest to manufacturers and the Division has met with federal government representatives to discuss it, but Mr. Pedwell says there is nothing further to report at this time.