

Chairman Palamar. President Suppa, fellow CIPH Board of Directors, member colleagues and Guests

I am honored and humbled to serve as your Chairman of the Board for the 2017/18 term. I am especially pleased to accept this great honor on this historic occasion of the 150th anniversary celebration of the best country in the world, Canada.

Mesdames et Messieurs, au moment où le Canada célèbre sa fête nationale historique, nous nous rappelons que nous sommes très chanceux de vivre dans un pays où règnent la paix et la stabilité.

Canada is known across the globe for our acceptance and respect of the many different cultures of the world and so very often through world news we are reminded that Canada is a wonderful place to live and work.

Notre industrie de la plomberie et du chauffage a aidé à bâtir notre grand pays et à mettre en place plusieurs services essentiels, et la tradition se poursuit aujourd’hui.

As all of us have heard before....Plumbing and heating may not be the sexiest industry around but it's clear that we are truly fundamental to the country's health, comfort and continued growth.

Through the course of my career, I have been fortunate to be involved for many years in the association of CIPH. Like all of us I am sure, I remember my first ABC Conference. It was held in Kananaskis in 1992....I think I was 12.... I can tell you I remember the incoming chairman was Lloyd Kerr of Wolverine Tube.....so I hope all the first time delegates remember me 25 years from now..... (actually just kidding I didn't remember.... I had to ask Ralph to look it up for my speech.... ] but I do remember thinking how well organized the day's events were and the importance placed on participation, and the effort put in to ensure the delegates and companions felt value through speakers and working sessions and certainly the social activities as well. These commitments to excellence have not changed.

I feel privileged to have served as Ontario Region President, participated on several committees over the years and then joining the national board in 2012. I recognize that many volunteer hours from members together with the CIPH team make this association as strong as it is. I also appreciate that it is "member companies" that provide the financial basis to support that participation so we must always strive to enhance the value of membership.

CIPH today represents more than 280 individual industry companies comprised of manufacturing, distribution, agent and service businesses. We have a strong and healthy association. I have come to appreciate the role CIPH plays as advocate for our industry to the varying levels of government serving to support the interests of our industry as a whole. Together with

the Board of Directors, we will push forward on the many important initiatives currently underway and continue to focus on advancing our Long Range planning goals. In addition and specifically I would like to consider our support on the following

1. A better understanding and preparedness of current and future complexities surrounding our very important channel-partner relationships.
2. On ensuring we continue attracting top talent to the industry, in particular youth and women.
3. On exploring a role for CIPH towards the preservation and protection of Canada's fresh water resources which we are so fortunate to have.

I am proud to stand before you as a person who has made his career in this industry. This opportunity to serve as your Chairman comes over the course of a 33 year career through the support of many individuals. Beginning my career in the plumbing manufacturing business, American Standard gave me a start in the industry and my first exposure to CIPH. For the past 23 years, the Deschenes Group has supported my participation and en particulier, je remercie Monsieur Jacques Deschênes, Monsieur Martin Deschênes (tous les deux anciens présidents de CIPH) et notre président e Chef de la Direction actuel, Francois Deschenes, pour me donner le temps et les ressources nécessaires pour notre réussite.

I thank also my colleagues working in all of our Deschenes Group companies and the truly committed CIPH Board

members with whom I work currently as well as those from past years.

Last but certainly not least my family, especially my wife Susan who for 31 years has always provided me great support and my three daughters, who continue to serve as the motivation and... necessity to get to work early and often....

I certainly look forward to working more closely with Ralph Suppa and the excellent CIPH team. They are professional, remarkable and truly fun to work with.

I look forward to participating in as many regional events as possible during my term as I recognize that CIPH's success as a national association is directly tied to the strength of its regions and the participation of the individuals in those regions.

In closing, I would like to note that I truly respect the history and accomplishments that CIPH has achieved over the 85 years and together with the Board of Directors we will strive to strengthen our position as the "voice of the industry".

Merci pour votre confiance et pour votre appui.

Thank you all.