

HVAC, Hydronics & Waterworks

- HVAC sales started 2021 off strong, outpacing the 5-year first quarter average by 27% as ventilation upgrades to help contain the spread of the virus provided a boost to sales.
- Hydronics sales increased by 11% year-over-year in the first quarter of 2021, while waterworks sales increased by 39% year-over-year.

Plumbing & Pipe, Valves, Fittings

- The recessionary effects that pushed plumbing equipment, and pipes, valves and fittings sales lower in 2020, appear to have come to an end in Q1 with sales up 19% and 9%, respectively.
- Strong Q1 housing sales and starts will likely provide a lift in sales going forward as industry-wide lag effects take hold.

Total Sales

- Combining all of the above sales into an aggregate, sales of CIPH members increased in Q1 2021, marking the third consecutive quarterly increase, following decreases in sales in the first half of 2020 in the midst of the COVID recession.
- At \$1.9 billion in Q1 2021, sales were 20% higher than Q1 2020 and for the fourth time since Q4 2017 outperformed aggregate wholesaler sales, which increased by 5% to \$8.5 billion in Q1.

Prices

- Prices for metal plumbing fixtures and valves decreased by 0.5% year-over-year in the first quarter of 2021, lower than the rate of inflation.
- Prices for plastic and foam building and construction materials (overall category of plastic plumbing fixtures) decreased by 2.1% in the first quarter year-over-year, lower than the rate of inflation.

Source: CIPH, Statistics Canada

Industry Sales (CIPH)

