



**2021 Canadian Plumbing & HVAC Industry Competitive Analysis By Province**

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## Overview

### *Did you know there are over 25,500 plumbing, heating and air-conditioning contractors in Canada?*

Canada is a great place to establish and grow a plumbing and/or HVAC business, but it's a competitive market.

With over 15,300,000 households (dwellings) and over 1,170,000 businesses (establishments), **there are approximately 648 households and businesses for each plumbing & HVAC company in Canada.**

The **average revenue for Canadian plumbing, heating and air-conditioning contractors was \$587,000** in 2018 (the most recent data at the time of publication), with 81% being profitable.

This document is intended to provide you with a high-level overview of the plumbing & HVAC industry in Canada by province. You'll gain insight into how your plumbing & HVAC company compares to others in your province, and Canada as a whole.

The data contained herein has been compiled from multiple sources including StatsCan and Industry Canada.

On the following pages you'll find insights for Canada and each province. Each page contains a market overview, fast facts, and an employment overview.

In the Fast Facts section on each page you will find Opportunities Per Company. This is the number of households and businesses divided by the number of plumbing & HVAC companies. While it is not an exact science, it will give you a sense for how competitive a market is.

The employment overview section on each page can help you understand how you compare to the competitors in your market.

## Canada

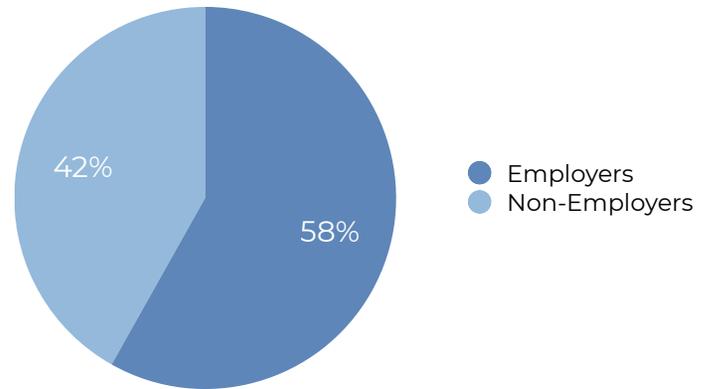
*Of the 25,508 plumbing, heating and air-conditioning contractors in Canada, 74% (18,899) employ fewer than 5 people, including owners.*

42% (10,675) of Canada's plumbing, heating and air-conditioning contractors are owner/operators (a one-person business) and 58% (14,833) employ 1 or more people.

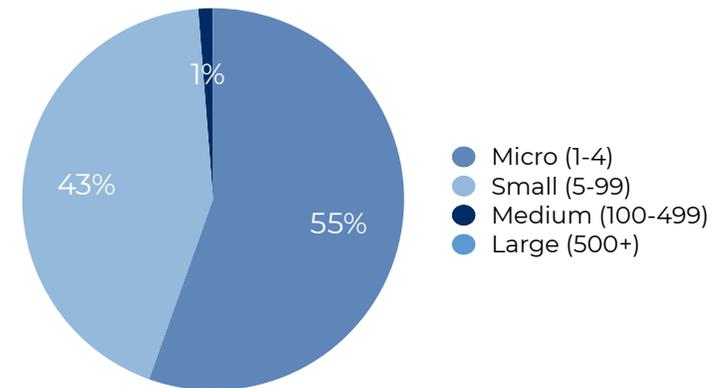
55% of plumbing, heating and air-conditioning contractors that employ people are considered micro businesses, employing 1 to 4 people.

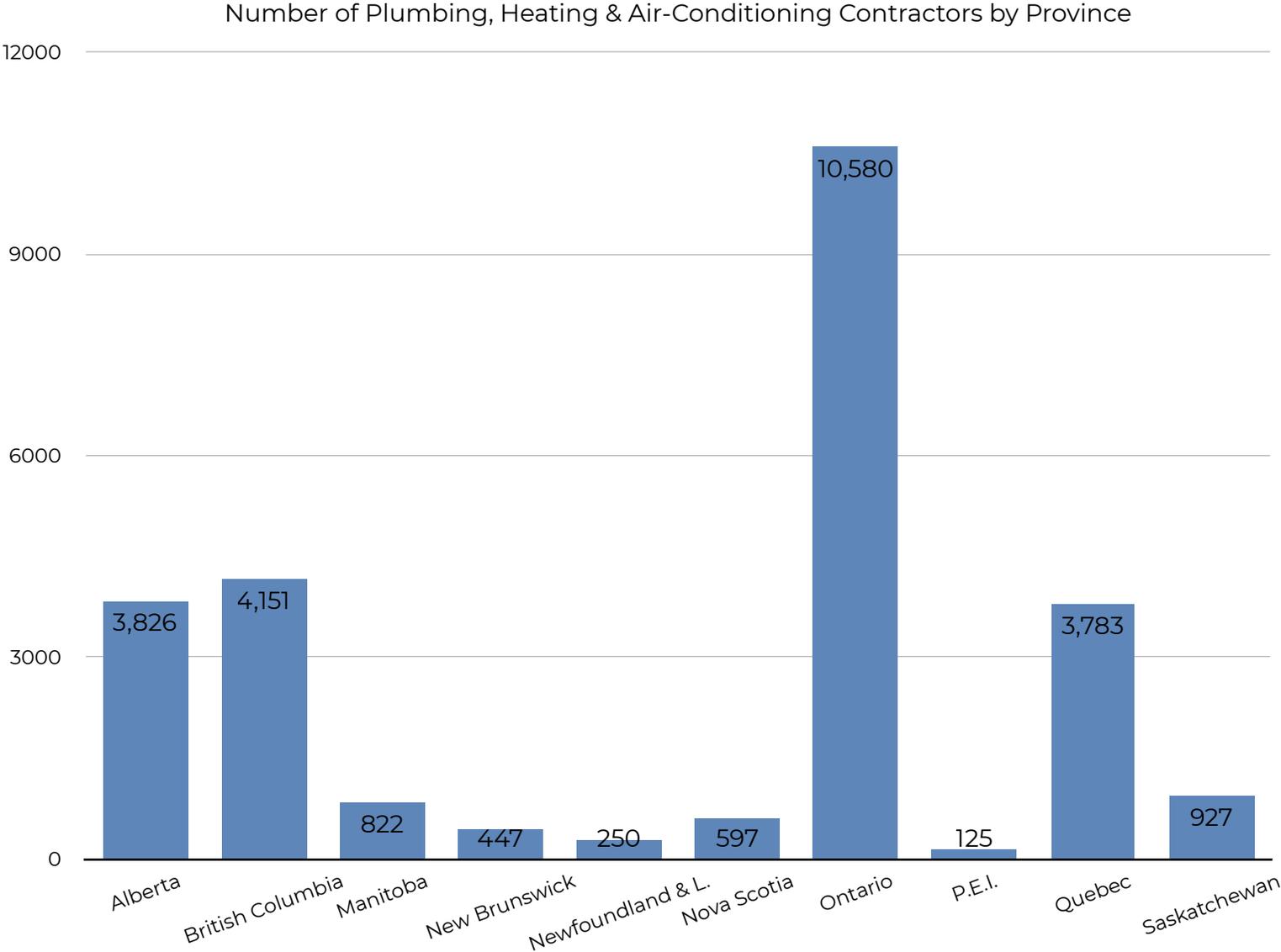
Fast Facts	Stat	Rank
Population	35,038,124	-
Households (Dwellings)	15,365,357	-
Businesses (Establishments)	1,173,512	-
Plumbing & HVAC Companies	25,508	-
Opportunities Per Company	648	-

Employers vs. Non-Employers



Employers by Size





## Alberta

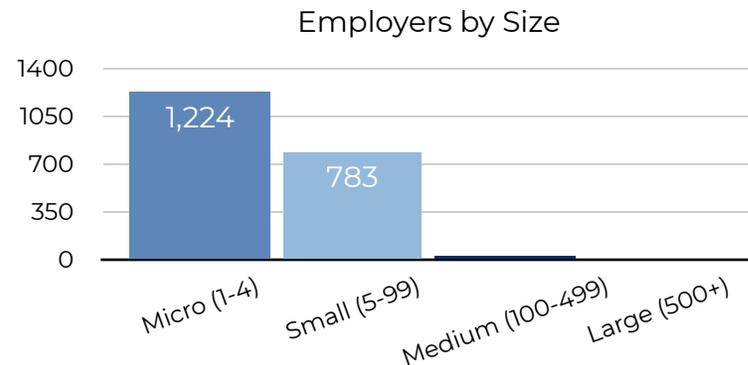
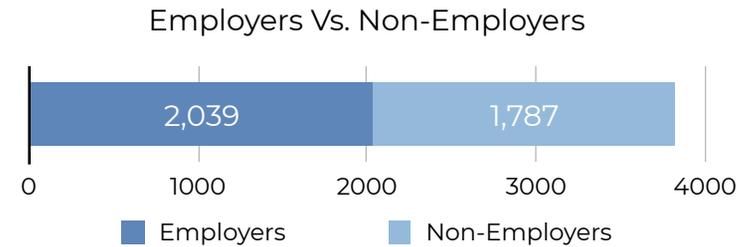
*There are approximately 475 households and businesses per plumbing & HVAC company in Alberta, making it the most competitive province in Canada.*

With 4,067,175 people, Alberta is the fourth largest province by population. It has 3,826 plumbing and HVAC companies and 1,817,713 households and businesses, making it the most competitive province in Canada for plumbing and HVAC businesses.

Fast Facts	Stat	Rank
Population	4,067,175	4
Households (Dwellings)	1,654,129	4
Businesses (Establishments)	163,584	4
Plumbing & HVAC Companies	3,826	3
Competitive Rank	-	1
Opportunities Per Company	475	10

### Employment Overview

Of the 3,826 plumbing and HVAC companies in Alberta, 47% (1,787) are one-person operations, while 53% (2,039) have at least one employee. 60% of companies with employees are considered Micro businesses, employing 1-4 people.



## British Columbia

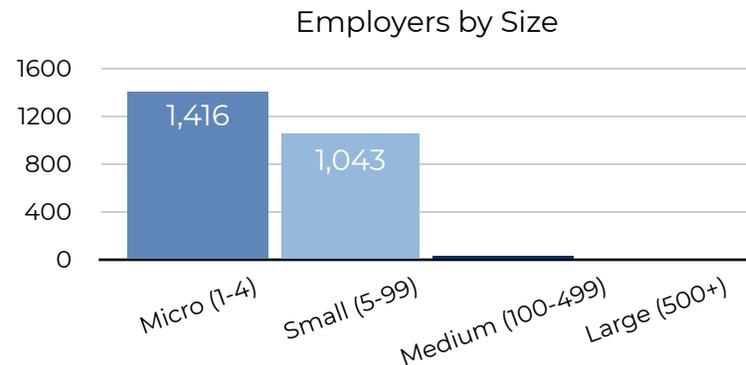
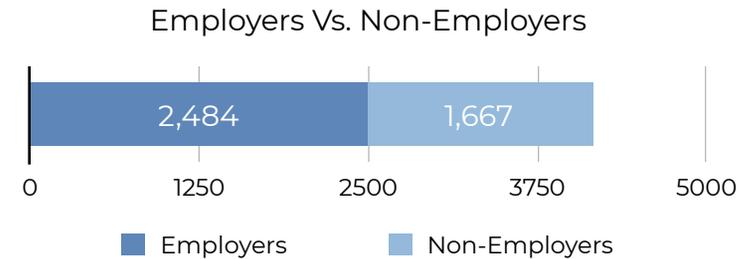
*There are approximately 541 households and businesses per plumbing & HVAC company in British Columbia, making it the second most competitive province in Canada.*

With 4,067,175 people, British Columbia is the third largest province by population. It has 4,151 plumbing and HVAC companies and 2,246,087 households and businesses, making it the second most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	4,648,055	3
Households (Dwellings)	2,063,417	3
Businesses (Establishments)	182,670	3
Plumbing & HVAC Companies	4,151	2
Competitive Rank	-	2
Opportunities Per Company	541	9

### Employment Overview

Of the 4,151 plumbing and HVAC companies in British Columbia, 40% (1,667) are one-person operations, while 60% (2,484) have at least one employee. 57% of companies with employees are considered Micro businesses, employing 1-4 people.



## Ontario

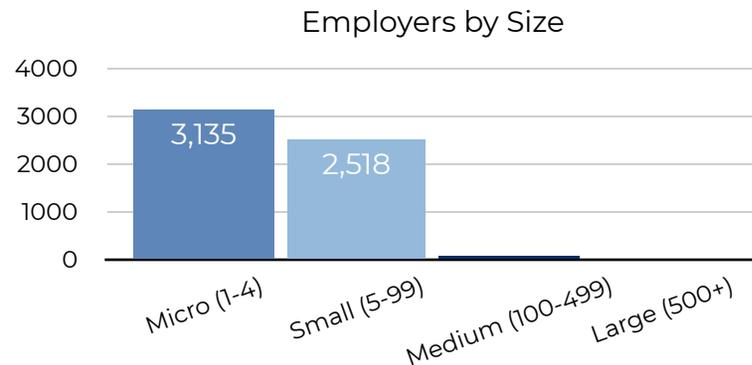
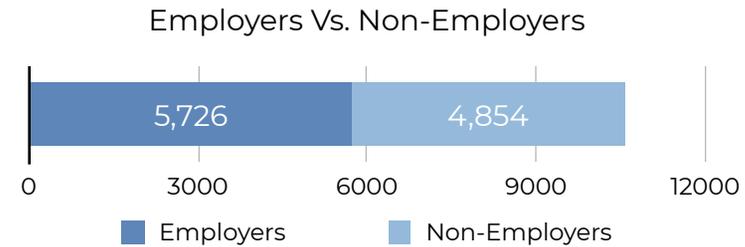
*There are approximately 570 households and businesses per plumbing & HVAC company in Ontario, making it the third most competitive province in Canada.*

With 13,448,494 people, Ontario is the largest province by population. It has 10,580 plumbing and HVAC companies and 6,026,109 households and businesses, making it the third most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	13,448,494	1
Households (Dwellings)	5,598,391	1
Businesses (Establishments)	427,718	1
Plumbing & HVAC Companies	10,580	1
Competitive Rank	-	3
Opportunities Per Company	570	8

### Employment Overview

Of the 10,580 plumbing and HVAC companies in Ontario, 46% (4,854) are one-person operations, while 54% (5,726) have at least one employee. 55% of companies with employee are considered Micro businesses, employing 1-4 people.



## Saskatchewan

*There are approximately 579 households and businesses per plumbing & HVAC company in Saskatchewan, making it the fourth most competitive province in Canada.*

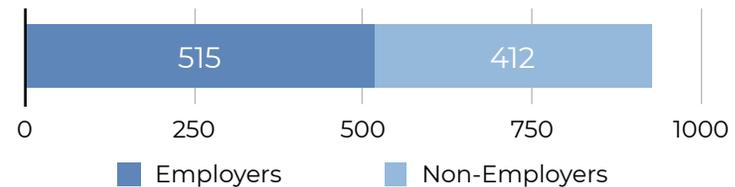
With 1,098,352 people, Saskatchewan is the sixth largest province by population. It has 927 plumbing and HVAC companies and 536,365 households and businesses, making it the fourth most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	1,098,352	6
Households (Dwellings)	495,582	6
Businesses (Establishments)	40,783	5
Plumbing & HVAC Companies	927	5
Competitive Rank	-	4
Opportunities Per Company	579	7

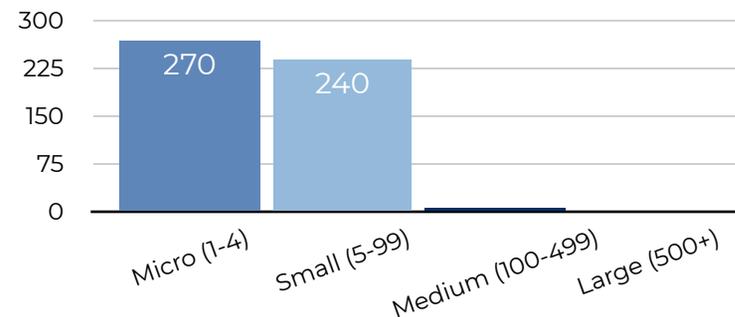
### Employment Overview

Of the 927 plumbing and HVAC companies in Saskatchewan, 44% (412) are one-person operations, while 56% (515) have at least one employee. 52% of companies with employees are considered Micro businesses, employing 1-4 people.

Employers Vs. Non-Employers



Employers by Size



## Prince Edward Island

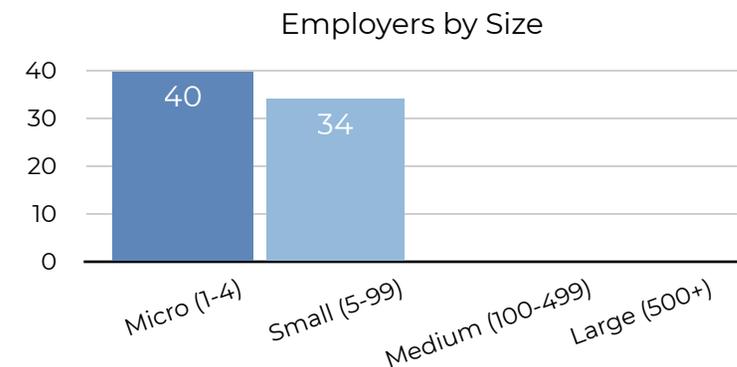
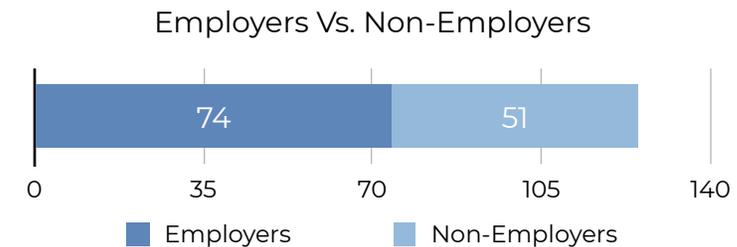
*There are approximately 617 households and businesses per plumbing & HVAC company in Prince Edward Island, making it the fifth most competitive province in Canada.*

With 142,907 people, P.E.I. is the tenth largest province by population. It has 125 plumbing and HVAC companies and 77,187 households and businesses, making it the fifth most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	142,907	10
Households (Dwellings)	71,119	10
Businesses (Establishments)	6,068	10
Plumbing & HVAC Companies	125	10
Competitive Rank	-	5
Opportunities Per Company	617	6

## Employment Overview

Of the 125 plumbing and HVAC companies in Prince Edward Island, 41% (51) are one-person operations, while 59% (74) have at least one employee. 54% of companies with employees are considered Micro businesses, employing 1-4 people.



## Manitoba

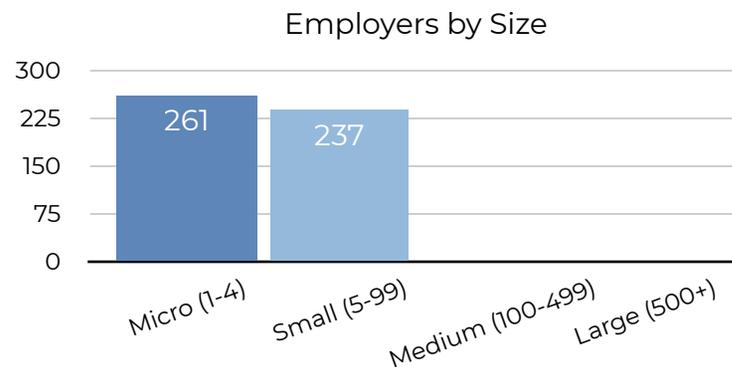
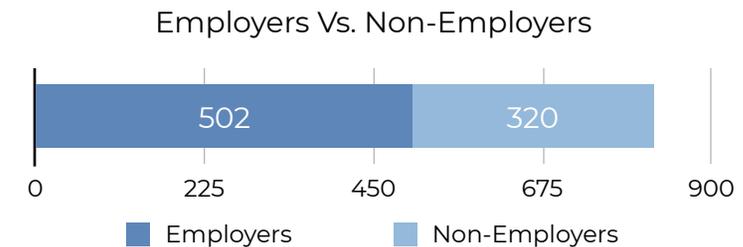
*There are approximately 701 households and businesses per plumbing & HVAC company in Manitoba, making it the sixth most competitive province in Canada*

With 1,278,365 people, Manitoba is the fifth largest province by population. It has 822 plumbing and HVAC companies and 578,918 households and businesses, making it the sixth most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	1,278,365	5
Households (Dwellings)	539,748	5
Businesses (Establishments)	39,170	6
Plumbing & HVAC Companies	822	6
Competitive Rank	-	6
Opportunities Per Company	704	5

### Employment Overview

Of the 822 plumbing and HVAC companies in Manitoba, 39% (320) are one-person operations, while 61% (502) have at least one employee. 52% of companies with employees are considered Micro businesses, employing 1-4 people.



## Nova Scotia

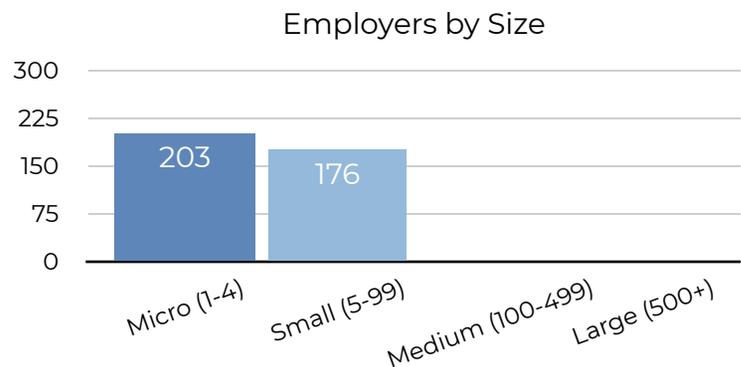
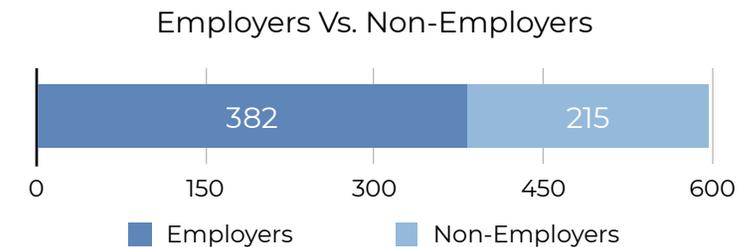
*There are approximately 818 households and businesses per plumbing & HVAC company in Nova Scotia, making it the seventh most competitive province in Canada.*

With 923,598 people, Nova Scotia is the seventh largest province by population. It has 597 plumbing and HVAC companies and 488,064 households and businesses, making it the seventh most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	923,598	7
Households (Dwellings)	458,568	7
Businesses (Establishments)	29,496	7
Plumbing & HVAC Companies	597	7
Competitive Rank	-	7
Opportunities Per Company	818	4

### Employment Overview

Of the 597 plumbing and HVAC companies in Nova Scotia, 36% (215) are one-person operations, while 64% (382) have at least one employee. 53% of companies with employees are considered Micro businesses, employing 1-4 people.



## New Brunswick

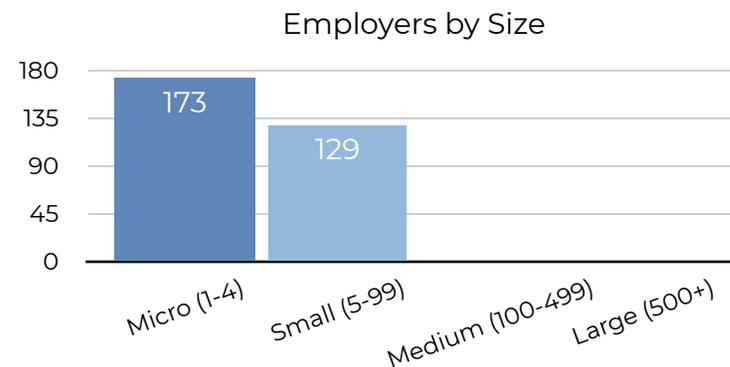
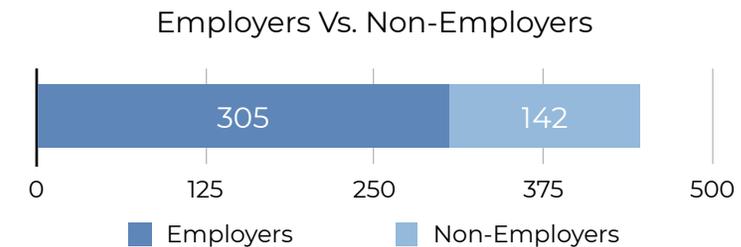
*There are approximately 861 households and businesses per plumbing & HVAC company in New Brunswick, making it the eighth most competitive province in Canada.*

With 747,101 people, New Brunswick is the eighth largest province by population. It has 447 plumbing and HVAC companies and 385,056 households and businesses, making it the eighth most competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	747,101	8
Households (Dwellings)	359,721	8
Businesses (Establishments)	25,335	8
Plumbing & HVAC Companies	447	8
Competitive Rank	-	8
Opportunities Per Company	861	3

### Employment Overview

Of the 447 plumbing and HVAC companies in New Brunswick, 32% (142) are one-person operations, while 68% (305) have at least one employee. 57% of companies with employees are considered Micro businesses, employing 1-4 people.



## Quebec

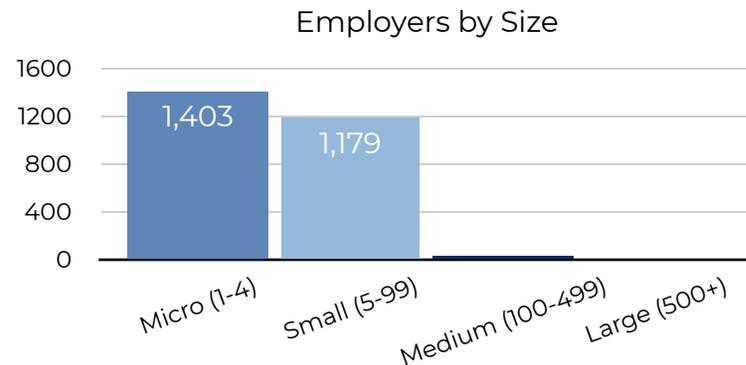
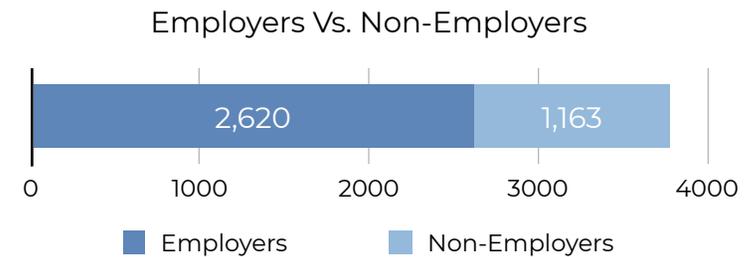
*There are approximately 1,084 households and businesses per plumbing & HVAC company in Quebec, making it the ninth most competitive province in Canada.*

With 8,164,361 people, Quebec is the second largest province by population. It has 3,783 plumbing and HVAC companies and 4,100,698 households and businesses, making it the ninth most competitive market in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	8,164,361	2
Households (Dwellings)	3,858,943	2
Businesses (Establishments)	241,755	2
Plumbing & HVAC Companies	3,783	4
Competitive Rank	-	9
Opportunities Per Company	1,084	2

### Employment Overview

Of the 3,783 plumbing and HVAC companies in Quebec, 31% (1,163) are one-person operations, while 69% (2,620) have at least one employee. 54% of companies with employees are considered Micro businesses, employing 1-4 people.



## Newfoundland & Labrador

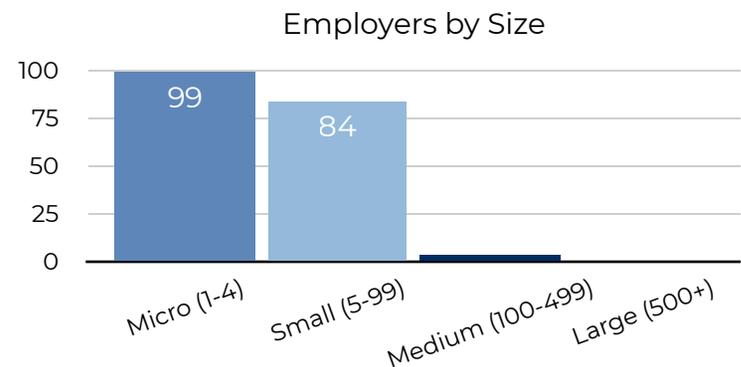
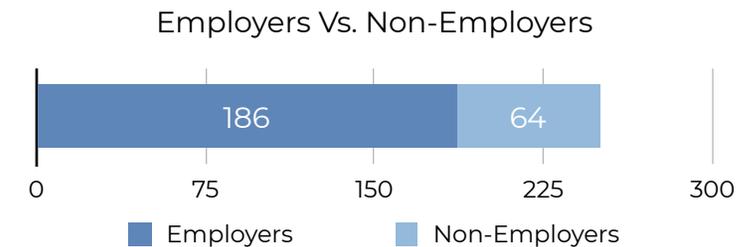
*There are approximately 1,131 households and businesses per plumbing & HVAC company in Newfoundland & Labrador, making it the least competitive province in Canada.*

With 519,716 people, Nfld & Labrador is the ninth largest province by population. It has 250 plumbing and HVAC companies and 282,672 households and businesses, making it the least competitive province in Canada for plumbing & HVAC businesses.

Fast Facts	Stat	Rank
Population	519,716	9
Households (Dwellings)	265,739	9
Businesses (Establishments)	16,933	9
Plumbing & HVAC Companies	250	9
Competitive Rank	-	10
Opportunities Per Company	1,131	1

### Employment Overview

Of the 250 plumbing and HVAC companies in Newfoundland & Labrador, 26% (64) are one-person operations, while 74% (186) have at least one employee. 53% of companies with employees are considered Micro businesses, employing 1-4 people.



## About Plumber Marketing

*We help Canadian plumbing & HVAC companies thrive in today's digital economy!*

Plumber Marketing is a Canadian based digital marketing agency dedicated to helping Canadian plumbing & HVAC companies generate more leads and win new customers online.

### **Schedule a free strategy session**

See what your competition is up to and gain insights into how you can win more plumbing and HVAC customers online. Schedule a strategy session with one of our Advisors - it's free and there is no obligation

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### **Is your market still available?**

We only work with one plumbing and/or HVAC company per market. Check if your market is still available.

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