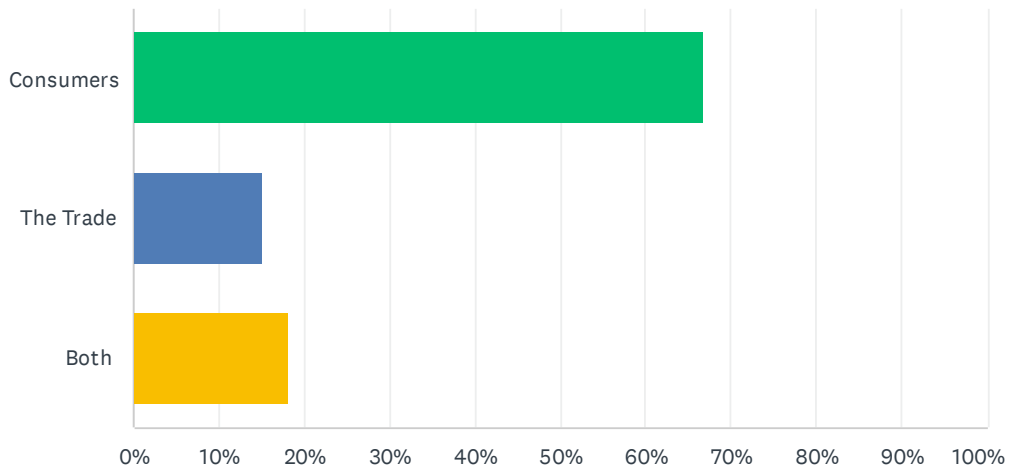


Q1 Does your business sell to:

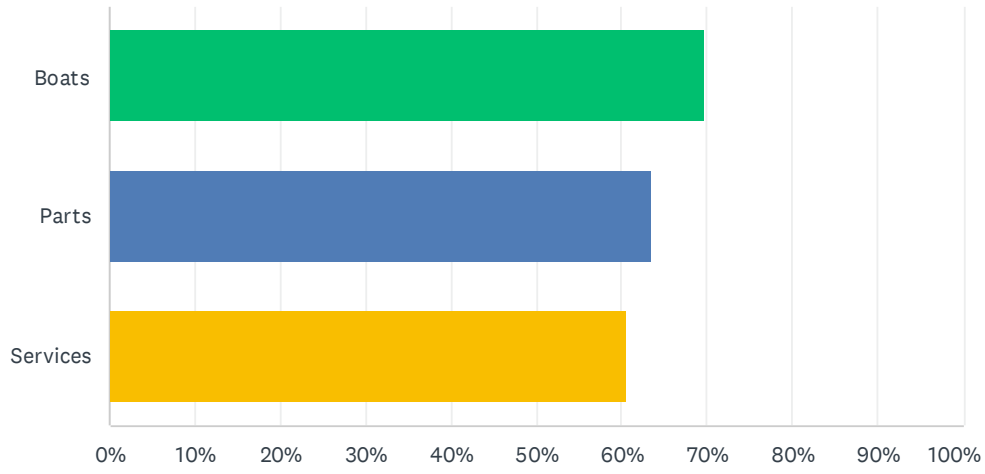
Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
Consumers	66.67%	22
The Trade	15.15%	5
Both	18.18%	6
TOTAL		33

Q2 Do you sell:(Check all that apply)

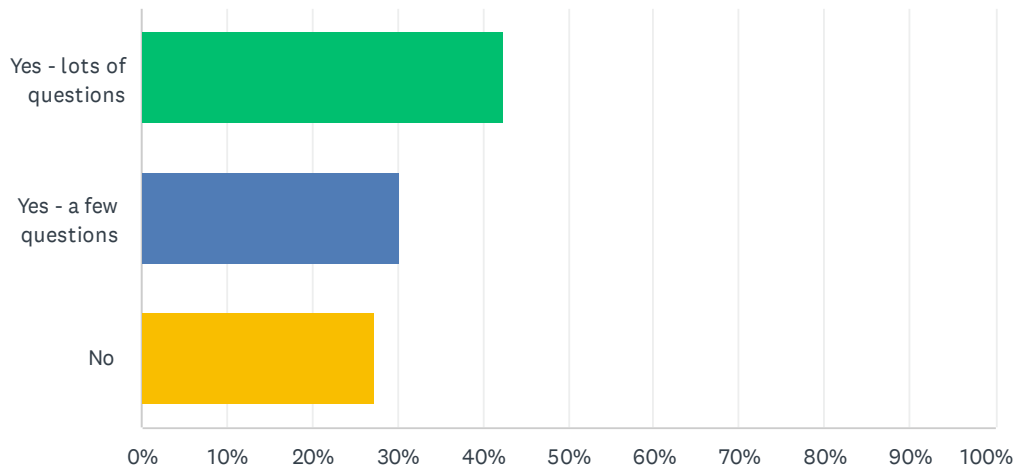
Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
Boats	69.70%	23
Parts	63.64%	21
Services	60.61%	20
Total Respondents: 33		

Q3 Are your customers asking you about the new Luxury Tax now?

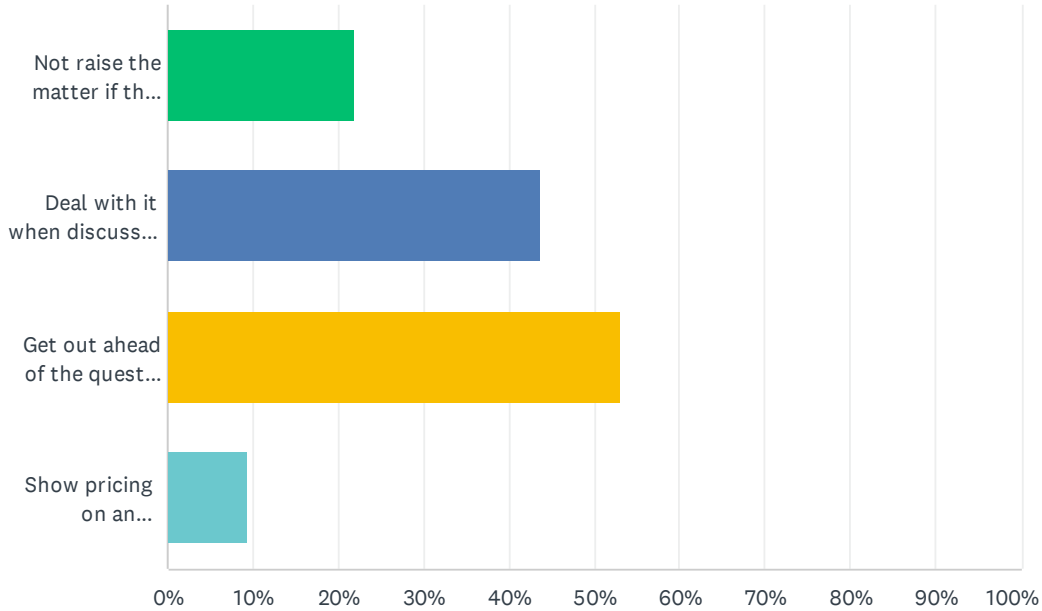
Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes - lots of questions	42.42%	14
Yes - a few questions	30.30%	10
No	27.27%	9
TOTAL		33

Q4 In your customer sales presentations, do you plan to:(Check all that apply)

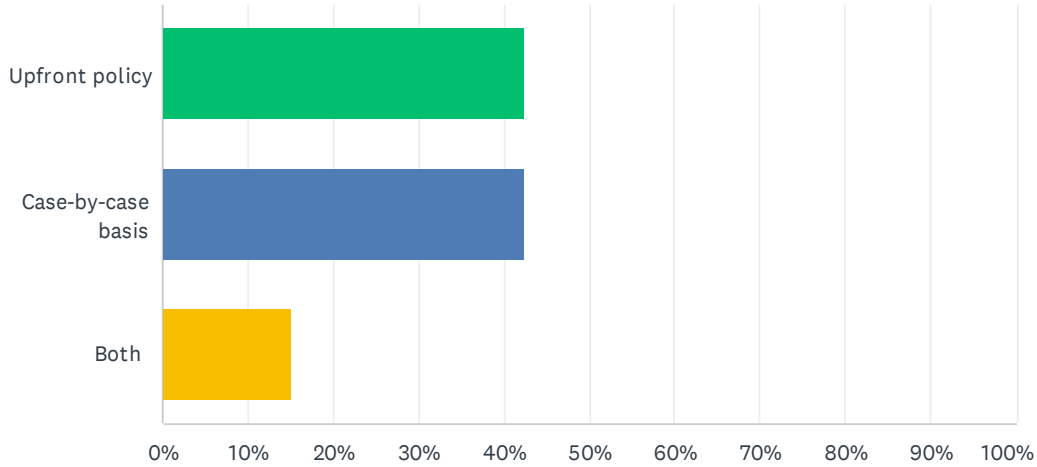
Answered: 32 Skipped: 1



ANSWER CHOICES	RESPONSES	
Not raise the matter if they don't	21.88%	7
Deal with it when discussing price	43.75%	14
Get out ahead of the question at the start of the sales presentations, for example: Volunteer that prices are plus HST and plus Luxury Tax, which is also plus HST	53.13%	17
Show pricing on an all-inclusive or "drive-away" price	9.38%	3
Total Respondents: 32		

Q5 Do you plan to set an upfront policy on this or deal with it on a case-by-case basis?

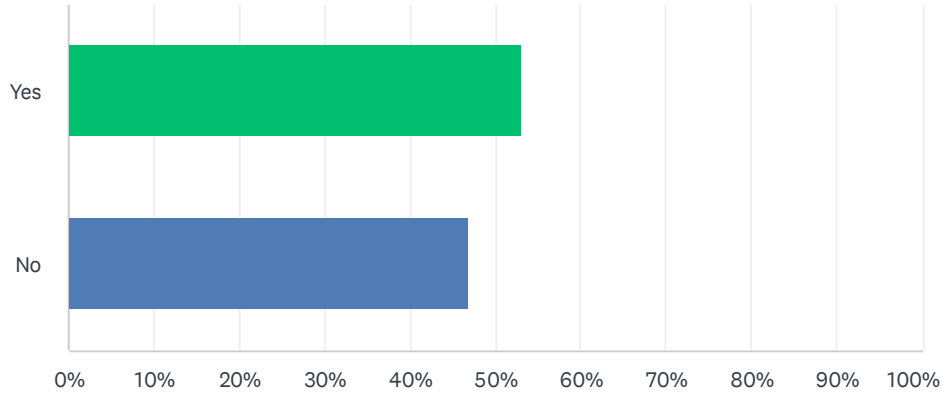
Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
Upfront policy	42.42%	14
Case-by-case basis	42.42%	14
Both	15.15%	5
TOTAL		33

Q6 Have you reduced the number of stock boats on order because of concern over the Luxury Tax impact?

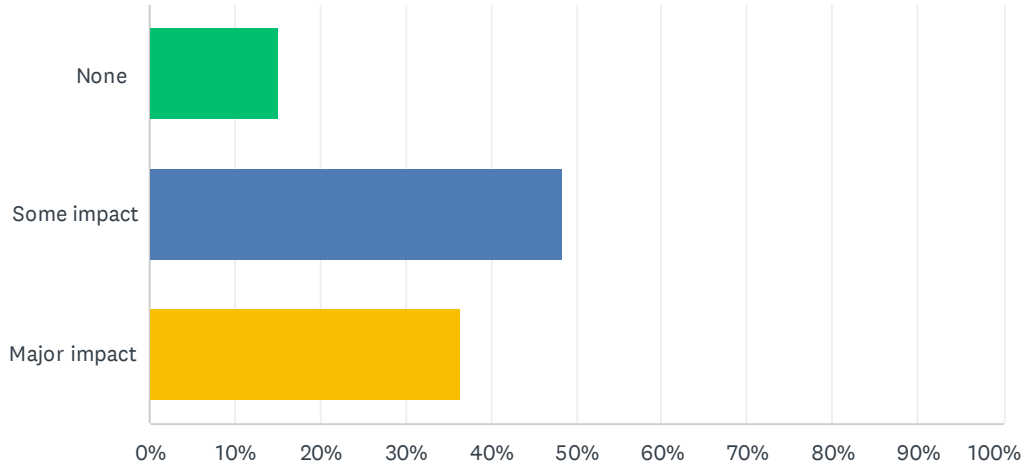
Answered: 32 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	53.13%	17
No	46.88%	15
TOTAL		32

Q7 Please estimate the impact you anticipate this Tax will have on your business:(Specify number of units or gross sales lost where possible)

Answered: 33 Skipped: 0



ANSWER CHOICES	RESPONSES	
None	15.15%	5
Some impact	48.48%	16
Major impact	36.36%	12
TOTAL		33

Q8 We welcome your individual comments:

Answered: 11 Skipped: 22