OUTDOOR POWER EQUIPMENT
INSTITUTE

Regular Member Investment Questionnaire
For Membership Dues

Please forward to:
Ricardo Trujillo, CPA, CITP
Gelman, Rosenberg & Freedman
4550 Montgomery Ave.
Suite 650 North
Bethesda, Maryland 20814
(301) 951-9090
rtrujillo@grfcpa.com

Company

City **State** **Zip**

Name of Comptroller, Accountant, or Bookkeeper

Signature of OPEI Key Representative

Please list all companies/affiliates whose sales are included in this questionnaire:

Reporting Instructions
The reporting of sales is a membership requirement.

Sales information is reported to the outside accounting firm of Gelman, Rosenberg & Freedman, which computes the amount to be billed and notifies OPEI for invoicing. To determine membership dues for the new fiscal year, each member's and affiliates' sales are requested for the previous 12-month period ended March 31. New investment schedules become effective on September 1, the beginning of OPEI's fiscal year. Members joining after September 1 invest on a pro-rata basis.

Sales are defined as F.O.B. factory net sales by product line of OPEI-represented products, including exports from the U.S. and imports sold in the U.S. by your company and all affiliates of your company. Include **all** powered equipment.

1. Regular member dues are assessed on the basis of the total of all outdoor power equipment manufactured or sold in the United States by such member and all affiliates of such member. An exception is made when the affiliate is a separate member of the association.

   For purposes of this provision, the term "affiliate" shall mean any parent or subsidiary of a member and any company related to a member through common ownership or control. Such common ownership or control should be decreed to exist whenever a member is related to another company through a chain of companies, each related to another by a 30 percent or greater ownership interest.

2. F.O.B. factory net sales is the price charged at the factory exclusive of freight. Please report the F.O.B. factory net sale price to the dealer, distributor or other channel through which your equipment is distributed. If the distribution of your products is made through your own branches, the value reported should be computed in the same manner as if the shipments were made to an independent jobber or wholesaler. For imported products, report the U.S. selling price at the primary distribution level.

3. **Please complete following sheet.**

Consumer and Commercial Sales of Following Equipment
(Powered by gas, propane, electric, hybrid, and solar)

***Please check box for each product produced by your company**

Attachments/Accessories:

- ☐ Lawn Sweepers
- ☐ Powered Sprayers
- ☐ Powered Collection Systems
- ☐ Other Attachments/Accessories (used in conjunction with power equipment)

Engines/Power Source:

- ☐ Gasoline Engines <1000cc or 19kW
- ☐ Diesel Engines <35HP
- ☐ Electric Motors (Used on OPE)
- ☐ Power Generators up to 15 kW (no diesel)

Ground Supported Products (less Golf):

- ☐ Garden Tractors
- ☐ Lawn Tractors
- ☐ Riding Mowers
- ☐ Zero-Turn Mowers
- ☐ Towed Power Mowers
- ☐ Walk Behind Mowers
- ☐ Walk Behind Cultivators/Tillers
- ☐ Walk Behind Snow Throwers (single and dual stage)
- ☐ Walk Behind Blowers
- ☐ Walk Behind Yard Vacuums
- ☐ Walk Behind Fixed Blade Edgers/ Trimmers
- ☐ Utility Vehicles
- ☐ Chippers
- ☐ Log Splitters
- ☐ Power Rakes and Thatchers
- ☐ Pressure Washers
- ☐ Shredders/Grinders
- ☐ Stump Cutters/Grinders

Golf Equipment:

- ☐ Golf Cars
- ☐ Walking Greens Mowers
- ☐ Riding Greens Mowers
- ☐ Trimplex Trim Mowers
- ☐ Riding Fairway Mowers
- ☐ Riding Gang Reel Mowers
- ☐ Towed Gang Mowers
- ☐ Multi-Deck Rotary Mowers
- ☐ Greens Aerators
- ☐ Fairway Aerators Powered
- ☐ Fairway Aerators Ground Drive
- ☐ Sand Trap Rake

Handheld:

- ☐ Handheld & Backpack Blowers
- ☐ Brushcutters
- ☐ Chainsaws
- ☐ Cut-Off Machines
- ☐ Edgers (Stick & Hand Supported)
- ☐ Engine Drills, Ice Augers, Post Hole Drills
- ☐ Flexible Line Trimmers
- ☐ Hedge Trimmers (including pole type)
- ☐ Powered Pole Pruners
- ☐ Split Boom Products

Other:

- ☐ _____
  _____
  _____
  _____
  _____
  _____

Total F.O.B. Factory Net Sales of OPEI Represented Products

$_____

Company Name:_____