

## U.S. PRODUCERS' QUESTIONNAIRE

### 100- TO 150-SEAT LARGE CIVIL AIRCRAFT FROM CANADA

This questionnaire must be received by the Commission by **November 13, 2017**  
*See last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning 100- to 150-seat large civil aircraft ("100- to 150-seat LCA") from Canada (Inv. Nos. 701-TA-578 and 731-TA-1368 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm produced and/or is your firm capable of producing and/or does your firm plan to produce 100- to 150-seat large civil aircraft or other large single aisle civil aircraft in the United States (as defined on next page) at any time since January 1, 2007?

**NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

**YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **LCA1**)

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone:

\_\_\_\_\_  
Fax:

\_\_\_\_\_  
Email address

**PART I.--GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on April 27, 2017, by The Boeing Company, Chicago, Illinois. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2017/100\\_150\\_seat\\_large\\_civil\\_aircraft\\_canada/final.htm](https://www.usitc.gov/investigations/701731/2017/100_150_seat_large_civil_aircraft_canada/final.htm).

**100- to 150-seat LCA** covered by these investigations are aircraft that have a standard 100- to 150-seat two-class seating capacity and a minimum 2,900 nautical mile range, as these terms are defined below.

**Standard 100- to 150-seat two-class seating capacity** refers to the capacity to seat 100 to 150 passengers on commercial airlines routes, when the aircraft contain 8 passenger seats configured for a 36-inch pitch, and the remaining passenger seats are configured for a 32-inch pitch (regardless of actual seating configuration). For example, aircraft with a "standard 100- to 150-seat two-class seating capacity" can be configured with fewer than 100 seats (e.g., a CS100 with an all business class configuration). "Pitch" refers to the distance between a point on one seat and the same point on the seat in front of it.

**Having a "minimum 2,900 nautical mile range"** means:

- (i) Able to transport between 100 and 150 passengers and their luggage on routes equal to or longer than 2,900 nautical miles; or
- (ii) Covered by a U.S. Federal Aviation Administration ("FAA") type certificate or supplemental type certificate that also covers other aircraft with a minimum 2,900 nautical mile range.

The scope includes all aircraft covered by the description above, regardless of whether they enter the United States fully or partially assembled, and regardless of whether, at the time of entry into the United States, they are approved for use by the FAA.

100- to 150-seat LCA are currently imported under statistical reporting number 8802.40.0040 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**Examples of 100- to 150-seat LCA** meeting the definition of 100- to 150-seat LCA include but are not limited to, 737-700, 737 MAX 7, CS100, CS300, A319ceo, and A319neo.

**Regional civil aircraft** includes aircraft either (a) with seat counts less than 100 intended for civil uses or (b) aircraft with seat counts between 100 and 150 that do not otherwise conform to in-scope 100- to 150-seat LCA as defined on page 2 (e.g., Embraer 190, Bombardier CRJ 700, CRJ 900, and CRJ 1000).

**Other single aisle LCA** includes large civil aircraft with a single aisle that do not meet the definition of 100- to 150-seat LCA as defined on page 2 or regional civil aircraft as defined above (e.g., Boeing 737-800/737 MAX 8, 737-900/737 MAX 9, 737 MAX 10, and Airbus A321).

**All other LCA** includes large civil aircraft not included in the definition of 100- to 150-seat LCA as defined on page 2 or as "other single aisle LCA" as defined above (i.e., LCA with more than one aisle).

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (*i.e.*, a producer, importer/purchaser, and/or foreign producer questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**"Establishment"** – Each facility of a firm involved in the production of 100- to 150-seat LCA, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____.			

I-3. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Canada AD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada CVD	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **Ownership.**--Is your firm owned, in whole or in Part, by any other firm?

No             Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing 100- to 150-seat LCA from Canada into the United States or that are engaged in exporting 100- to 150-seat LCA from Canada to the United States?

No             Yes--List the following information.

Firm name	Country	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of 100- to 150-seat LCA?

No             Yes--List the following information.

Firm name	Country	Affiliation

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this Part of the questionnaire can be obtained from **Carolyn Carlson (202-205-3002, [Carolyn.Carlson@usitc.gov](mailto:Carolyn.Carlson@usitc.gov))**. Supply all data requested on a calendar-year basis.

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of 100- to 150-seat LCA since January 1, 2014.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

II-3a. **Production of in-scope and out-of-scope merchandise.**--Please report your firm's total aircraft production. Include all aircraft production regardless of whether it is in the same facility as production of in-scope 100- to 150-seat LCA.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

<b>Quantity (in number of units)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January to September</b>	
	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2016</b>	<b>2017</b>
<b>Production of:</b>					
100- to 150- seat LCA <sup>1</sup>	0	0	0	0	0
Out-of-scope products.-- Regional civil aircraft <sup>2</sup>					
Other single aisle LCA <sup>3 4</sup>	0	0	0	0	0
All other LCA <sup>5</sup>					
Non-civilian aircraft					
Other products <sup>6</sup>					
<b>Total</b>	0	0	0	0	0

<sup>1</sup> Data entered for production of 100- to 150-seat LCA will populate here once reported in question II-7.  
<sup>2</sup> Please identify the regional civil aircraft your firm produces: \_\_\_\_\_.  
<sup>3</sup> Please identify the other single aisle LCA your firm produces: \_\_\_\_\_.  
<sup>4</sup> Data entered for production of other single aisle LCA will populate here once reported in question V-2.  
<sup>5</sup> Please identify the all other LCA your firm produces: \_\_\_\_\_.  
<sup>6</sup> Please identify the other products your firm produces: \_\_\_\_\_.



II-3b. **Fixed assets used in 100- to 150-seat LCA production.**--Please report the total value of your firm's fixed tangible assets, i.e., assets with a useful life greater than one year, used in the production of 100- to 150- seat LCA by whether those assets are solely dedicated to 100- to 150-seat LCA and cannot be economically repurposed versus other fixed assets that either are or can economically be repurposed for the production of other aircraft. *Please ensure the total fixed assets reported here are less than the total assets reported in Part III.*

Value (1,000 dollars)					
Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
<b>Fixed assets that are:</b> 100 percent dedicated to the production of 100- to 150- seat LCA and cannot economically be repurposed for other aircraft <sup>1</sup>					
Other fixed assets used to product 100- to 150- seat LCA (i.e., assets that are or can economically be used in the production of other aircraft), consistent with the allocation of shared assets to the production of 100- to 150-seat LCA in Part III of this questionnaire. <sup>2</sup>					
Total fixed assets	0	0	0	0	0
<sup>1</sup> Please describe and explain why these assets cannot economically be repurposed to produce other aircraft: _____.					
<sup>2</sup> Please describe: _____.					

II-3c. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production.

II-3d. **Product shifting**--

(i) Is your firm able to switch production (capacity) between 100- to 150-seat LCA and other products using the same equipment and/or labor?

No	Yes	If yes--Please identify other actual or potential products
<input type="checkbox"/>	<input type="checkbox"/>	

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (*e.g.*, time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4. **Tolling**--Since January 1, 2014, has your firm been involved in a toll agreement regarding the production of 100- to 150-seat LCA?

**"Toll agreement"** – Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes--Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce 100- to 150-seat LCA in and/or admit 100- to 150-seat LCA into a foreign trade zone (FTZ)?

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import 100- to 150-seat LCA into a foreign trade zone (FTZ) for use in distribution of 100- to 150-seat LCA and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-6. **Importer / purchasers.**--Since January 1, 2014, has your firm imported, ordered, accepted delivery of, received offers for sale for, and/or entered into a lease arrangement for 100- to 150-seat large civil aircraft or other single aisle large civil aircraft in the United States from any country?

**"Importer"** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf.

No	Yes	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS'/U.S. PURCHASERS' QUESTIONNAIRE</u></b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-7. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of 100- to 150-seat LCA in its U.S. establishment(s) during the specified periods.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (*i.e.*, using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"Shipments"** – All shipment data (U.S. shipments and export shipments) should be based on the date of delivery.

**"U.S. shipments"** – U.S. shipments for the purposes of this questionnaire related to all deliveries made to U.S. customers domiciled and operating their fleet in the United States regardless of where the physical delivery took place.

**"Commercial U.S. shipments"** – Shipments made to U.S. customers as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"** – Product consumed internally by your firm. Such transactions are valued at fair market value.

**"Transfers to related firms"** – Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** – A firm that your firm solely or jointly owns, manages, or otherwise controls.

**"Export shipments"** – Shipments to non-U.S. customers domiciled and operating their fleet in markets outside the United States regardless of where the physical delivery took place.

**"Inventories"** – Finished goods inventory (*i.e.*, completed aircraft), not raw materials or work-in-progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

II-7. **Production, shipment, and inventory data.**--Continued

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
<b>Average production capacity<sup>1</sup></b> <i>(quantity) (A)</i>					
<b>Beginning-of-period inventories</b> <i>(quantity) (B)</i>					
<b>Production</b> <i>(quantity) (C)</i>					
<b>U.S. shipments (based on deliveries):</b>					
<b>Commercial U.S. shipments:</b>					
<i>Quantity (D)</i>					
<i>Value, net of all discounts (E)</i>					
<b>Internal consumption:<sup>2</sup></b>					
<i>Quantity (F)</i>					
<i>Value, net of all discounts<sup>2</sup> (G)</i>					
<b>Transfers to related firms:<sup>2</sup></b>					
<i>Quantity (H)</i>					
<i>Value, net of all discounts<sup>2</sup> (I)</i>					
<b>Export shipments (based on deliveries):<sup>3</sup></b>					
<i>Quantity (J)</i>					
<i>Value, net of all discounts (K)</i>					
<b>End-of-period inventories</b> <i>(quantity)</i> <i>(L)</i>					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments:</b>					
To airlines <i>(quantity) (M)</i>					
To leasing or financing companies <i>(quantity) (N)</i>					
To other customers <i>(quantity) (O)</i>					

<sup>1</sup> The production capacity reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-7. Production, shipment, and inventory data.--Continued**

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.*

Reconciliation	Calendar years			January to September	
	2014	2015	2016	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar years			January to September	
	2014	2015	2016	2016	2017
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

**II-8. Historical U.S. shipments.--Report your firm's historical U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of 100- to 150-seat LCA produced in the United States in your firm's U.S. establishment(s) during the specified periods. Base these shipment data on delivery dates.**

Calendar year	Quantity (in number of units delivered)	Value (in \$1,000)
2007		
2008		
2009		
2010		
2011		
2012		
2013		

II-9. **Employment data.**--Report your firm's employment-related data related to the production of 100- to 150-seat LCA and provide an explanation for any trends in these data.

**"Production and Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

**"Hours worked"** – includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** – Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

II-10. **Related firms.**--If your firm reported transfers to related firms in question II-7, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11a. **Orders.**--Please provide the following information on your firm's orders for 100- to 150-seat large civil aircraft from U.S. customers that either (a) have been delivered since January 1, 2014 or (b) for which delivery is pending. Please provide these data in a spreadsheet structured as follows:

**“Ancillary items”** – includes goods, services, and other items of value in addition to the aircraft itself that are provided, or to be provided, to a customer as part of an aircraft sales agreement. Ancillary items include, but are not limited to, entry-into-service support, training support for pilots, cabin crew, maintenance, and spare parts.

<b>Column</b>	<b>Data field description</b>
A	Order date
B	Order type (e.g., new firm order, option exercise, conversion from other aircraft)
C	Purchaser (i.e., firm's name)
D	Purchaser type (e.g., airline, leasing company, other customer)
E	Operator (i.e., firm's name)
F	Model order
G	Units ordered (in number of units)
H	Options / purchase rights obtained
I	Per aircraft total price (inclusive of engine prices and prices of ancillary items), net of all discounts in USD as of the order date
J	Engine price included in the per aircraft price, net of all discounts (the per aircraft price not the per engine price)
K	Ancillary items price included in the per aircraft price
L	Ancillary items description (a short description of the ancillary items include in the order)
M	Deliveries made prior to January 1, 2014 (in number of units)
N	Deliveries made in 2014 (in number of units)
O	Deliveries made in 2015 (in number of units)
P	Deliveries made in 2016 (in number of units)
Q	Deliveries made and scheduled to be made in 2017 (in number of units)
R	Deliveries scheduled to be made in 2018 (in number of units)
S	Deliveries scheduled to be made in 2019 (in number of units)
T	Deliveries scheduled to be made in 2020 (in number of units)
U	Deliveries scheduled to be made in 2021 (in number of units)
V	Deliveries scheduled to be made in 2022 (in number of units)



II-11b. **Backlog.**--Report your firm's backlog of 100- to 150-seat LCA for each of the following periods:

Date	Quantity (in number of units)	
	U.S. customers	Non-U.S. customers
December 31, 2014		
December 31, 2015		
December 31, 2016		
September 30, 2016		
September 30, 2017		

II-11c. **Duration between orders and deliveries.**--For deliveries of 100- to 150-seat large civil aircraft made by your firm to all customers in 2016, what is the average duration between order date and delivery completion date?

--

II-11d. **Delivery schedule management.**--Please describe your firm's approach to managing the relationship between the intake of new orders and the scheduling of deliveries for 100- to 150-seat large civil aircraft. What ratio of new orders to deliveries in a given period does your firm consider healthy and sustainable? To what extent does your firm take orders for delivery in a given period beyond the number of orders that matches the available delivery slots in that period?

--

II-11e. **Delivery schedule flexibility.**--Does your firm have policies, methods, or practices to make 100- to 150-seat large civil aircraft delivery slots available to customers in a manner intended to increase the chances of obtaining new orders, including potentially large orders and/or orders from large customers? Such policies, methods, or practices may include, but are not limited to, keeping near-term delivery slots available in anticipation of possible new orders, increasing capacity, and negotiating delivery schedule modifications with existing customers to make near-term delivery slots available.

No	Yes	If yes--Please describe these policies, methods, or practices.
<input type="checkbox"/>	<input type="checkbox"/>	

II-11f. **Changes in capacity.**--Describe the circumstances that would provide a business case for increasing your capacity to produce single-aisle LCA. In particular, specify the cost associated with adding a particular amount of capacity, the time it would take to add such capacity, supplier commitment and constraints that would be considered, and the number of aircraft orders that would be required to justify such investment.

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II-11g. **Actual order cancellation/deferment discussions.**--For any of your firm's unfilled 100- to 150-seat large civil aircraft orders as of September 30, 2017, has your firm discussed the possible cancellation and/or deferment of orders with customer(s)?

No	Yes	If yes--Please identify the customer(s) and describe the nature of the discussions.
<input type="checkbox"/>	<input type="checkbox"/>	

II-11h. **Potential at risk orders.**--Regardless of any actual discussions with customers about order cancellation or deferment detailed above, does your firm consider any unfilled 100- to 150-seat large civil aircraft orders to be at risk of cancellation and/or deferral?

No	Yes	If yes--Please identify the customer(s) and, for each customer order, provide the number of at risk scheduled deliveries per year. Also, please provide a detailed description of why these orders are at risk for cancellations, reduction in quantity, and/or deferment.
<input type="checkbox"/>	<input type="checkbox"/>	

II-11i. **Price escalation, pre-delivery payments, and/or meet-or-release provisions for unfilled U.S. 100- to 150-seat LCA orders.**--For your firm's unfilled 100- to 150-seat large civil aircraft orders scheduled for delivery to U.S. customers after September 30, 2017, do these orders contain price escalation formulae, pre-delivery payment schedules, and/or meet-or-release provisions?

No	Yes	If yes--Please provide the details of these price escalation formulae, pre-delivery payment schedules, and/or meet-or-release provisions?
<input type="checkbox"/>	<input type="checkbox"/>	

II-11j. **Ancillary items provided in connection with unfilled U.S. 100- to 150-seat LCA orders.**--For your firm's 100- to 150-seat large civil aircraft orders that are reported in the data provided for question II-11a, please identify and describe the ancillary items (*i.e.*, goods, services, and other items of value in addition to the aircraft itself) that your firm is providing, or has committed to provide, to the customer as part of the aircraft agreement giving rise to the unfilled orders. The value of these items should be reported as indicated above in question II-11a.

II-11k. **Selection and pricing of 100- to 150-seat LCA engines for unfilled U.S. orders.**--For your firm's 100- to 150-seat large civil aircraft orders that are reported in the data provided for question II-11a, please report relevant information with respect to the selection and pricing of engines that will be incorporated into the aircraft. In your answer, please discuss: (i) the name of the engine supplier(s), (ii) engine supplier participation, if any, in customer negotiations with respect to engine prices, future support for engine-related maintenance, spare parts, training, and other goods and services; and (iii) how engine prices, costs, revenues, discounts, rebates, and other engine-related items are recorded and recognized by your firm and the relevant engine supplier.

II-12. **Sales efforts.**--Please report on recent, current and likely future aircraft sales efforts concerning U.S. customers (including sales campaigns and other attempts to sell aircraft to specific customers), covering the period from 2014 through 2022. Please provide details regarding the nature and timing of each sales effort. Do not include sales efforts that have already led to firm 100- to 150-seat LCA orders reported above.

II-13. **Production estimates based on projected orders and deliveries.**--Please report your firm's projected production of 100- to 150-seat LCA and products made on the same equipment and machinery used to produce 100- to 150-seat LCA (see question II-3a for definitions), and the production capacity for all products on this shared equipment and machinery, for each projection year over the 2017 to 2022 period.

<b>Quantity (in number of units)</b>						
<b>Item</b>	<b>Projection years</b>					
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>Production of:</b> 100- to 150- seat LCA						
Out-of-scope products.-- Regional civil aircraft						
Other single aisle LCA						
All other LCA						
Non-civilian aircraft						
Other products						
<b>Total</b>	0	0	0	0	0	0

Describe the assumptions used in these projections:

II-14. **Foreign producers.**--Since January 1, 2014, does your firm have any facilities that produce 100- to 150-seat large civil aircraft or other single aisle large civil aircraft outside the United States?

**"Foreign producer"** – A producer of the subject merchandise in any country outside of the United States.

<b>No</b>	<b>Yes</b>	<b>If yes--<u>COMPLETE AND RETURN A FOREIGN PRODUCERS' QUESTIONNAIRE</u></b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-15. **100- to 120-seat LCA.**—Has your firm produced any 100- to 120-seat LCA since 2007?

<b>No</b>	<b>Yes</b>
<input type="checkbox"/>	<input type="checkbox"/>

- II-16. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART III.--FINANCIAL INFORMATION**

Address questions on this Part of the questionnaire to **Charles Yost (202-205-3432, [Charles.Yost@usitc.gov](mailto:Charles.Yost@usitc.gov))**.

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in Part III.

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
 If your firm's fiscal year changed during the data-collection period, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include 100- to 150-seat LCA:

2. Does your firm prepare profit/loss statements for 100- to 150-seat LCA:  
 Yes       No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,    unaudited,    annual reports,    10Ks,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually

4. Accounting basis:  GAAP,    cash,    tax, or    other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes 100- to 150-seat LCA, as well as specific statements and worksheets) used to compile these data.*

III-2. **Accounting system.**--Continued

C. Do the aircraft that your firm produces that match the scope of this proceeding (i.e., 100- to 150-seat LCA as defined on page 2) account for their own "program" by themselves in your firm's accounting books and records? If no, please list all the other models of aircraft that are included in the accounting "program" that includes 100- to 150-seat LCA.

Yes	No	If no, please list all the other models of aircraft that are included in the accounting "program" that includes 100- to 150-seat LCA.
<input type="checkbox"/>	<input type="checkbox"/>	

**Note.**--The Airbus equivalent to the 737-700 is understood to be the A319ceo, while the Airbus equivalent to the MAX 7 is understood to be the A319neo. Do not report data for the A320 and A321 models in this section of the questionnaire.

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's "program accounting" and allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced 100- to 150-seat LCA, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
100- to 150-seat LCA	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of 100- to 150-seat LCA from any related suppliers (*e.g.*, inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7.       No--Continue to question III-9a.

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the production of 100- to 150-seat LCA that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; *e.g.*, the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
<b>Input valuation as recorded in the firm's accounting books and records, for each related supplier.</b>		



III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on 100- to 150-seat LCA) in a manner consistent with your firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.

--

III-9a. **Operations on 100- to 150-seat LCA.**--Report the revenue and related cost information requested below on the 100- to 150-seat LCA operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods

**"Ancillary goods and services."**--To the degree your firm's original sales contracts for the provision of in-scope 100- to 150-LCA include ancillary goods and services, please include the value of those goods and services in the reported net sales value lines as appropriate, and the associated costs as part of COGS. Do not include any revenues or costs in III-9a relating to separate contractual arrangements for the provision of ancillary goods and services related to 100- to 150-LCA that are entered into separate from the sale of any aircraft.

III-9a. **Operations on 100- to 150-seat LCA.**—Continued

Item	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
<b>Net sales quantities:</b> <sup>2</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
Other expenses					
All income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note--The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-9c. **Historical financial performance.**--Report your firm's historical financial performance of 100- to 150-seat LCA produced in the United States in your firm's U.S. establishment(s) during the specified periods.

Calendar year	Net sales quantity ( <i>in number of units</i> )	Net sales value ( <i>in \$1,000</i> )	Operating income or (loss) ( <i>in \$1,000</i> )
2007			
2008			
2009			
2010			
2011			
2012			
2013			

III-10. **Total non-recurring costs.**--For each aircraft model of 100- to 150-seat LCA your firm has sold or offered for sale from 2014 onwards, please provide the total non-recurring costs from pre-launch until December 31, 2017 as well as indicate how much of that total has already been expensed.

Model	Total costs incurred as of September 30, 2017	Of which, the amount that has been expensed as of September 30, 2017
737-700 or Airbus equivalent		
737 MAX 7 or Airbus equivalent		

Note.--The Airbus equivalent to the 737-700 is understood to be the A319ceo, while the Airbus equivalent to the MAX 7 is understood to be the A319neo.

III-11a. **Other nonrecurring items (charges and gains) included in the subject product financial results.**-- For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in question III-9a; *i.e.*, if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a.

	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in question III-9a.  <b>Value (\$1,000)</b>				
1. , classified as					
2. , classified as					
3. , classified as					
4. , classified as					
5. , classified as					
6. , classified as					
7. , classified as					

III-11b. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in question III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; *i.e.*, just as responses to question III-10 identify where these items are reported in question III-9a.

--

III-12a. **Asset values.**--Report the total assets (*i.e.*, both current and long-term assets) associated with the production, warehousing, and sale of 100- to 150-seat LCA. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for 100- to 150-seat LCA in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's ten most recently completed fiscal years.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; *e.g.*, due to asset write-offs, revaluation, and major purchases.

Full years as of December 31st	Total assets (in \$1,000)		Of which, deferred production assets (in \$1,000)	
	737-700 or equivalent	737 MAX 7 or equivalent	737-700 or equivalent	737 MAX 7 or equivalent
2007				
2008				
2009				
2010				
2011				
2012				
2013				
2014				
2015				
2016				
Estimate full year 2017				

Note.--The Airbus equivalent to the 737-700 is understood to be the A319ceo, while the Airbus equivalent to the MAX 7 is understood to be the A319neo.

III-12b. **Nature of total assets.**--Please describe the composition of total assets reported above as well explain the factors impacting the trends in your firm's total assets data over time.

III-12c. **Nature of deferred production assets.**--Please describe the composition of deferred production assets reported above as well explain the factors impacting the trends in your firm's deferred production assets data over time.

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development (R&D) expenses for 100- to 150-seat LCA. Provide data for your firm's ten most recently completed fiscal years and a projection for 2018.

Period	Capital expenditures (in \$1,000)		R&D expenses (in \$1,000)	
	737-700 or equivalent	737 MAX 7 or equivalent	737-700 or equivalent	737 MAX 7 or equivalent
2007				
2008				
2009				
2010				
2011				
2012				
2013				
2014				
2015				
2016				
January-September 2016				
January-September 2017				
Projected full year 2017				
Projected 2018				

Note.--The Airbus equivalent to the 737-700 is understood to be the A319ceo, while the Airbus equivalent to the MAX 7 is understood to be the A319neo.

III-13b. **Nature of capital expenditures.**--Please describe the model-specific nature, focus, and significance of your firm's capital expenditures for 100- to 150-seat LCAs.

737-700 or Airbus equivalent	
737 MAX 7 or airbus equivalent	

III-13c. **Nature of research and development costs.**--For all models of aircraft included in your firm's 100- to 150-seat LCA financial performance in III-9a, please:

(a) Describe your firm's model-specific research and development costs by model;

737-700 or Airbus equivalent	
737 MAX 7 or Airbus equivalent	

b) Indicate where such costs are classified in the data reported in III-9a; and

737-700 or Airbus equivalent	
737 MAX 7 or airbus equivalent	

III-13d. **General research and development costs.**--For any general research and development costs not tied to specific models of aircraft but included in your firm's 100- to 150-seat LCA financial performance in III-9a, please:

(a) Describe your firm's general research and development costs;

--

(b) Indicate where such costs are classified in the data reported in III-9a; and

--

(c) Indicate the value of these costs in each of your firm's three most recently completed fiscal years.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
General research and development costs included in III-9a					

III-13e. **Research and development expenses.**--Report your firm's total research and development (R&D) expenses for the 737 Next Generation series (737 NG) (737-600, -700, -800, and -900 models) and 737 Max series of aircraft (Max 7, Max 8, Max 9, and Max 10). Provide data for your firm's three most recently completed fiscal years and a projection for 2018.

Period	Total R&D expenses (in \$1,000)	
	737 NG or Airbus equivalent <sup>1</sup>	737 MAX series or Airbus equivalent <sup>2</sup>
2014		
2015		
2016		
January-September 2016		
January-September 2017		
Projected full year 2017		
Projected 2018		
<sup>1</sup> List equivalent : _____ <sup>2</sup> List equivalent : _____		



III-15. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in Part II equal the quantities and values reported total net sales in Part III of this questionnaire in each time period unless the financial data from Part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Full year data			January-September	
	2014	2015	2016	2016	2017
<b>Quantity:</b> Trade data from Part II less financial data from Part III, = zero ("0") except as noted above.	0	0	0	0	0
<b>Value:</b> Trade data from Part II less financial data from Part III, = zero ("0") except as noted above.	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Effects of imports on investment.**--Since January 1, 2014, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of 100- to 150-seat LCA from Canada?

- No             Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-17. **Effects of imports on growth and development.**--Since January 1, 2014, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of 100- to 150-seat LCA from Canada?

No             Yes--My firm has experienced actual negative effects as follows:

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-18. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of 100- to 150-seat LCA from Canada?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this Part of the questionnaire can be obtained from **John Benedetto (202-205-3270, [John.Benedetto@usitc.gov](mailto:John.Benedetto@usitc.gov))**.

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in Part IV.

Name	
Title	
Email	
Telephone	
Fax	

IV-2. **Method of sales.**--Please provide a general description of your firm's method(s) of sales (e.g., individual purchase, contract, bids, etc.) for 100- to 150-seat LCA.

IV-3a. **Bid or purchase solicitation process description.**--Please describe the bidding or purchase solicitation process for contracts to sell 100- to 150-seat LCA. Please describe all factors you considered in determining your initial bid price (e.g., costs, capacity, domestic competition, foreign competition).

IV-3b. **Trends in bid or sales prices.**--Explain any trends in your bid or sales prices since January 1, 2014, and factors influencing those trends. In your response, please discuss whether, and the extent to which, your firm changed or otherwise modified its 100- to 150-seat LCA pricing strategies, policies, or practices at any time since January 1, 2014.

IV-3c. **Impact of bids or purchase price offers.**--How does the nature and outcome of bids or purchase price offers (from your firm and competing firms) to a particular purchaser of 100- to 150-seat LCA influence your subsequent bids or price offers to other purchasers? For example, if you were not awarded a sale by a particular purchaser, would you alter your bid or offer price or terms in making a subsequent quote to another purchaser?

IV-3d. **Impact of sales performance.**--How does recent market sales performance of a given 100-to 150-seat LCA model affect the likelihood that a purchaser will order, or prefer to order, that model when placing orders in the future?

--

IV-3e. **Bid type.**--Are bids open or closed?

Open	Closed
<input type="checkbox"/>	<input type="checkbox"/>

If bids are closed, is the identity of your competitor(s) common knowledge?

Yes	No	N/A
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-3f. **Bid purchaser discussions.**--In the negotiating process, does the purchaser discuss with you the bids of competing firms (whether or not they disclose the identity of the competition) in order to get you to lower your bid price?

No	Yes	If yes, describe these discussions
<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Bid or purchase solicitation exclusions.**--Since January 1, 2014 have there been instances when your firm has been excluded from bidding or participating in a purchase solicitation (*e.g.*, your firm submitted a bid or purchase price that the purchaser did not consider, or the purchaser did not ask your firm to bid) on particular U.S. sales of 100- to 150-seat LCA?

<b>No</b>	<b>Yes</b>
<input type="checkbox"/>	<input type="checkbox"/>

If yes, please state the year of the sale, the purchaser, and the reason that your firm was excluded (if known, *e.g.*, price, technology, etc.), for the 5 most recent such instances since January 1, 2014.

Year of sale	Purchaser	Reason your firm was excluded

IV-5a. **Lifecycle costs.**--Based on your firm's negotiations involving the sales of 100- to 150-seat LCA, please identify the factors that U.S. purchasers reference in determining 100- to 150-seat LCA lifecycle costs.

--

IV-5b. **Lifecycle costs.**--Please list the top 5 factors contributing to lifecycle costs (in net present value ("NPV") calculations) of 100- to 150-seat LCA.

Factor	NPV	Explanation

IV-6a. **Launch sales.**—In general, are you familiar with launch sales of LCA?

Yes	No	N/A
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If yes, what type/level of discount from the average list price do launch customers typically receive?

Products	Average discount (percent)	Explanation and factors
Derivative LCA models		
Clean sheet LCA models		

How do launch prices affect your firm's purchase price expectations for similar LCA?

Products	Explanation and factors
Derivative LCA models	
Clean sheet LCA models	

IV-6b. **Marquee customer sales.**—In general, are you familiar with marquee customer sales of LCA?

Yes	No	N/A
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If yes, what type/level of discount from the average list price do marquee customers typically receive?

Products	Average discount (percent)	Explanation and factors
Derivative LCA models		
Clean sheet LCA models		

How do marquee customer prices affect your firm's purchase price expectations for similar LCA?

Products	Explanation and factors
Derivative LCA models	
Clean sheet LCA models	

IV-7. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for 100- to 150-seat LCA has changed since January 1, 2014. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-8. **Product changes.**--Have there been any significant changes in the production or marketing of 100- to 150-seat LCA since January 1, 2014?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-9. **Conditions of competition.**--

(a) Is the 100- to 150-seat LCA market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to 100- to 150-seat LCA? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question IV-10.
<input type="checkbox"/> <b>Yes--Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes--Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for 100- to 150-seat LCA since January 1, 2014?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	



IV-10. **Supply constraints.**--Has your firm refused, declined, or been unable to supply 100- to 150-seat LCA since January 1, 2014 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-11a. **Delivery deferral.**--Since January 1, 2007, did your firm defer delivery of 100- to 150-seat LCA?

If Yes, provide how often has your firm deferred delivery of 100- to 150-seat LCA, the length of the deferral, and the reasons for those deferrals on a customer-by-customer basis?

	Number of 100- to 150-seat LCA		Customer(s) and reasons
	<i>Between January 1, 2007 and December 31, 2013</i>		
	Manufacturing production delay (number)	Other delay (number)	Explanation, by customer
Deferred time			
Less than 6 months			
6 to 12 months			
1 to 2 years			
More than 2 years			
	<i>Since January 1, 2014</i>		
	Manufacturing production delay (number)	Other delay (number)	Explanation, by customer
	Deferred time		
Less than 6 months			
6 to 12 months			
1 to 2 years			
More than 2 years			

IV-11b. **Conversion.**--For all instances since January 1, 2014, identify when a U.S. customer converted an order for 100- to 150-seat LCA to an order for other LCA, or vice versa.

<b>Item</b>	<b>Example 1</b>	<b>Example 2</b>	<b>Example 3</b>	<b>Example 4</b>
Customer				
Model originally ordered				
Number of aircraft originally ordered				
Date of original order				
Date conversion right exercised				
Model ordered after conversion				
Number of aircraft converted				

IV-12. **Interchangeability.**—Are 100- to 150-seat LCA produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	Canada – Bombardier CS100 or CS300	EU Airbus A319	100- to 150-seat LCA produced in other countries
U.S. – Boeing 737-700 or 737 MAX 7			
Canada – Bombardier CS100 or CS300	X		
EU Airbus A319	X		
For any country-pair producing 100- to 150-seat LCA that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:			

IV-13. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, technical support, etc.) between 100- to 150-seat LCA produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

O = *no familiarity* with products from a specified country-pair

Country-pair	Canada – Bombardier CS100 or CS300	EU Airbus A319	100- to 150-seat LCA produced in other countries
U.S. – Boeing 737-700 or 737 MAX 7			
Canada – Bombardier CS100 or CS300	X		
EU Airbus A319	X		
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of 100- to 150-seat LCA, identify the country-pair and report the advantages or disadvantages imparted by such factors:			

IV-14. **Competition from Imports – canceled price increases.**--To avoid losing sales to competitors selling 100- to 150-seat LCA imported from Canada since January 1, 2014, did your firm cancel planned list price increases?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15a. **Lost sales.**--Have you lost sales for 100- to 150-seat LCA to subject imports since the date on which the Petition was filed in these investigations?

<b>No</b>	<b>Yes</b>	<b>If yes, please identify the purchaser, the product that won the sale, and the year.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15b. **Lost sales impact.**--For each lost sale identified in the Petition, how will the lost sales affect production and operations?

Impact of lost sale on production/ operations	Explain impact	Explain impact	Explain impact
In the next 2 years			
After 2 years			

IV-16. **U.S. customer identification.**—

(a) Please provide the names and contact information for your firm's **FIVE** largest U.S. customers for 100- to 150-seat LCA since January 1, 2007.

U.S. customer's name	Contact person	Email	Share of your firm's 2007-17 sales to U.S. customers (%)
<b>1</b>			
<b>2</b>			
<b>3</b>			
<b>4</b>			
<b>5</b>			

IV-17. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART V.--ALTERNATIVE PRODUCTS – OTHER SINGLE AISLE LCA**

Further information on this Part of the questionnaire can be obtained from **Carolyn Carlson (202-205 3002, [Carolyn.Carlson@usitc.gov](mailto:Carolyn.Carlson@usitc.gov))**.

V-1. **Comparability of 100- to 150-seat LCA to other single aisle LCA**--For each of the following indicate whether 100- to 150-seat LCA (subject to these investigations) produced in the United States compared to select out-of-scope products are:

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(a) **Physical Characteristics and Uses**.--The differences and similarities in the physical characteristics and uses.

<b>Product-pair</b>	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8			
737-900 and 737 MAX 9			
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical characteristics and uses</i> :			

V-1. **Comparability of 100- to 150-seat LCA to other single aisle LCA.--Continued**

(b) **Interchangeability**--The ability to substitute the products in the same application.

Product-pair	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8			
737-900 and 737 MAX 9			
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <i>interchangeability</i> :			

(c) **Common manufacturing facilities, production processes, and production employees.**

-Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8			
737-900 and 737 MAX 9			
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <i>manufacturing facilities, production processes, and production employees</i> :			

V-1. **Comparability of 100- to 150-seat LCA to other single aisle LCA.**--Continued

(d) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (i.e., sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8	X		
737-900 and 737 MAX 9		X	
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :			

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities.

Product-pair	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8	X		
737-900 and 737 MAX 9		X	
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :			



V-1. **Comparability of 100- to 150-seat LCA to other single aisle LCA.**--Continued

(f) **Price.**--Whether prices are comparable or differ between the products.

<b>Product-pair</b>	737-800 and 737 MAX 8	737-900 and 737 MAX 9	737 MAX 10
737-700 and 737 MAX 7			
737-800 and 737 MAX 8			
737-900 and 737 MAX 9			
For any product-pair, please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :			

V-2. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of the specified other single aisle LCA (737-800/737 MAX 8 or 737-900/737 MAX 9 or equivalent) in its U.S. establishment(s) during the specified periods.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (*i.e.*, using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"Shipments"** – All shipment data (U.S. shipments and export shipments) should be based on the date of delivery.

**"US shipments"** – US shipments for the purposes of this questionnaire related to all deliveries made to US customers regardless of where the physical delivery took place.

**"Commercial U.S. shipments"** – Shipments made to U.S. customers as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"** – Product consumed internally by your firm. Such transactions are valued at fair market value.

**"Transfers to related firms"** – Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** – A firm that your firm solely or jointly owns, manages, or otherwise controls.

**"Export shipments"** – Shipments to non-U.S. customers regardless of where the physical delivery took place.

**"Inventories"** – Finished goods inventory (*i.e.*, completed aircraft), not raw materials or work-in-progress.

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.*

V-2. **Production, shipment, and inventory data.**--Continued

## 737-800/737 MAX 8 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2014	2015	2016	2016	2017
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments (based on deliveries):</b>					
<b>Commercial U.S. shipments:</b>					
Quantity (D)					
Value, net of all discounts (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value, net of all discounts <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
Quantity (H)					
Value, net of all discounts <sup>2</sup> (I)					
<b>Export shipments (based on deliveries):</b> <sup>3</sup>					
Quantity (J)					
Value, net of all discounts (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments:</b>					
To airlines (quantity) (M)					
To leasing or financing companies (quantity) (N)					
To other customers (quantity) (O)					
<p><sup>1</sup> The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. _____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

V-2. **Production, shipment, and inventory data.**--Continued

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.*--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

*RECONCILIATION OF CHANNELS.*--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2017	2017
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

V-2. **Production, shipment, and inventory data.**--Continued

## 737-900/737 MAX 9 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2014	2015	2016	2016	2017
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments (based on deliveries):</b>					
<b>Commercial U.S. shipments:</b>					
Quantity (D)					
Value, net of all discounts (E)					
<b>Internal consumption:</b> <sup>2</sup>					
Quantity (F)					
Value, net of all discounts <sup>2</sup> (G)					
<b>Transfers to related firms:</b> <sup>2</sup>					
Quantity (H)					
Value, net of all discounts <sup>2</sup> (I)					
<b>Export shipments (based on deliveries):</b> <sup>3</sup>					
Quantity (J)					
Value, net of all discounts (K)					
<b>End-of-period inventories</b> (quantity) (L)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments:</b>					
To airlines (quantity) (M)					
To leasing or financing companies (quantity) (N)					
To other customers (quantity) (O)					
<p><sup>1</sup> The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. _____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

V-2. **Production, shipment, and inventory data.**--Continued

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.*--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

*RECONCILIATION OF CHANNELS.*--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2017	2017
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0

V-2. **Production, shipment, and inventory data.**—Continued

## 737 MAX 10 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Calendar years			January-September	
	2014	2015	2016	2016	2017
Average production capacity <sup>1</sup> (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
<b>U.S. shipments (based on deliveries):</b>					
<b>Commercial U.S. shipments:</b>					
Quantity (D)					
Value, net of all discounts (E)					
<b>Internal consumption:<sup>2</sup></b>					
Quantity (F)					
Value, net of all discounts <sup>2</sup> (G)					
<b>Transfers to related firms:<sup>2</sup></b>					
Quantity (H)					
Value, net of all discounts <sup>2</sup> (I)					
<b>Export shipments (based on deliveries):<sup>3</sup></b>					
Quantity (J)					
Value, net of all discounts (K)					
End-of-period inventories (quantity) (L)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments:</b>					
To airlines (quantity) (M)					
To leasing or financing companies (quantity) (N)					
To other customers (quantity) (O)					

<sup>1</sup> The production capacity reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity. \_\_\_\_\_.

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

V-2. **Production, shipment, and inventory data.**--Continued

*RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.*--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2016	2017
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

*RECONCILIATION OF CHANNELS.*--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, and O) in each time period equal the quantity reported for commercial U.S. shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2014	2015	2016	2017	2017
M + N + O – D = zero ("0"), if not revise.	0	0	0	0	0



V-3. **Historical U.S. shipments.**--Report your firm's historical U.S. shipments (*i.e.*, inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of other single aisle LCA produced in the United States in your firm's U.S. establishment(s) during the specified periods. Base these shipment data on delivery dates.

### **737-800/737 MAX 8 OR EQUIVALENT**

Calendar year	Quantity ( <i>in number of units delivered</i> )	Value ( <i>in \$1,000</i> )
2007		
2008		
2009		
2010		
2011		
2012		
2013		

### **737-900/737 MAX 9 OR EQUIVALENT**

Calendar year	Quantity ( <i>in number of units delivered</i> )	Value ( <i>in \$1,000</i> )
2007		
2008		
2009		
2010		
2011		
2012		
2013		

### **737 MAX 10 OR EQUIVALENT**

Calendar year	Quantity ( <i>in number of units delivered</i> )	Value ( <i>in \$1,000</i> )
2007		
2008		
2009		
2010		
2011		
2012		
2013		

V-4. **Employment data.**--Report your firm's employment-related data related to the production of other single aisle LCA and provide an explanation for any trends in these data.

**"Production and Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

**"Hours worked"** – includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** – Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

## 737-800/737 MAX 8 OR EQUIVALENT

Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

V-4. **Employment data.**--Continued.

## 737-900/737 MAX 9 OR EQUIVALENT

Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

## 737 MAX 10 OR EQUIVALENT

Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

V-5. **Operations on other single aisle LCA.**--Report the revenue and related cost information requested below of the specified other single aisle LCA (737-800/737 MAX 8 or 737-900/737 MAX 9, 737 Max 10, or equivalent) operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods

**"Ancillary goods and services."**--To the degree your firm's original sales contracts for the provision of other single aisle LCA include ancillary goods and services, please include the value of those goods and services in the reported net sales value lines as appropriate, and the associated costs as part of COGS. Do not include any revenues or costs in V-5 relating to separate contractual arrangements for the provision of ancillary goods and services related to other single aisle LCA that are entered into separate from the sale of any aircraft.

**"Non-recurring costs."**--Within COGS report any non-recurring development and start-up costs which include developments costs, manufacturing start-up costs that do not qualify as R&D expense or inventoriable costs, or lump sum payments to suppliers and program tooling.

V-5. Operations on other single aisle LCA.--Continued

## 737-800/737 MAX 8 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
Other expenses					
All income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note--The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

V-5. **Historical financial performance.**--Report your firm's historical financial performance of other single aisle LCA in the United States in your firm's U.S. establishment(s) during the specified periods.

## 737-800/737 MAX 8 OR EQUIVALENT

Calendar year	Net sales quantity (in number of units)	Net sales value (in \$1,000)	Operating income or (loss) (in \$1,000)
2007			
2008			
2009			
2010			
2011			
2012			
2013			

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in Part V-2 equal the quantities and values reported total net sales in Part V-5 of this questionnaire in each time period unless the financial data from Part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Full year data			January-September	
	2014	2015	2016	2016	2017
<b>Quantity:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				
<b>Value:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				

V-5. Operations on other single aisle LCA.--Continued

## 737-900/737 MAX 9 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
Other expenses					
All income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note--The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

V-5. **Historical financial performance.**--Report your firm's historical financial performance of other single aisle LCA in the United States in your firm's U.S. establishment(s) during the specified periods.

## 737-900/737 MAX 9 OR EQUIVALENT

Calendar year	Net sales quantity (in number of units)	Net sales value (in \$1,000)	Operating income or (loss) (in \$1,000)
2007			
2008			
2009			
2010			
2011			
2012			
2013			

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in Part V-2 equal the quantities and values reported total net sales in Part V-5 of this questionnaire in each time period unless the financial data from Part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Full year data			January-September	
	2014	2015	2016	2016	2017
<b>Quantity:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				
<b>Value:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				



V-5. Operations on other single aisle LCA.--Continued

## 737-MAX 10 OR EQUIVALENT

(list equivalent LCA: \_\_\_\_\_)

Quantity (in number of units) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	2014	2015	2016	2016	2017
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
Other expenses					
All income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note--The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

V-5. **Historical financial performance.**--Report your firm's historical financial performance of other single aisle LCA in the United States in your firm's U.S. establishment(s) during the specified periods.

## 737-MAX 10 OR EQUIVALENT

Calendar year	Net sales quantity (in number of units)	Net sales value (in \$1,000)	Operating income or (loss) (in \$1,000)
2007			
2008			
2009			
2010			
2011			
2012			
2013			

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in Part V-2 equal the quantities and values reported total net sales in Part V-5 of this questionnaire in each time period unless the financial data from Part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Full year data			January-September	
	2014	2015	2016	2016	2017
<b>Quantity:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				
<b>Value:</b> Trade data from Part V-2 less financial data from Part V-5, = zero ("0") except as noted above.	0				

- V-6. **Other explanations.**--If your firm would like to further explain a response to a question in Part V that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://www.usitc.gov/investigations/701731/2017/100\\_150\\_seat\\_large\\_civil\\_aircraft\\_canada/final.htm](https://www.usitc.gov/investigations/701731/2017/100_150_seat_large_civil_aircraft_canada/final.htm).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**--Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **LCA1**

- **E-mail.**--E-mail the MS Word questionnaire to [Carolyn.Carlson@usitc.gov](mailto:Carolyn.Carlson@usitc.gov); include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.