

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

100- TO 150-SEAT LARGE CIVIL AIRCRAFT FROM CANADA

This questionnaire must be received by the Commission by November 16, 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.

<p>Name of firm _____</p> <p>Address _____</p> <p>Website _____</p> <p>Has your firm produced or exported and/or does your firm plan to produce or export <u>100- to 150-seat large civil aircraft</u> (as defined on next page) from <u>any country</u> at any time since January 1, 2014?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Data reported in this questionnaire relate to (Check one):</p> <p style="text-align: center;"><input type="checkbox"/> CANADA <input type="checkbox"/> OTHER: _____</p> <p>Return questionnaire via the Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: LCA1)</p>
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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: _____	Email address
	Fax: _____	

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.

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.

Do not submit data by manufacturing facility if they are in the same country. If your firm has multiple manufacturing establishments within one country, you are required to combine data for those establishments within one foreign producer questionnaire response.

Do not submit data on multiple countries combined. The establishments reported here should all be located in the country of the firm's address reported on the certification page. In general, multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country. However, for the purpose of this questionnaire, Airbus should combined its data for all nonsubject EU establishments into a single response.

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.

Valid number error messages.--If you are completing this form in a country that uses periods (“.”) to delineate multiples of 1000 (*e.g.*, one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from **Carolyn Carlson** (202-205-3002, Carolyn.Carlson@usitc.gov).

- I-1. **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 40 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-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"Establishment" – Each facility of a firm involved in the production or export of 100- to 150-seat LCA, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities. Firms operating more than one establishment in a country should combine the data for all establishments into a single report.

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- I-3. **Related producers.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce 100- to 150-seat LCA in the United States or other countries?

No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire.

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- I-4. **Related U.S. importers.**--Does your firm or any related firm import or have any plans to import 100- to 150-seat LCA into the United States?

No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire.

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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)**. 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 establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

Quantity (in number of units)					
Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Production of:					
100- to 150- seat LCA ¹	0	0	0	0	0
Out-of-scope products.-- Regional civil aircraft ²					
Other single aisle LCA ³					
All other LCA ⁴					
Non-civilian aircraft					
Other products ⁵					
Total	0	0	0	0	0
¹ Data entered for production of 100- to 150-seat LCA will populate here once reported in question II-9. ² Please identify the regional civil aircraft your firm produces: _____. ³ Please identify the other single aisle LCA your firm produces: _____. ⁴ Please identify the all other LCA your firm produces: _____. ⁵ 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.

Value (1,000 dollars)					
Item	Calendar years			January to September	
	2014	2015	2016	2016	2017
Fixed assets that are: 100 percent dedicated to the production of 100- to 150- seat LCA and cannot economically be repurposed for other aircraft ¹					
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). ²					
Total fixed assets	0	0	0	0	0
¹ Please describe and explain why these assets cannot economically be repurposed to produce other aircraft: _____.					
² 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--(i.e., have produced other products or are able to produce other products). Please identify other actual or potential products:_____.

(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. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of 100- to 150-seat LCA? _____ percent.

- II-5. **Firm's estimated share of production.**--Please estimate the percentage of total production of 100- to 150-seat LCA in the country specified on the certification page accounted for by your firm's production in 2016: _____ percent.

- II-6. **Firm's estimated share of country's exports.**--Please estimate the percentage of total exports to the United States of 100- to 150-seat LCA from the country specified on the certification page accounted for by your firm's exports in 2016: _____ percent.

- II-7. **Inventories in the United States.**--Has your firm, since January 1, 2014, maintained any inventories of 100- to 150-seat LCA in the United States (not including inventories held by firms identified in question I-3)?

"Inventories" – Finished goods inventory, not raw materials or work in progress.

- No Yes--Report the quantity of such end-of-period inventories below.

Quantity (in number of units)					
Item	Calendar year			January to September	
	2014	2015	2016	2016	2017
Inventory					

- II-8. **Third country trade actions.**--Is the 100- to 150-seat LCA exported by your firm subject to antidumping/countervailing duty/safeguard findings, remedies, or proceedings in third countries?

- No Yes--List the products(s), countries affected, and the date of such findings/remedies/proceedings.

II-9. **Trade data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of 100- to 150-seat LCA in your 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 for all products manufactured in that establishment using the same manufacturing equipment. 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 establishment(s), including production consumed internally within your firm.

"Shipments" – Shipments of products produced in your establishment(s). Quantities reported should be net of returns. All shipment data (home market shipment and export shipments) should be based on the date of delivery.

"Home market commercial shipments" – Shipments, other than internal consumption and transfers to related firms, made to customers domiciled and operating their fleet in your firm's home market regardless of where the physical delivery took place.

"Home market internal consumption/transfers to related firms" – Shipments made to related customers domiciled and operating their fleet in your firm's home market as well as your firm's internal consumption of completed aircraft.

"Export shipments" – Shipments customers domiciled and operating their fleet in markets other than your firm's home market, including shipments to related firms and regardless of where the physical delivery took place.

"Inventories" – Finished goods inventory (*i.e.*, completed airplanes) ready for sale and/or delivery, 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-9a. **Trade data.**--Continued.

Quantity (in number of units)					
Item	Actual experience				
	Calendar year			January to September	
	2014	2015	2016	2016	2017
Average production capacity ¹ (A)					
Beginning-of-period inventories (B)					
Production (C)					
Home market shipments: Internal consumption/ transfers (D)					
Commercial shipments (E)					
Exports to the United States (F)					
Exports to all other markets ² (G)					
Total exports (H) <i>(should equal F+G)</i>	0	0	0	0	0
Total shipments (I) <i>(should equal D+E+F+G)</i>	0	0	0	0	0
End-of-period inventories (J)					
<p>¹ 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>² Identify principal other export markets. _____.</p>					

II-9a. **Trade data.**--Continued.

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line J) 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, E, F, and G). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Actual experience				
	Calendar year			January to September	
	2014	2015	2016	2016	2017
B + C – D – E – F – G – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.					

II-9b. **Channels of distribution.**--Please report your firm's exports to the United States by type of customer.

Quantity (in number of units)					
Item	Calendar year			January to September	
	2014	2015	2016	2016	2017
Channels of distribution:					
Exports to the United States:					
To airlines (quantity) (K)					
To leasing or financing companies (quantity) (L)					
To other customers (quantity) (M)					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for exports to the United States (i.e., line F) 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.

Item	Actual experience				
	Calendar year			January to September	
	2014	2015	2016	2016	2017
K + L + M – F = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.					

II-10. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of its operations or organization relating to the production of 100- to 150-seat LCA in the future?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-11a. **Projections.**--In light of your firm's expectations discussed in question II-10, report your firm's anticipated production capacity, production, shipments, and inventories related to the production of 100- to 150-seat LCA in your establishment(s) during the specified periods.

Quantity (in number of units)						
Item	Projections					
	Calendar years					
	2017	2018	2019	2020	2021	2022
Average production capacity (A)						
Beginning-of-period inventories (B)						
Production (C)						
Home market shipments: ¹ Internal consumption/ transfers (D)						
Commercial shipments (E)						
Exports to the United States ² (F)						
Exports to all other markets ^{3 4} (G)						
Total exports (H) (should equal F+G)	0	0	0	0	0	0
Total shipments (I) (should equal D+E+F+G)	0	0	0	0	0	0
End-of-period inventories (J)						
¹ Please describe the assumptions for your firm's projections for home market shipments (<i>i.e.</i> , sales to customers in your country, or in the case of Airbus customers in the EU) over the 2017-22 period. _____. ² Please describe the assumptions for your firm's projections of exports to the United States (<i>i.e.</i> , sales to U.S. customers) over the 2017-22 period. _____. ³ Please describe the assumptions for your firm's projections of exports to markets other than the United States (<i>i.e.</i> , sales to non-U.S. and customers outside of your home country, or in the case of Airbus outside of the EU) over the 2017-22 period. _____. ⁴ Identify principal other export markets. _____.						

II-11a. **Projections data.**--Continued.

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line J) 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, E, F, and G). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Item	Calendar year					
	2017	2018	2019	2020	2021	2022
B + C – D – E – F – G – J = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.						

II-11b. **Channels of distribution.**--Please report your firm's anticipated exports to the United States by type of customer.

Quantity (in number of units)						
Item	Calendar year					
	2017	2018	2019	2020	2021	2022
Channels of distribution:						
Exports to the United States:						
To airlines (quantity) (K)						
To leasing or financing companies (quantity) (L)						
To other customers (quantity) (M)						

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines K, L, and M) in each time period equal the quantity reported for exports to the United States (i.e., line F) 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.*

Item	Calendar year					
	2017	2018	2019	2020	2021	2022
K + L + M – F = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate.						

II-12a. **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.

Column	Data field description
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-12b. **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-12c. **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?

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II-12d. **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?

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II-12e. **Delivery schedule flexibility.**--Does your firm have policies, methods, or practices to make 100- to 150-seat LCA 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-12f. **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-12g. **Actual order cancellation/deferment discussions.**--For any of your firm's unfilled 100- to 150-seat LCA 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-12h. **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 LCA 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-12i. **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 LCA 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 escalation price escalation formulae, pre-delivery payment schedules, and/or meet-or-release provisions?
<input type="checkbox"/>	<input type="checkbox"/>	

II-12j. **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-12a, 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-12a.

II-12k. **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-12a, 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-13. **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-14. **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.--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)**.

III-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	

III-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.

III-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).

III-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.

III-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?

III-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"/>

III-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"/>	

III-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?

No	Yes
<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

III-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.

--

III-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

III-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	

III-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	

III-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"/>	

III-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"/>	

III-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"/> No	Skip to question III-10.
<input type="checkbox"/> Yes--Business cycles (e.g., seasonal business)	
<input type="checkbox"/> Yes--Other distinctive conditions of competition	

(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"/>	

III-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"/>	

III-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?

Deferred time	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
Less than 6 months			
6 to 12 months			
1 to 2 years			
More than 2 years			

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

IV-11b. **Conversion.**--For all instance 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.

Item	Example 1	Example 2	Example 3	Example 4
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				

III-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

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	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:			

III-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	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:			

III-14. **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 (%)
1				
2				
3				
4				
5				

III-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part III 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.

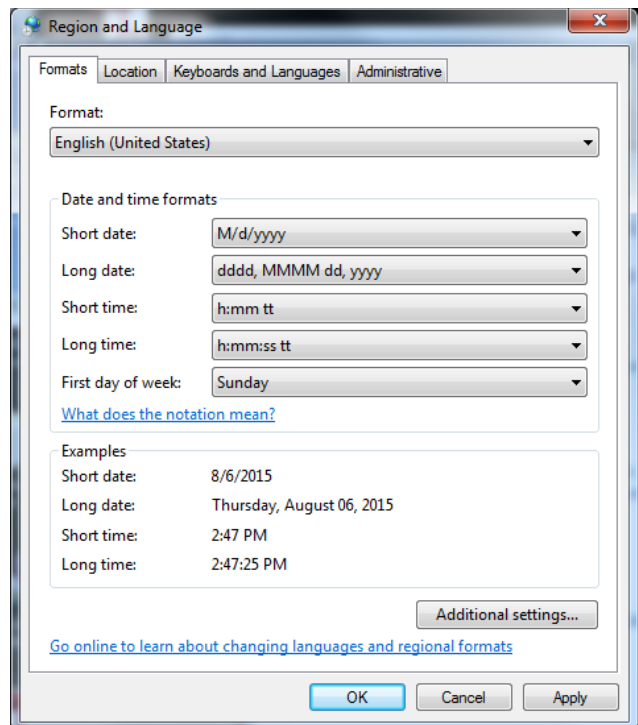
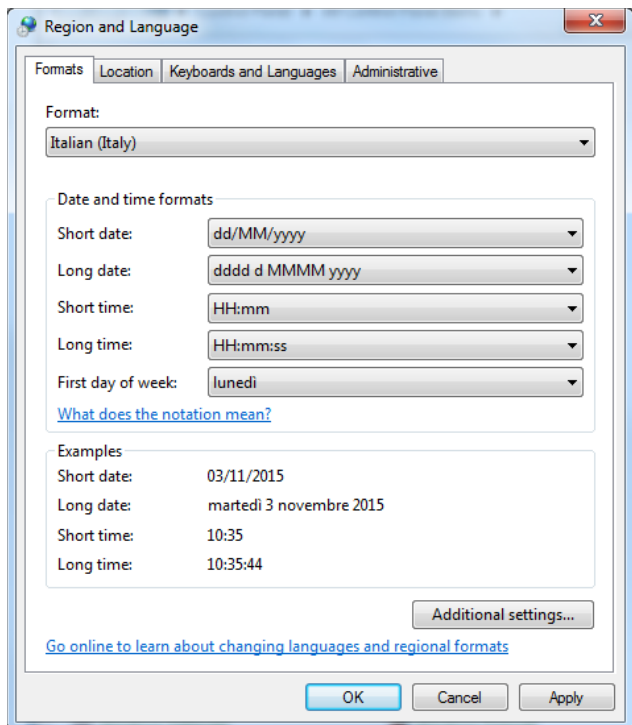
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (*e.g.*, one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (*e.g.*, not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (*e.g.*, "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the USITC foreign producer questionnaire form. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



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.

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 your questionnaire to 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 did not produce or export 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, you are 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.