

U.S. IMPORTERS' AND/OR U.S. PURCHASERS' 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 imported, ordered, accepted delivery of, received offers for sale for, and/or entered into a lease arrangement for <u>100- to 150-seat large civil aircraft</u> or <u>other single aisle large civil aircraft</u> (as defined on next page) from <u>any country</u> at any time since January 1, 2007? |
| <input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission) |
| <input type="checkbox"/> 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: | _____ 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 is 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).

Importer.--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing 100- to 150-seat LCA (as defined above) into the United States from a foreign manufacturer or through its selling agent.

Purchaser.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing 100- to 150 seat LCA from another firm that produces, imports, or otherwise distributes 100- to 150-seat LCA.

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.

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 importation, purchasing and maintenance of inventories of 100- to 150-seat LCA, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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I-3. **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-4. **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-5. **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 |
|-----------|---------|-------------|
| | | |
| | | |
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| | | |
| | | |

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on 100- to 150-seat LCA. More than one answer may be applicable.

| Importer of record | Takes title to the imported product(s) | Consignee of the imported products(s) | Customs broker or freight forwarder |
|--------------------------|--|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

I-7. **Consignee.**--If your firm is an importer of record of 100- to 150-seat LCA but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

| Firm name | Address | Contact person and phone number |
|-----------|---------|---------------------------------|
| | | |
| | | |
| | | |

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters 100- to 150-seat LCA into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports 100- to 150-seat LCA under the TIB (temporary importation under bond) program.

“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, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

“Bonded warehouse” is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

“Temporary Importation under Bond (“TIB”) program” is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

| Item | No | Yes |
|----------------------------------|--------------------------|--------------------------|
| Foreign trade zones | <input type="checkbox"/> | <input type="checkbox"/> |
| Bonded warehouses | <input type="checkbox"/> | <input type="checkbox"/> |
| Temporary importation under bond | <input type="checkbox"/> | <input type="checkbox"/> |

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes--Please specify.

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 importation 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"/> | Office/warehouse openings | |
| <input type="checkbox"/> | Office/warehouse closings | |
| <input type="checkbox"/> | Relocations | |
| <input type="checkbox"/> | Expansions | |
| <input type="checkbox"/> | Acquisitions | |
| <input type="checkbox"/> | Consolidations | |
| <input type="checkbox"/> | Prolonged shutdowns or importation curtailments | |
| <input type="checkbox"/> | Revised labor agreements | |
| <input type="checkbox"/> | Other (e.g., technology) | |

- II-3. **Reasons for importing or purchasing if producer.**--If your firm also produces 100- to 150-seat LCA in the United States, please indicate the reasons for importing or purchasing this product. If your firm's reasons differ by source, please elaborate.

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Definitions

"Fleet" – The number of 100- to 150-seat LCA that your firm owns (i.e., excluding any aircraft your firm operates under lease arrangement but does not own and including any aircraft your firm owns but has leased out to another firm to operate) from a given source.

"Purchases/imports" – Imports for which your firm was or will be the importer of record (i.e., responsible for paying any import duties) for 100- to 150-seat LCA produced in countries other than the United States or purchases from Boeing or other domestic entities of 100- to 150-seat LCA produced in the United States.

"Import or purchase quantities" – Quantities reported should be net of any immediate returns.

"Import or purchase values" – Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States) for imports of 100- to 150-seat LCA, and the FOB total purchases cost for purchases from Boeing. If ancillary services were included in the purchase price of new aircraft from a manufacturer, value data reported should include both the cost of the aircraft and the value of ancillary services purchased along with the aircraft. If your firm received any discount off of the purchase price based on trade-in provisions, the total pre-discount value should be reported here (as the trade-in value received should be reported separately as a shipment/ retirement in the same year as the import/purchase). If your firm received title to an aircraft pursuant to a lease-to-own arrangement, only report that as an import or purchase in the year your firm received title to the aircraft; the value reported should represent the total lease payments made.

"Commercial U.S. shipments" – Resales of aircraft owned by your firm to customers in the United States as the 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. While most importers and/or purchasers will not likely be in the business of immediately reselling their imported and/or purchased 100- to 150-seat LCA, importers and/or purchasers may "retire" their aircraft from their fleet by selling them to a third party after a period of service/operation. Any such sales should be reported as commercial U.S. shipments.

"Trade in shipments" – Sales of aircraft back to an aircraft producer after a period of service/operation under the original contract trade-in provisions or under other trade-in offers. The value of trade-in shipments should be the amount of discount received off of future purchases resulting from the trade-in and/or any actual monies received.

"Disposal shipments" – Retirement of an aircraft from your firm's fleet other than from a sale.

"Export shipments" – Shipments to destinations outside the United States, including shipments to related firms.

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-4. **U.S. purchases from the United States / Boeing.**--Report your firm's purchases and shipments of 100- to 150-seat LCA from the United States / Boeing (not necessarily directly from the manufacturer) by your firm during the specified periods.

100- to 150-seat LCA: UNITED STATES / BOEING^{1 2}

| Quantity (in number of units), value (in \$1,000) | | | | | |
|--|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used/ refurbished aircraft:³ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:⁴ | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please specify the models included in the data reported in this table: _____. ² For each LCA model reported as an import, purchase, or expected delivery, identify other aircraft models that were considered for the mission for which you are using or intend to use the reported aircraft: _____. ³ Please identify the firms from whom your firm purchased these products: _____. ⁴ Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories/fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | January to September | |
|--|----------------|------|------|----------------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

II-5. **U.S. imports or purchases from Canada / Bombardier.**--Report your firm's imports and/or purchases and shipments of 100- to 150-seat LCA from Canada / Bombardier (not necessarily directly from the manufacturer) by your firm during the specified periods.

100- to 150-seat LCA: CANADA / BOMBARDIER^{1 2}

| Quantity (in number of units), value (in \$1,000) | | | | | |
|--|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used/ refurbished aircraft:³ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:⁴ | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please specify the models included in the data reported in this table: _____. ² For each LCA model reported as an import, purchase, or expected delivery, identify other aircraft models that were considered for the mission for which you are using or intend to use the reported aircraft: _____. ³ Please identify the firms from whom your firm purchased these products: _____. ⁴ Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories/fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | January to September | |
|--|----------------|------|------|----------------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

II-6. **U.S. imports or purchases from EU / Airbus.**--Report your firm's imports and/or purchases and shipments of 100- to 150-seat LCA from EU / Airbus (not necessarily directly from the manufacturer) by your firm during the specified periods.

100- to 150-seat LCA: EU / AIRBUS^{1 2}

| Quantity (in number of units), value (in \$1,000) | | | | | |
|--|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (<i>quantity</i>) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| <i>Quantity</i> (B) | | | | | |
| <i>Value</i> (C) | | | | | |
| Used/ refurbished aircraft: ³ | | | | | |
| <i>Quantity</i> (D) | | | | | |
| <i>Value</i> (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| <i>Quantity</i> (F) | | | | | |
| <i>Value</i> (G) | | | | | |
| Trade-in shipments: | | | | | |
| <i>Quantity</i> (H) | | | | | |
| <i>Value in kind</i> (I) | | | | | |
| Disposal: | | | | | |
| <i>Quantity</i> (J) | | | | | |
| <i>Estimated value</i> (K) | | | | | |
| Export shipments: ⁴ | | | | | |
| <i>Quantity</i> (L) | | | | | |
| <i>Value</i> (M) | | | | | |
| End-of-period fleet (<i>quantity</i>) (N) | | | | | |
| ¹ Please specify the models included in the data reported in this table: _____. ² For each LCA model reported as an import, purchase, or expected delivery, identify other aircraft models that were considered for the mission for which you are using or intend to use the reported aircraft: _____. ³ Please identify the firms from whom your firm purchased these products: _____. ⁴ Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories/fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | January to September | |
|--|----------------|------|------|----------------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

II-7. **U.S. imports or purchases of regional civil aircraft.**--Report your firm's imports and/or purchases and shipments of regional civil aircraft from all sources (not necessarily directly from the manufacturer) by your firm during the specified periods.

Regional Civil Aircraft: All sources^{1 2}

(list sources: _____)

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used/ refurbished aircraft:³ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:⁴ | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |

¹ Please specify the models included in the data reported in this table: _____.

² For each regional civil aircraft model reported as an import, purchase, or expected delivery, identify other aircraft models that were considered for the mission for which you are using or intend to use the reported aircraft: _____.

³ Please identify the firms from whom your firm purchased these products: _____.

⁴ Identify your firm's principal export markets: _____.

II-7. U.S. imports or purchases of regional civil aircraft.--Continued.

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories/fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | January to September | |
|--|----------------|------|------|----------------------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

II-8. Expected deliveries / imports.--Does your firm expect to receive deliveries of 100- to 150-seat LCA after September 30, 2017?

“Expected deliveries” are deliveries for which your firm has placed an order with a domestic or foreign supplier for 100- to 150-seat LCA, but delivery of those imports / purchases is not scheduled to occur until after the date listed above.

No Yes--Fill out the table below.

| Quantity (in number of units) | | | | | | |
|--|-------------|------|------|------|------|------|
| Type and source | Projections | | | | | |
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
| New 100- to 150-seat LCA from manufacturer.-- | | | | | | |
| United States / Boeing ¹ | | | | | | |
| Canada / Bombardier ² | | | | | | |
| EU / Airbus ³ | | | | | | |
| Used / refurbished 100- to 150-seat LCA.-- | | | | | | |
| United States / Boeing | | | | | | |
| Canada / Bombardier | | | | | | |
| EU / Airbus | | | | | | |

¹ Please describe the assumptions for your firm's projections for purchases of new aircraft from United States / Boeing over the 2017-22 period. _____.

² Please describe the assumptions for your firm's projections for purchases / imports of new aircraft from Canada / Bombardier over the 2017-22 period. _____.

³ Please describe the assumptions for your firm's projections for purchases / imports of new aircraft from the EU / Airbus over the 2017-22 period. _____.

II-9. **Leased aircraft.**--Has your firm entered into any lease arrangement relating to 100- to 150-seat LCA with another firm either as the lessee or as the lessor at any time since January 1, 2014?

- No Yes--Fill out the table below and describe the importance of these lease arrangements within the context of your overall 100- to 150-seat LCA business.

“End-of-period leased aircraft” – 100- to 150-seat LCA which your firm (as lessee) operates in the United States under a lease arrangement as of the last date of the specified period, but do not own title to (at least not initially).

| Quantity (in number of units) | | | | | |
|--|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| End-of-period leased aircraft (your firm is the lessee) | | | | | |
| United States / Boeing ¹ | | | | | |
| Canada / Bombardier | | | | | |
| EU / Airbus | | | | | |
| ¹ Please list the firm(s) from whom your firm leases US / Boeing 100- to 150-seat LCA. _____. ² Please list the firm(s) from whom your firm leases Canada / Bombardier 100- to 150-seat LCA. _____. ³ Please list the firm(s) from whom your firm leases EU / Airbus 100- to 150-seat LCA. _____. | | | | | |

“End-of-period leased out aircraft” – 100- to 150-seat LCA which your firm (as lessor) lends to another firm under a lease arrangement as of the last date of the specified period, but have not transferred title to the other firm (at least not initially).

| Quantity (in number of units) | | | | | |
|--|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| End-of-period leased out aircraft (your firm is the lessor) | | | | | |
| United States / Boeing ¹ | | | | | |
| Canada / Bombardier | | | | | |
| EU / Airbus | | | | | |
| ¹ Please list the firm(s) to whom your firm leases US / Boeing 100- to 150-seat LCA. _____. ² Please list the firm(s) to whom your firm leases Canada / Bombardier 100- to 150-seat LCA. _____. ³ Please list the firm(s) to whom your firm leases EU / Airbus 100- to 150-seat LCA. _____. | | | | | |

Importance of lease arrangements within the context of your overall 100- to 150-seat LCA business:

II-10. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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 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-1a. **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-1b. **Firm type.**--Which of the following best describes your firm as a purchaser of 100- to 150-seat LCA (check all that apply)?

| Airline Operator | Leasing / Financing Firm | Other | Describe other |
|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

BIDS, PRICING AND MARKET DATA

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

III-2b. **Frequency of solicitations.**--On average, how often do you solicit offers for purchases of 100- to 150-seat LCA (e.g., 1 time per 3, 5, 7 years)?

III-2c. **Years of deliveries per order.**--On average, for how many years' deliveries does a purchase for 100- to 150-seat LCA contract cover (e.g., 2, 5, 10 years)?

III-2d. **Fleet replacement.**--Approximately what percentage of the 100- to 150-seat LCAs in your fleet do you anticipate replacing with new 100- to 150-seat LCAs and/or other aircraft?

| Time frame | Share existing 100- to 150-seat LCA fleet your firm expects to replace with | | |
|--|---|-----------------------------|-----------------------|
| | New 100- to 150-seat LCA | Other aircraft ¹ | All types of aircraft |
| Within the next 2 years | | | 0.0 |
| In the next 2 to 5 years | | | 0.0 |
| In the next 5 to 10 years | | | 0.0 |
| In more than 10 years | | | 0.0 |
| All time periods | 0.0 | 0.0 | 0.0 |
| Note.—the bottom right corner should sum to 100.0 percent. ¹ Please describe the aircraft your firm will purchase to replace its 100- to 150-seat LCA and why: | | | |

III-2e. **Fleet replacement.**--Approximately what percentage of the other aircraft in your fleet do you anticipate replacing with new 100- to 150-seat LCAs?

| Time frame | Share existing other aircraft in your fleet your firm expects to replace with | | |
|--|---|-----------------------------|-----------------------|
| | New 100- to 150-seat LCA | Other aircraft ¹ | All types of aircraft |
| Within the next 2 years | | | 0.0 |
| In the next 2 to 5 years | | | 0.0 |
| In the next 5 to 10 years | | | 0.0 |
| In more than 10 years | | | 0.0 |
| All time periods | 0.0 | 0.0 | 0.0 |
| Note.—the bottom right corner should sum to 100.0 percent. ¹ Please describe the aircraft your firm will purchase to replace other aircraft and why: | | | |

III-3a. **Bid or purchase solicitation process description.**--Please describe the bidding or purchase solicitation process for contracts to buy 100- to 150-seat LCA. Please describe all factors you considered in determining winning bid (price, cost to airline, payment terms, performance guarantees, domestic competition, foreign competition, residual values, market acceptance of model(s) offered, producer's financial condition, etc.).

III-3b. **Trends in bid or sales prices.**--Explain any trends in bid or sales prices offered to your firm since January 1, 2014, and factors influencing those trends.

III-3c. **Impact of bids or purchase solicitations.**--How does the outcome of bids or purchase solicitations from a particular manufacturer of 100- to 150-seat LCA influence your consideration of future orders? For example, if you awarded a sale to a particular producer, would you be more likely to choose that producer for a subsequent order?

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

III-3e. **Bid/purchase solicitation type.**--Are bids or purchase solicitations open or closed?

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

If bids or purchase solicitations are closed, do bidders typically know the identity of the other manufacturers bidding for the same order?

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

III-3f. **Bid/purchase solicitation purchaser discussions.**--In the negotiating process, do you discuss the bids or purchase solicitations of competing firms, even in general terms, in order to obtain lower prices?

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

III-4a. **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-4b. **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-5a. **Price transmission.**--In general, are you aware of prices that other airlines or purchasers have paid for 100- to 150-seat LCA?

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

If yes, please report the prices (contract prices or bids) of which you are aware since January 1, 2014 in the following chart?

| Year of contract or bid | Supplier | Purchaser | Product Supplied | Estimated Price (per unit) |
|-------------------------|----------|-----------|------------------|----------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

If yes, what is the source of your information?

| |
|--|
| |
|--|

How do you use that information in your purchase negotiations?

| |
|--|
| |
|--|

III-5b. **Price transmission.**--How does the outcome of prior sales in the market affect your firm's purchase price expectations?

| Prior market sales of | Explanation of influence on purchase price expectations |
|---|---|
| Current 100- to 150-seat LCA models | |
| Derivative 100- to 150-seat LCA models | |
| Clean sheet 100- to 150-seat LCA models | |

III-6. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's contracts for purchases of 100- to 150-seat LCA from different sources have changed since January 1, 2007.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States/ Boeing | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Canada/ Bombardier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| EU /Airbus | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

III-7a. **Bid or purchase solicitation data.**—Have you solicited or begun solicitation process with a 100- to 150-seat LCA manufacturer to purchase 100- to 150-seat LCA since January 1, 2007?

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

III-7b. If yes, please provide the following information for the 5 most recent bid requests or solicitations to purchase 100- to 150-seat LCA, initiated since January 1, 2007. **Include all initial and final bid or solicitation information whether or not your firm ultimately purchased 100- to 150-seat LCA.** Please provide these data in a spreadsheet structured as follows:

| | |
|--------|--|
| Column | |
| A | Producer |
| B | Initial offer date |
| C | Initial offer: Model(s) offered |
| D | Initial offer: Key 100- to 150-seat LCA specifications |
| E | Initial offer: Required number of seats (or number of seat range) per plane |
| F | Initial offer: Firm order units requested |
| G | Initial offer: Per-aircraft offer price, including ancillary items, in USD , in year of offer |
| H | Initial offer: Engines price included in per-aircraft order price |
| I | Initial offer: Per-aircraft value of ancillary items provided by producer as part of order |
| J | Initial offer: Delivery terms (f.o.b. / U.S. airport) |
| K | Initial offer: Payment terms |
| L | Initial offer: Offer accepted? (Y/N) |
| M | Final offer: date |
| N | Final offer: Model(s) offered (if changed from initial offer) |
| O | Final offer: Key 100- to 150-seat LCA specifications (if changed from initial offer) |
| P | Final offer: Required number of seats (or number of seat range) per plane (if changed from initial offer) |
| Q | Final offer: Firm order units requested |
| R | Final offer: Per-aircraft offer price, including ancillary items, in USD , in year of offer |
| S | Final offer: Engines price included in per-aircraft order price |
| T | Final offer: Per-aircraft value of ancillary items provided by producer as part of order |
| U | Final offer: Delivery terms (f.o.b. / U.S. airport) |
| V | Final offer: Payment terms |
| W | Final offer: Offer accepted? (Y/N) |
| X | Interim information: If the bid prices changed between the initial and final bids/offers, please describe, in the order of their importance, the major determinants of the change (e.g., changes in specification, negotiated price changes, competitive pressure, etc.). |

III-8. **Bundled purchases.**—Do you simultaneously negotiate with a single manufacturer for the purchase of 100- to 150-seat LCA and other aircraft?

No Yes

If yes, is the price negotiated for the 100- to 150-seat LCA contingent on the other aircraft?

No Yes

If yes, describe the portion of contracts that typically include bundled pricing and the price difference between bundled and non-bundled purchase contracts.

III-9a. **Contract change/update.**--After signing a purchase contract with a 100- to 150-seat LCA producer, how often does your firm make the following changes?

| Change | Frequency (Always, Frequently, Sometimes, Never) | Explanation and factors |
|--|--|-------------------------|
| Defer delivery of models included in the purchase contract | | |
| Upgrade from models included in the purchase contract to models not originally included in the purchase contract | | |
| Upgrade to models not originally included in the purchase contract and defer their delivery | | |

III-9b. **Upgrade/deferment factors.**--What factors affect your decision to upgrade or defer shipments under a purchase contract for 100- to 150-seat LCA?

III-9c. **Upgrade/deferment costs and benefits.**--What are the main costs and benefits of upgrading or deferring delivery after signing a purchase contract for 100- to 150-seat LCA?

| |
|--|
| |
|--|

III-9d. **Contract options.**--After signing a purchase contract with a 100- to 150-seat LCA producer, how often does your firm exercise the following options?

| Change | Frequency (Always, Frequently, Sometimes, Never) | Explanation and factors |
|--|--|-------------------------|
| Option to buy additional 100- to 150-seat LCA | | |
| Option to upgrade orders to larger 100- to 150-seat LCA | | |
| Option to upgrade orders to larger LCA (larger than 150 seats) | | |

III-10. **Derivative model impact.**--How does the announced launch of a derivative model of 100- to 150-seat LCA affect the price of other 100- to 150-seat LCA from the same manufacturer?

| Products | Explanation and factors |
|---|-------------------------|
| Impact on the price of current models of 100- to 150-seat LCA in the market from the same manufacturer | |
| Impact on the price your firm would pay for current models of 100- to 150-seat LCA from the same manufacturer | |

III-11a. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 100- to 150-seat LCA since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-11b. **Supply constraints.**--How does a manufacturer's ability to deliver 100- to 150-seat LCA within a specific time affect competitiveness?

| Impact on | Explanation and factors |
|--------------------------------|-------------------------|
| The producer's competitiveness | |
| Your firm's competitiveness | |

III-12. **Delivery deferral.**—Since January 1, 2007, did your firm request the deferral of the delivery of 100- to 150-seat LCA?

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

| Deferred time | Number of 100- to 150-seat LCA | Manufacturer(s) and reasons, by manufacturer |
|--|--------------------------------|--|
| Between January 1, 2007 and December 31, 2013 | | |
| Less than 6 months | | |
| 6 to 12 months | | |
| 1 to 2 years | | |
| More than 2 years | | |
| Since January 1, 2014 | | |
| Less than 6 months | | |
| 6 to 12 months | | |
| 1 to 2 years | | |
| More than 2 years | | |

III-13a. **Purchasing factors.**-- Please rate the importance of the following factors in your firm's purchasing decisions for 100- to 150-seat LCA, and explain the role each has in your 100- to 150-seat LCA bidding and purchasing decision process.

| Factor | Very important | Somewhat important | Not important | Explanation |
|---|--------------------------|---------------------------|--------------------------|--------------------|
| Availability/backlog/ capacity limitations | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Cabin comfort | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Commensurate pricing (i.e., most favored customer agreement) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Commonality with existing fleet | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Emissions requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Engine size | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Entry-into-service support | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Lifetime operating costs (seat and trip) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Maintenance costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Noise requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Payment terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Performance (landing, take-off, range) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Range greater than 2900 nautical miles | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Reduced fuel requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Residual value guarantees | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Seat capacity | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Spare parts | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Superior technology | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Trade-in commitments | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Training support | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Please list any other factors that are very important in your purchase decisions: | | | | |

III-14. **Used/refurbished 100- 150-seat LCA.**—How does the availability of used/or refurbished 100-150-seat LCA affect your firm's purchase decisions.

III-15a. **Lifecycle costs.**--Please identify the factors purchasers consider in determining 100- to 150-seat LCA lifecycle costs.

III-15b. **Lifecycle costs.**--In order of importance in NPV calculations, please list the 5 factors considered in your firm's purchase decisions and relative weight given to each factor in NPV assessments.

| Factor | NPV weight | Explanation |
|--------|------------|-------------|
| | | |
| | | |
| | | |
| | | |
| | | |

III-16. **Substitutes.**—

- (a) Please rate the degree various types of aircraft can be substituted for 100- to 150-seat LCA with other aircraft categories by product pair.

Please indicate A, F, S, N, or 0 in the table below:

- A = product-pair can *always* be substituted for each other
- F = product-pair can *frequently* be substituted for each other
- S = product-pair can *sometimes* be substituted for each other
- N = product-pair can *never* be substituted for each other
- 0 = *no familiarity* with the specified products

| Product-pair | Regional civil aircraft | Other single aisle LCA | All other LCA | Other aircraft |
|---|-------------------------|------------------------|---------------|----------------|
| 100- to 150-seat LCA | | | | |
| For any product-pair for which you rated that they are <i>sometimes</i> or <i>never</i> substitutable, please identify the factors that limit or preclude substitution: | | | | |
| | | | | |

- (b) During 2016, for approximately what percent of your firm's airline service routes (number and miles) do you use 100- to 150-seat LCA?

Estimated percent based on number of routes:
Estimated percent based on number of total miles:

- (c) During 2016, of the total routes where your firm used a 100- to 150-seat LCA, approximately what percent did you also use other aircraft?

| Item | Percent of routes | Percent of miles |
|--|-------------------|------------------|
| Used an aircraft with less than 100 seats | | |
| Used an aircraft with more than 150 seats | | |

III-17. Purchasing subject imports rather than domestic products.--

(a) Since January 1, 2014, did your firm purchase or commit to purchase imported 100- to 150-seat LCA from Canada instead of U.S.-produced 100- to 150-seat LCA?

| Source | Yes (also respond to Parts (b) and (c)) | No (If "No" skip to next question) |
|---------------|--|---|
| Canada | <input type="checkbox"/> | <input type="checkbox"/> |
| Nonsubject | <input type="checkbox"/> | <input type="checkbox"/> |

(b) If you responded "Yes" to Part (a), was the net present value before acquisition costs lower than the domestic product?

| Source | Yes | No |
|---------------|--------------------------|--------------------------|
| Canada | <input type="checkbox"/> | <input type="checkbox"/> |
| Nonsubject | <input type="checkbox"/> | <input type="checkbox"/> |

(c) If you responded "Yes" to Part (a), was the net present value after acquisition costs lower than the domestic product?

| Source | Yes | No |
|---------------|--------------------------|--------------------------|
| Canada | <input type="checkbox"/> | <input type="checkbox"/> |
| Nonsubject | <input type="checkbox"/> | <input type="checkbox"/> |

III-18. U.S. producers and import competition.--

(a) Since January 1, 2014, in connection with a sale or offer to sell 100- to 150-seat LCA to your firm, did U.S. producers reduce their prices of domestically produced 100- to 150-seat LCA in order to compete with lower-priced imports of 100- to 150-seat LCA from Canada?

| Source | Yes (also respond to question part (b)) | No (If "No", skip to next question) | Don't know |
|---------------|--|--|--------------------------|
| Canada | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Nonsubject | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- (b) If your firm responded “yes” above, please provide an estimate of the reduction in U.S. producers’ prices, and any additional explanations, such as timing (*e.g.*, months/years), frequency of price reductions, or other market/competitive factors.

| Source | Estimated reduction in U.S. prices (percent) | Additional explanation, including such information as timing (<i>e.g.</i>, months/years), frequency of price reductions, or other market/competitive factors |
|---------------|---|---|
| Canada | % | |
| Nonsubject | % | |

- III-19. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for 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-20. **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. |
|--------------------------|--------------------------|---------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | |

III-21. 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?

| Check all that apply. | Please describe. |
|---|--------------------------|
| <input type="checkbox"/> No | Skip to question III-22. |
| <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-22. Commercial momentum.—Does commercial momentum—positive feedback (strong sales of an LCA model stimulates additional sales) and negative feedback (weak sales of an LCA model discourages additional sales)—play a role in your decisions to purchase of 100- to 150-seat LCA from a specific producer?

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

III-23. **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-24. **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 purchases or imports of 100- to 150-seat LCA, identify the country-pair and report the advantages or disadvantages imparted by such factors: | | | |

III-25. **Factor country comparisons.**--For the factors listed below, please rate how 100- to 150-seat LCA produced in different countries listed compares with 100- to 150-seat LCA produced in each of the other countries listed, and with which you are familiar.

| Factor | Product from <u>United States/Boeing</u> compared to product from <u>Canada/Bombardier</u> | | | Product from <u>United States/Boeing</u> compared to product from <u>EU/Airbus</u> | | | Product from <u>Canada/Bombardier</u> compared to product from <u>EU/Airbus</u> | | |
|--|--|--------------------------|--------------------------|--|--------------------------|--------------------------|---|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability/backlog/capacity limitations | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Cabin comfort | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Commensurate pricing (i.e., most favored customer agreement) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Commonality with existing fleet | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Emissions requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Engine size | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Entry-into-service support | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lifetime operating costs (seat and trip) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Maintenance costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Noise requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Performance (landing, take-off, range) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Range greater than 2900 nautical miles | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reduced fuel requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Residual value guarantees | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Seat capacity | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Spare parts | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Superior technology | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Trade-in commitments | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Training support | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

III-26. **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.

| |
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| |
|--|

PART IV.--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)**.

IV-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.

| 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 | X | |
| 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> : | | | |

IV-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 | X | | |
| 737-900 and 737 MAX 9 | X | X | |
| 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 | X | | |
| 737-900 and 737 MAX 9 | X | X | |
| 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> : | | | |

IV-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 | | | |
| 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>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 | | | |
| 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>customer and product perceptions</u> : | | | |

IV-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.

| 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 <u>price</u> : | | | |

IV-2. **U.S. purchases from the United States / Boeing.**--Report your firm's purchases of other single aisle LCA from the United States / Boeing (not necessarily directly from the manufacturer) by your firm during the specified periods.

737-800/737 MAX 8: UNITED STATES / BOEING

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used / refurbished aircraft:¹ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:² | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please identify the firms from whom your firm purchased these products: _____. | | | | | |
| ² Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories /fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | | |
|--|----------------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-3. **U.S. purchases from the United States / Boeing.**--Report your firm's purchases of other single aisle LCA from the United States / Boeing (not necessarily directly from the manufacturer) by your firm during the specified periods.

737-900/737 MAX 9: UNITED STATES / BOEING

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used / refurbished aircraft:¹ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:² | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please identify the firms from whom your firm purchased these products: _____. | | | | | |
| ² Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories /fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | | |
|--|----------------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-43. **U.S. purchases from the United States / Boeing.**--Report your firm's purchases of other single aisle LCA from the United States / Boeing (not necessarily directly from the manufacturer) by your firm during the specified periods.

737 MAX 10: UNITED STATES / BOEING

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used / refurbished aircraft:¹ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:² | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please identify the firms from whom your firm purchased these products: _____. | | | | | |
| ² Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories /fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | | |
|--|----------------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-5. **U.S. imports or purchases from Canada / Bombardier.**--Report your firm's imports and/or purchases of other single aisle LCA from Canada / Bombardier (not necessarily directly from the manufacturer) by your firm during the specified periods.

OTHER SINGLE AISLE LCA: CANADA / BOMBARDIER^{1 2}

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used / refurbished aircraft:¹ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:² | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please identify the firms from whom your firm purchased these products: _____. | | | | | |
| ² Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories /fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | | |
|--|----------------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-6. **U.S. imports or purchases from EU / Airbus.**--Report your firm's imports and/or purchases of other single aisle LCA from EU / Airbus (not necessarily directly from the manufacturer) by your firm during the specified periods.

OTHER SINGLE AISLE LCA: EU / AIRBUS^{1 2}

| Quantity (in number of units), value (in \$1,000) | | | | | |
|---|----------------|------|------|----------------------|------|
| Item | Calendar years | | | January to September | |
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| Beginning-of-period fleet (quantity) (A) | | | | | |
| Purchases: | | | | | |
| New aircraft from manufacturer: | | | | | |
| Quantity (B) | | | | | |
| Value (C) | | | | | |
| Used / refurbished aircraft:¹ | | | | | |
| Quantity (D) | | | | | |
| Value (E) | | | | | |
| U.S. shipments / retirements: | | | | | |
| Commercial U.S. shipments: | | | | | |
| Quantity (F) | | | | | |
| Value (G) | | | | | |
| Trade-in shipments: | | | | | |
| Quantity (H) | | | | | |
| Value in kind (I) | | | | | |
| Disposal: | | | | | |
| Quantity (J) | | | | | |
| Estimated value (K) | | | | | |
| Export shipments:² | | | | | |
| Quantity (L) | | | | | |
| Value (M) | | | | | |
| End-of-period fleet (quantity) (N) | | | | | |
| ¹ Please identify the firms from whom your firm purchased these products: _____. | | | | | |
| ² Identify your firm's principal export markets: _____. | | | | | |

RECONCILIATION OF SHIPMENTS, IMPORTS/PURCHASES, AND INVENTORIES.--Generally, the data reported for the end-of-period inventories /fleet (i.e., line N) should be equal to the beginning-of-period inventories/fleet (i.e., line A), plus imports/purchases (i.e., lines B and D), less total shipments/disposals (i.e., lines F, H, J and L).

| Reconciliation | Calendar years | | | | |
|--|----------------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2016 | 2017 |
| A + B + D - F - H - J - L - N = should equal zero ("0") if not revise. | 0 | 0 | 0 | 0 | 0 |

IV-7. **Expected deliveries / imports.**--Does your firm expect to receive deliveries of other single aisle-LCA after December 31, 2017?

OTHER SINGLE AISLE LCA

"Expected deliveries" are deliveries for which your firm has placed an order with a domestic or foreign supplier for other single aisle LCA, but delivery of those imports / purchases is not scheduled to occur until after the date listed above.

No Yes--Fill out the table below.

| Type and source | Quantity (in number of units) | | | | | |
|--|-------------------------------|------|------|------|------|------|
| | Projections | | | | | |
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
| New 100- to 150-seat LCA from manufacturer.-- United States / Boeing ¹ 737-800/737 MAX 8 | | | | | | |
| 737-900/737 MAX 9 | | | | | | |
| 737 MAX 10 | | | | | | |
| Canada / Bombardier ² | | | | | | |
| EU / Airbus ³ | | | | | | |
| Used / refurbished 100- to 150-seat LCA.-- United States / Boeing 737-800/737 MAX 8 | | | | | | |
| 737-900/737 MAX 9 | | | | | | |
| 737 MAX 10 | | | | | | |
| Canada / Bombardier | | | | | | |
| EU / Airbus | | | | | | |

¹ Please describe the assumptions for your firm's projections for purchases of new aircraft from United States / Boeing over the 2017-22 period. _____.

² Please describe the assumptions for your firm's projections for purchases / imports of new aircraft from Canada / Bombardier over the 2017-22 period. _____.

³ Please describe the assumptions for your firm's projections for purchases / imports of new aircraft from the EU / Airbus over the 2017-22 period. _____.

IV-8. **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.

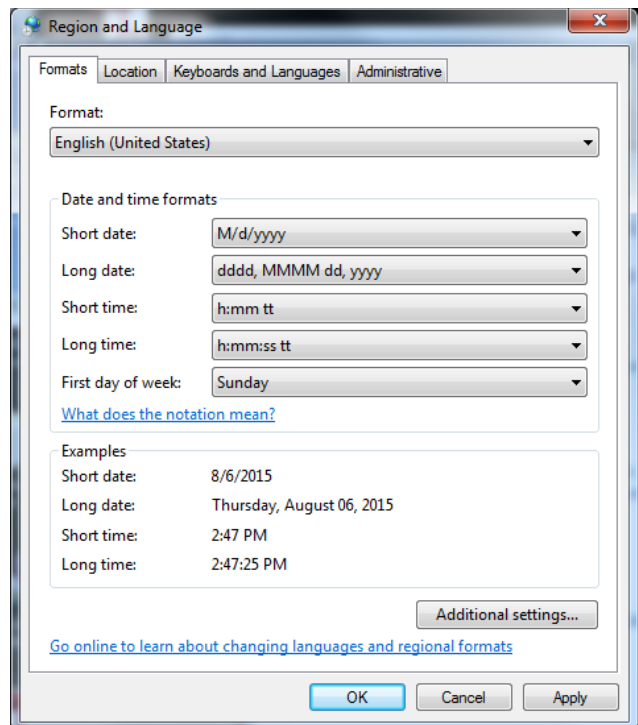
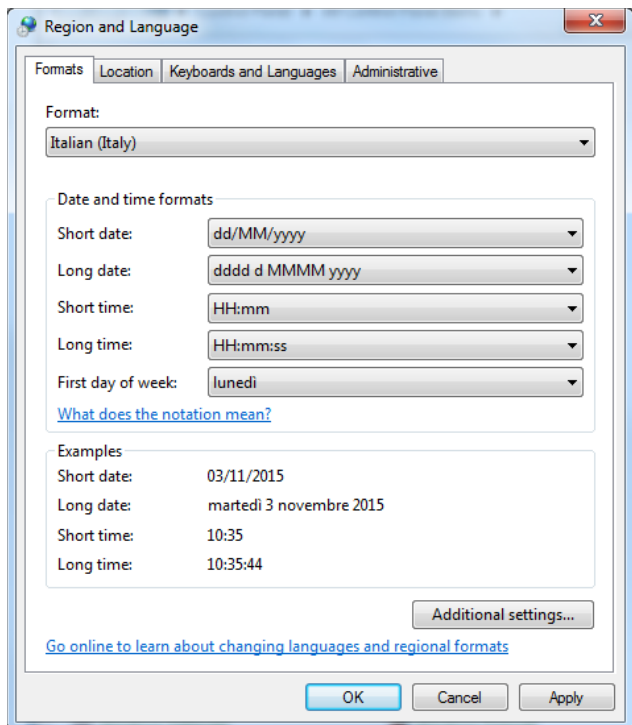
Correcting Valid number error messages.--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (*e.g.*, one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric 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 questionnaire. 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 the MS Word 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 import 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.