

Boeing Names New Commercial Airplane Sales Leader for North America

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Boeing [NYSE: BA] today announced that Kevin Schemm has been named Commercial Airplanes vice president - Sales for North America, effective Jan. 1, 2008. He succeeds Ray Conner, who will assume his new position of vice president - Sales for Boeing Commercial Airplanes on that same date, following the previously announced retirement of Larry Dickenson.

"Kevin brings significant experience in customer satisfaction to this new assignment," said Dickenson. "That customer focus provides an important foundation for our efforts in this dynamic market."

Currently, Schemm is vice president of Commercial Airplanes Contracts and is responsible for leading and managing all Commercial Airplanes contract activities with customers, as well as participating in the development and implementation of effective strategies to increase customer satisfaction.

Previously, Schemm was director of Customer Relationship Processes for Airplane Programs and director of Contracts for the 787 Program. In these positions, he led a cross-functional team for improving the customer experience through the application of Lean tools to streamline current business processes, integrating process and policy improvements across Commercial Airplanes, as well as leading Contracts' integration with the 787 Program.

Prior to that, Schemm served as managing director for Americas & Leasing Aircraft Contracts, with responsibility for managing business transactions and commitments with airline customers in The Americas.

Schemm also has served as director of Negotiation Support and Contracts Support for Airplane Programs, overseeing all business transactions related to the purchase and delivery of new aircraft for Commercial Airplanes. Shortly after joining Commercial Airplanes, he was a regional director in Aircraft Contracts, managing business transactions and relationships with a significant number of airlines in China and South Korea.

Schemm joined Boeing in Wichita, Kan., in 1985 as a systems engineer in Boeing's Military Airplanes division, where he held positions of increasing responsibility on the F-4 Navigation and Weapon Delivery System Program and the B-52 Advanced Cruise Missile/Common Strategic Rotary Launcher Integration Program.

Schemm holds a bachelor's degree in electrical engineering from Kansas State University and master's degree in business administration from the University of Washington.

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