

## **Boeing Commercial Sales Leader Larry Dickenson to Retire**

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Ray Conner, Boeing Americas Sales VP, to Succeed Dickenson

Boeing Commercial Airplanes Vice President, Sales, Larry Dickenson today announced his intention to retire from The Boeing Company [NYSE: BA] Dec. 31. Raymond (Ray) Conner will replace Dickenson as vice president, Sales, reporting to Commercial Airplanes President and CEO Scott Carson.

"For nearly 25 years, Larry Dickenson has been a great leader in our Boeing Sales organization. Larry's focus truly begins and ends with our customers, and he will leave that important legacy with us," Carson said. "We congratulate Larry on an amazing 39-year Boeing career, and thank him for his strategic approach to the market, our products and services, and our competitive positioning."

Dickenson, 64, has led the Sales organization since October 2006. Prior to that assignment, he led Commercial Airplanes Asia/Pacific Sales for more than 20 years, where he was responsible for sales operations in China, Japan, Korea, Hong Kong, Singapore, Australia, New Zealand and other markets in the region.

Conner, 52, who has led Commercial Airplanes Sales for the Americas since February 2003, now will lead all sales efforts for airplanes and related services to airlines and leasing companies around the world. His replacement for leading sales in the Americas will be named shortly.

"Ray's tremendous breadth and depth of experience position him extremely well for this new opportunity in leading our global sales efforts," Carson said. "His leadership of two of our key airplane programs, coupled with his extensive experience in building meaningful relationships with our airline customers, will help us remain focused on meeting and exceeding our customers' expectations."

Before leading sales efforts for the Americas, Conner was vice president and general manager of the 777 Program.

Prior to that, he was the vice president of Asia/Pacific for Commercial Airplanes. In that position, he led the Asia/Pacific Sales organization and was responsible for maintaining business relationships between Boeing, that region's airlines, and Asian aerospace industries. Conner also was responsible for the operation of Boeing offices in China, Japan and Korea.

Additionally, Conner served as vice president and general manager of the 747 Program, managing the design, development, certification and production of the airplane. Conner also was vice president of the Propulsion Systems Division, where he led the development of propulsion systems and auxiliary power units for the entire family of Boeing commercial airplanes.

Additionally, he was director of Finance and Information Systems for the Materiel Division of Commercial Airplanes. He held other management positions in the company, including deputy director of Major Outside Production and Program participants, and International Business Operations-both in the Materiel Division.

Prior to that, he was the Boeing Sales director for Thailand. Conner joined Boeing in 1977 as a mechanic on the 727 Program. He holds a bachelor's degree from Central Washington University and a master's in business administration from the University of Puget Sound.

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