

In conversation with Bertrand-Marc Allen, President, Boeing International

As President of Boeing International since 2015, Allen is responsible for the company's international strategy and corporate operations outside the US, with 18 regional offices in key global markets. His responsibilities include developing the company's growth and productivity initiatives outside the US, forming new business and industrial partnerships, overseeing international affairs, enhancing Boeing's local presence and providing global functional support. Previously, Allen served as President of Boeing Capital Corporation, a wholly owned Boeing subsidiary that arranges, structures and provides financing for Boeing's commercial airplane, space and defence products. Prior to Boeing Capital, Allen served as VP of Boeing International and was President of Boeing China, responsible for leading the company's business in China from its Beijing headquarters.



Boeing and Vistara confirmed an agreement for up to ten 787 Dreamliners at Farnborough 2018

marked an outstanding week for order capture in commercial aviation, with customers announcing 673 orders and commitments in total, reflecting a continued resurgence in demand for freighters and strong order activity for the 737 MAX and 787 passenger airplanes. We secured 48 orders and commitments for the 777F, five for the 747-8F, reflecting continued strengthening in the cargo market globally. We announced a total of \$98.4 billion in orders and commitments for commercial airplanes at list prices and \$2.1 billion in commercial and defence services orders and agreements.”



Boeing and Jet Airways announced orders for an additional 75 737 MAXs at Farnborough '18

On a bright and sunny day at the Farnborough Airshow 2018, Vayu Aerospace and Defence Review had the privilege to meet and interact with the (very) tall and affable Bertrand-Marc Allen, President, Boeing International. We touched on and discussed a wide variety of topics, highlights of which are shared with readers.

On Boeing's success at Farnborough

“We have strengthened our position as the global leader of the aerospace industry, booking historic orders and showcasing our innovation and strategy for growth here at the Farnborough International Airshow. We led the way, demonstrating value for our customers, capturing important new business in products and services, and announcing the unique strength of our strategic partnership with Embraer. Boeing