

“Italy is an extremely important U.S. ally and a valued customer and industrial partner in both the commercial and defense markets.”

– Rinaldo Petrigani, president of Boeing Italy

PHOTO ILLUSTRATION: (Far left) A Boeing 787 Dreamliner flies above Rome’s Colosseum. **BRANDON LUONG/BOEING; COLOSSEUM PHOTO: SHUTTERSTOCK; 787 DREAMLINER PHOTO: BOEING PHOTOS: (Above, from left)** A 787 composite fuselage barrel is loaded into the Dreamlifter at the Alenia Aermacchi facility in Grottaglie, located in Italy’s Taranto province. **ALENIA AERMACCHI** Rinaldo Petrigani, president of Boeing Italy. **BOEING (Left)** A trio of Alenia employees work in the lower portion of a 787 barrel in Grottaglie. **ALENIA AERMACCHI**

Italy at a glance *Viva l’Italia*

Official name: Italian Republic

Location: Southern Europe, a peninsula extending to the Mediterranean Sea; neighbors include France, Switzerland, Austria and Slovenia

Area: 116,348 square miles (301,340 square kilometers), slightly larger than the U.S. state of Arizona

Population: More than 61 million, ranks 23rd in the world

Official language: Italian

Capital: Rome

Direct Boeing employees in Italy: Approximately 290

Sources: The World Factbook, U.S. Department of State, Boeing

Boeing and Italy enjoy strong ties and partnerships that benefit both By Eric Fetters-Walp

Italy encompasses a fine blend of old and new, from ancient architectural wonders to renowned modern design in automobiles, fashion and even everyday appliances.

That combination is demonstrated by the town of Grottaglie, home to both a 13th-century castle and a cutting-edge factory producing 787 Dreamliner fuselage barrels using large mandrels and auto-claves to form the single-barrel composite

pieces. Operated by Alenia Aermacchi, a Finmeccanica company, the factory makes fuselage sections 44 and 46—the middle of the Dreamliner.

“It has been extremely important for Alenia Aermacchi to be part of the global team that has worked—and will continue to work—on the 787 program,” said Alenia CEO Giuseppe Giordo. “It’s an experience that has enabled our company to take its

technological expertise in composite materials to the highest levels and hence to become even stronger and more competitive as a global player in the aerostructures industry.”

Alenia also has made horizontal stabilizers for the 787 in Italy, as well as radomes, fins and control surfaces for the 767. It’s the continuation of a long-standing link between Alenia and Boeing on a series of Commercial Airplanes programs, including the McDonnell Douglas DC-9 and the 767, for which Alenia assisted with design and construction.

In addition to the supplier relationship, Boeing and Alenia in 2007 agreed to jointly develop research activities in advanced materials and aerostructures, leading to the opening of a Boeing

Italian Research Office near Naples.

“The 787 represents today the high point of the intense relationship that Boeing has been able to develop with the Italian air industry: a relationship which, as every relationship, has also had its difficulties, but which constantly proceeds and progresses in the mutual interest for the realization of this great airplane,” said Rinaldo Petrigani, president of Boeing Italy. “Under their new leadership, both Alenia and Finmeccanica are now poised to make new progress and to improve and expand even further their relationship with Boeing.”

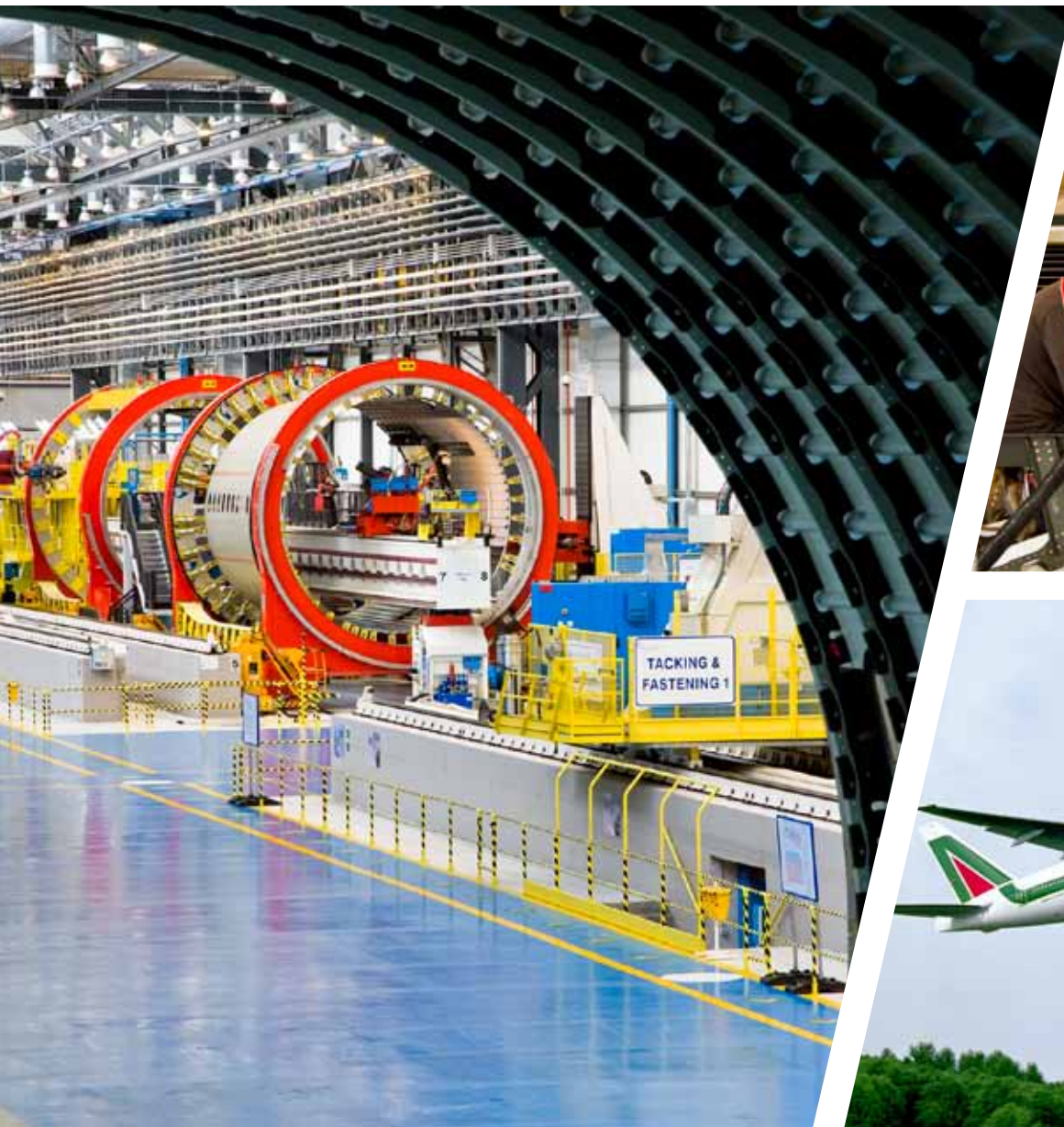
Boeing and Italy have a number of ties in commercial and military aviation, and the collaboration has grown significantly in recent years, said Shep Hill, president of Boeing International and senior vice

president of Business Development and Strategy. Italy is Boeing’s second-largest supplier in Europe, excluding engine purchases, he said.

“Italy represents both an important market for our business units and an important industrial and research partner,” Hill said.

Boeing’s ties to Italy include an important one with the nation’s flag carrier, Alitalia, which flies a mix of Boeing jets—including the 777-200ER (Extended Range), 767-300ER, the 737-400 and MD-80 to -82 models. The airline considers the 10 777s it flies as the flagship model of its long-haul fleet.

Pointing out that Airbus parent EADS has a presence in Italy and it might be considered to have a geographical advantage to that market, Hill noted



that “the Italians have been extremely practical and prudent customers; they want the best, both on the commercial and defense sides, which has advantaged Boeing.”

Roberto Russo, an Information Technology computing technician in Boeing’s Rome office, said there are many benefits from Boeing’s partnering with Italian suppliers.

“Boeing’s presence in Italy can speed up in many ways the industry and technological growth with partnerships and collaborations with private and public entities,” Russo said. “It also makes stronger the political friendship between the U.S. and the Italian government. Not least for the Italian suppliers, working for Boeing means creating more jobs

and opportunities for the Italians.”

Francesco Bombassei, Engineering, Operations & Technology’s IT International Operations manager, said those visible effects of Boeing’s presence are important, but he also sees more subtle effects from Boeing in Italy.

“Through work placement in cutting-edge programs such as the 787, Boeing sustains a large part of the entire national aerospace industry and the creation of know-how and high technologies that then have downstream positive effects on the Italian industry,” Bombassei said.

“In other words, through participation in Boeing programs, the Italian aerospace community grows in competence and ability to deliver.”

And, in return, Boeing receives from

Italy affordable, quality components to help keep its products competitive, as well as a presence in an important market for its commercial and military products. ■

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PHOTOS: (Clockwise from left) A view from inside a 787 fuselage barrel of the composite fuselage factory in Grottaglie, Italy, operated by Alenia Aermacchi, a Finmeccanica company. ED TURNER/BOEING Alenia employees work on a 787 fuselage barrel in the Grottaglie, factory. ALENIA AERMACCHI Boeing partnered with Alenia Aeronavali and the Italian Ministry of Defense to produce four KC-767A Tanker Transport aircraft for Italy’s air force. BOEING Italy’s national airline, Alitalia, uses Boeing 777-200ER (Extended Range) jetliners as the core of its long-haul fleet. TIM STAKE/BOEING

Boeing products widely used by Italian armed forces

While Italy and Boeing collaborate on the 787 and other Commercial Airplanes programs, the nation’s military and Boeing Defense, Space & Security also are solid partners on a number of fronts.

Rinaldo Petrigiani, president of Boeing Italy, said Italy is an important U.S. ally, as well as a valued customer and industrial partner for military products. Most notably, the nation was a launch customer of the International 767 Tanker, and Italy’s AgustaWestland is co-producing the Chinook helicopter for Italy’s armed forces.

“Boeing enjoys long-standing relationships with all branches of the Italian military, and close collaboration with Italian industry has been, and will continue to be, critical to the success of programs such as the CH-47F,” said Oris Davis, director of BDS International Business Development for Southern Europe. “Italy also offers great future market possibilities for areas such as energy, information assurance, maritime domain awareness and critical infrastructure protection.”

Boeing partnered with Italy to develop, produce and support the KC-767A Tanker Transport aircraft for Italy’s air force. The first three have been delivered, with the final one scheduled to be delivered by early 2012.

In May 2009, Boeing agreed to license production of 16 ICH-47Fs to AgustaWestland. Boeing provides aircraft sections, components and production support. The contract allows AgustaWestland to market and sell the ICH-47F in specific countries and around the Mediterranean.

“We have, in fact, produced in Italy, together with AgustaWestland, first the CH-47C for the Italian Army and now, also for the Italian Army, the new model, the -F, the industrial production of which is about to begin soon in northern Italy,” Petrigiani said. “And this is going to turn into another great success story in our relationship with the Italian Army.”

Among other defense and space projects under way or recently completed



between Boeing and Italian partners:

- Boeing and Finmeccanica's Oto Melara subsidiary are making Joint Direct Attack Munition kits for Italy's air force and navy. The two also have agreed to produce Small Diameter Bombs for Italy's air force.
- Using its Delta II rockets, Boeing has successfully launched the first four satellites of the COSMO-SkyMed program in collaboration with the Italian Space Agency and Thales Alenia Space.
- Boeing Global Services & Support has an agreement with Alenia Aermacchi, a Finmeccanica company, to support the new-generation M-346 lead-in fighter jet trainer and M-311 basic

jet trainer by providing a ground-based training system and after-sales support services.

"There are many other examples of Boeing products and technologies, resulting from collaboration with Italian industry, that have been chosen by the Italian armed forces for the strengthening of the Italian defense posture on land, on sea and by air and in the interest of a successful accomplishment of the NATO missions in the Mediterranean and elsewhere," Petrignani said.

– Eric Feters-Walp

PHOTOS: (Clockwise from left) In May 2009, Boeing agreed to license production of 16 ICH-47Fs, new versions of the Italian Army's CH-47C Chinook, like the one shown here, to AgustaWestland. Boeing also provides aircraft sections and components, as well as engineering, technical and in-service logistics support. BOEING Finmeccanica's Oto Melara subsidiary and Boeing are producing Small Diameter Bombs for Italy's air force. BOEING As part of the *Natural..mente scuola* environmental awareness program, Italian students tour Alenia's 787 factory in Grottaglie. BOEING Boeing and Italy-based Alenia Aermacchi, a Finmeccanica company, are cooperating on marketing, sales, training and support activities for the M-346 fighter trainer. BOEING

Boeing and Alenia engage Italian students on the environment

While Italian employees are helping build one of the world's most environmentally progressive airplanes, the 787, students in Italy are learning about sustainability through a program launched by Boeing and industry partner Alenia Aermacchi, a Finmeccanica company.

In its first three years, *Natural..mente scuola* has involved more than 26,000 Italian elementary and secondary students at 860 schools in the Puglia region, near Alenia's 787 fuselage barrel plant. It has gained the United Nations Educational, Scientific and Cultural Organization's patronage as well.

Armida Balla, Global Corporate Citizenship administrator in Italy, said the program provides plenty of hands-on activities to engage students in the topics of sustainable technologies and environmental protection. Environmental issues are a big concern in the Puglia region, and *Natural..mente scuola* teaches children practical ways how they can limit their impact on the world around them. "We are proud of this program and look forward to its next edition, when we will enjoy the contribution of various universities," said Rinaldo Petrignani, president of Boeing Italy.

Education and the environment are two of the five target areas where Boeing focuses its corporate citizenship efforts in partnership with community organizations. The other areas are health and human services, arts and culture, and civic awareness.

Boeing Italy has sponsored "Migration and Change: Learning to Live Together in an Increasingly Diverse World," which addresses—through workshops aimed at students—issues of cultural, ethnic and religious diversity. The program was co-organized by the Center for American Studies in Italy.

Balla said local governments and institutions have been receptive to working with Boeing on corporate citizenship projects. Also, suppliers beyond Alenia are cooperating on charitable projects.

"The corporate citizenship initiatives have enormously increased Boeing's reputation in the country," Balla said. "I like to tell people that I work for a company that does great things in the world."

– Eric Feters-Walp