



LUCY BROWN

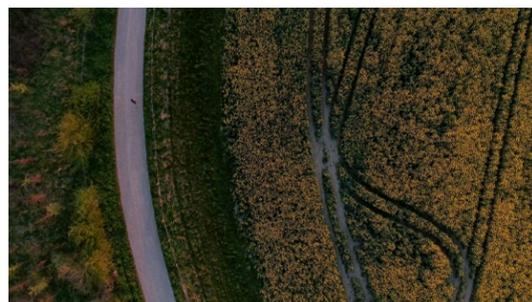
BOEING CONTRACTS AND PRICING

It is early. Too early for most, except for a few chirpy starlings on this particular morning.

And Lucy Brown.

It's time to get to work. Lucy picks out an outfit and laces up her shoes. These shoes aren't for the office though. Lucy is prepping for her morning run, just another part of her pre-dawn ritual.

"It's me time. Time to clear my head and collect my thoughts to prepare myself for the day ahead."



Five miles and a shower later, Lucy begins her twenty-mile drive to work. It isn't until she pulls into her parking space that it becomes apparent "just another day at the office" carries an entirely different meaning for Lucy. It has everything to do with the epic roar overhead.

"If ever I needed to be rescued, I would want to hear one of those in the background."

She's talking about the CH-47 Chinooks. Lucy is their caretaker of sorts. Technically speaking, Lucy is a Contracts and Pricing Representative for Boeing, specifically for these awesome machines.

"My team is responsible for making sure the Chinooks are maintained, modified and upgraded."

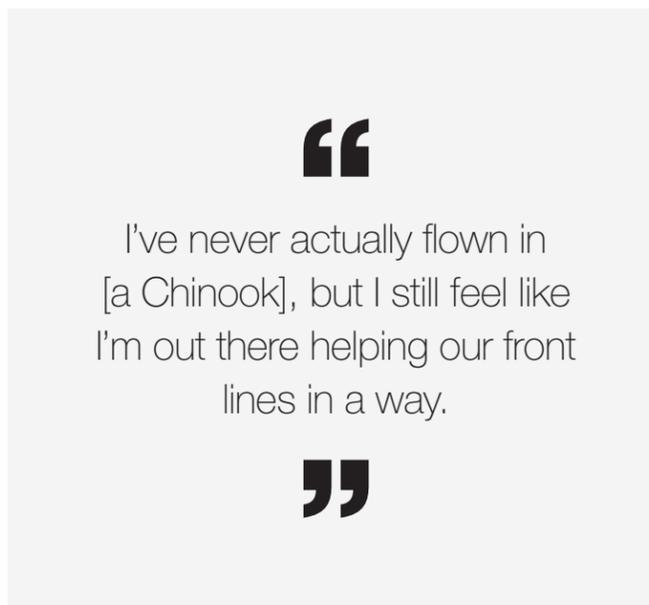
Without her oversight, these important machines wouldn't be equipped to perform their life-saving functions. But she's quick to give full credit to the team.

"I don't think you can talk about my job in isolation. It's the collective team effort that really makes a difference. When you see the Chinook every day, you want to make it better. You want to make a positive impact on that."

After her morning status briefing, there's a palpable sense of pride among the team about upcoming modifications in-store for the twin-rotor workhorse.

"The Chinooks are just amazing machines. They provide so much support and they're the backbone of the UK military. They provide emergency response, they carry troops and supplies."

She smiles.



"I've never actually flown in one, but I still feel like I'm out there helping our front lines in a way."

Lunch comes and goes.

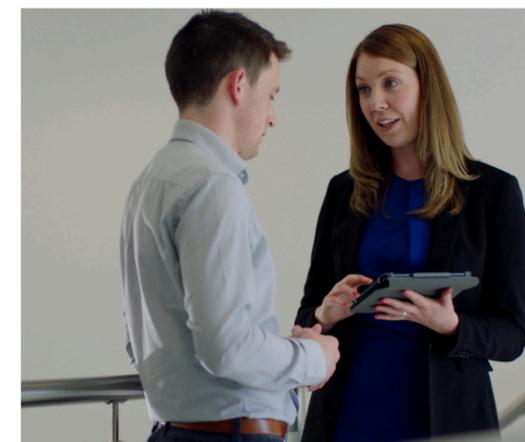
Lucy rushes to a meeting on the other side of the facility, careful not to spill her customary post-lunch coffee. Her management wait to hear about the document she's been toiling over for

weeks. The proposed modifications could save the customer millions of pounds. Most would show some sign of intimidation.

Not Lucy.

She attributes her nerves of steel to earlier on in her career when she joined Boeing as a procurement agent. There, they gave her an opportunity to work on the customer's engine contract.

"When I joined Boeing, they put their trust and faith in me to be part of a huge new proposal. I didn't think I was ready but they were able to have trust and faith in me to be part of that team and we won



it. They've given me so many experiences and opportunities."

An hour and a half later, Lucy emerges from the meeting room. Just like that, weeks of hard work pay off. For both Lucy and Boeing's customer.

Millions saved. Lucy beams.

"It's exciting to be part of a growing company and help make an impact on our country. I'm really proud to be a part of it."

She packs her things and heads out for the day. As Lucy pulls out of the facility to meet her team for a pint, she takes one last peek in the rearview mirror at the Chinooks.