



Inauguration of the new Alenia Aeronautica - Vought site

Speech

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Yesterday I was in New York to receive the prestigious “GEI Award” and on that occasion I had the opportunity to precise that I was very proud of this prize not mainly for a personal gratification, but rather because it represents a qualified acknowledgment of Finmeccanica achievements.

The motivation refers to Finmeccanica as “a global giant with strong ties to the United States”.

Today we are here, in Charleston, to deepen a little bit more our ties.

During these years, we settled in the United States and our presence is increasing in a significant way, both qualitatively and quantitatively.

The total amount of the orders coming from the United States accounted for 1 per cent only in 2004. Now they weight more than 10 per cent, and within the next two years they will approach 15 per cent.

This is a good result.

In fact, as you know, to get access to the US market, especially in sensitive and strategic sectors like aerospace and defense, you cannot think to sell your products as they are, even if they are good products indeed.

You have to arrange partnerships with American firms.

You have to fine tune your relationships with federal and local US institutions and convince them that you will be a valuable and reliable partner.

Finally, you have to invest significantly in the United States and build up industrial plants.

Doing so, at the end of the day you can be successful.

And this is exactly what we are doing.

Thanks to our continuous efforts and huge investments in research and innovation we reached the technological frontier in a number of fields and got credibility by major US players.

To the already existing plants of Ansaldo STS in Pennsylvania, South Carolina and New Jersey, OTOMelara nearby Philadelphia, Selex Sistemi Integrati in Kansas City, Elsag in North Carolina and AgustaWestland in Pennsylvania, we add today this site for the pre-integration of a large part of the B787 Dreamliner fuselage, jointly built up with Vought.

This opportunity is the result of the recognized leadership of Alenia Aeronautica in the composite technology, which allowed us to be accepted by Boeing as a risk sharing partner for this challenging program.

But it is also a direct consequence of our investments in Italy, mainly in the new industrial site of Grottaglie, where the fuselage components of the B787 will be produced.

Betting together with Boeing and Vought on the success of this program and on our capability to hold the agreed standard of quality, production rate and costs, we are really building a virtual bridge between the two sides of the Atlantic Ocean.

If we will win this challenge, we will provide a valuable model for future joint programs and a significant improvement for the cooperation between US and Italy, not only in the aeronautical sector.

Tomorrow in Washington there will be an important conference on the global character of the defense industry, dealing with the obstacles to effective defense trade and technology transfer.

On the basis of the milestone we set today, I will release my speech more comfortably since here in Charleston we will provide a significant technological contribution to one of the most innovative US programs and will prove the reliability and the competitiveness of Italy and of Italian industry.

Thank you.

Now I give the floor to Mr. Keith Summey, Mayor of the City of North Charleston.

