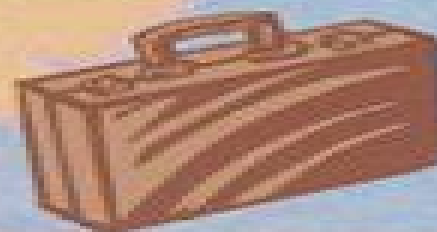


Contrails

A
Boeing
Salesman
Reminisces

by
Eugene E.
Bauer



Contrails Reminisces Of A Boeing Salesman

**Bowker Editorial Staff, R R Bowker
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Contrails Reminisces Of A Boeing Salesman:

Contrails E. E. Bauer, 1996-07-01 This book is a first person account by a Boeing Regional Sales Director who sold commercial airplanes in nine countries in Latin America from 1973 1978 Boeing salesmen were fiercely dedicated No corner of the globe escaped their attention No country was too small no government too recalcitrant no revolution was too intimidating no climate too harsh or no schedule too severe During the 70s the great jumbo war among the Boeing 747 the McDonnell Douglas DC 10 the Lockheed L 1011 was in full swing the head to head competition between the 737 the DC 9 was at its peak The superior product did not always win it became necessary to hire in country consultants to help make sales Payoffs bribes were the expected norm in many countries in Africa Asia Latin America It was the decade of the Lockheed Scandal investigations by the SEC by the Justice Department culminating in the passing of the Corrupt Practices Act In 1972 Boeing targeted OVERSEAS commercial airplane sales as its top priority subsequent events proved the 70s to be the DEFINING decade for Boeing in achieving international market dominance Orders by foreign airlines were more than double of those of all previous years 1955 1969 Available from TABA Publishing Inc 24103 SE 384th St Enumclaw WA 98022 Phone 360 825 9709 **One Hundred Years of Air Power and Aviation** Robin Higham, 2003 In this precise interpretive and informative volume Higham looks at everything from the roots of strategic bombing and tactical air power to the lessons learned and unlearned during the invasion of Ethiopia the war in China and the Spanish Civil War He also considers the problems posed by jet aircraft in Korea and the use of Patriot missiles in the Persian Gulf He covers anti guerrilla operations doctrine industrial activities and equipment as well as the development of commercial airlines Speedbird Robin Higham, 2013-05-30 Between 1939 and 1946 BOAC the British Overseas Airways Corporation was the nationalised airline of Great Britain and between 1946 and 1974 as such it exclusively operated all long haul British flights With its iconic Speedbird logo and its central role in the glamorous jet age of the 1950s and 1960s BOAC achieved a near cult status with admirers around the globe Yet to date there has been no comprehensive history of the organisation covering its structure fleet and the role it played in the critical events of the age from World War II to the end of empire a period when BOAC played a pivotal part in projecting British political power even as that power was waning During World War II BOAC operated a limited wartime service and prepared for the return of commercial flight in the postwar era But it was in the service of Britain s colonies and latterly the process of decolonisation that BOAC achieved its most pivotal role The development of flight technology enabled much faster connections between Britain and her imperial possessions as the colonies prepared for independence BOAC ferried diplomats politicians and colonial administrators between London and the far flung corners of Africa and Asia in much faster times than had previously been possible In this book acclaimed historian Robin Higham presents a unique comprehensive study of BOAC from the early jet travel of the de Havilland Comet and the Vickers VC10 to the dawn of supersonic passenger aviation Highly illustrated and meticulously researched using previously unseen sources

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