

September 29, 1975

TO: Officers, General Managers and
Managers at Department Level and Higher

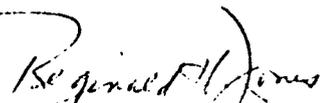
At our recent Division General Managers Meeting, I called attention once again to the need for all Company employees to comply with the standards of proper business practices set forth in Policy 3.0 issued by the International Sales Division. I called your attention to this policy in July of 1973. I am reminding you of it once again (copy attached).

In summary, that policy provides that no employee of General Electric or of any of its subsidiaries will arrange or make payments in the nature of kickbacks or bribes, nor will the Company and its subsidiaries use intermediate parties such as sales representatives for such purposes.

The wisdom of following such a policy has been borne out in the recent headlines and by the investigations conducted by various governmental agencies.

As in the case of other fundamental Company policies, such as those governing employee conflicts of interest and compliance with the antitrust laws, each of you has a dual responsibility, first, to comply personally with the policy, and, second, to promote full compliance by Company and subsidiary employees.

This latter responsibility entails a broad teaching function plus effective monitoring of the component for which you are responsible. In the execution of these functions it is, I believe, essential that your associates know that you stand unequivocally in support of the policy, and further that you are available to assist them in maintaining full compliance. We shall emphasize this subject in connection with the annual 20.5 reviews.


Reginald H. Jones

COMPANY CONFIDENTIAL