



From : W Building-Room 2300  
WIN : 235-3762  
Date : June 4, 1975  
Subject :

To : Westinghouse Managers

A number of charges have been leveled recently against American corporations concerning their business conduct in foreign countries. Allegations concern payoffs to government officials, contributions to political parties and the establishment of secret funds. Such activities are directly contrary to Westinghouse policy, and we know of no Westinghouse involvement in any such activities.

A long-standing and continuing corporate policy states that Westinghouse will abide by the laws in whatever country it does business. With respect to foreign sales we often use sales representatives who are retained solely for legitimate business purposes pursuant to written contracts specifying services to be rendered. The terms of these contracts are frequently publicly set forth in documents filed with government agencies.

Attached to this letter is a copy of Westinghouse Management Guide MG-L25 on Legal and Ethical Conduct. It clearly states our position on such matters, and your attention is directed to the following:

"It is the policy of Westinghouse to comply with all laws governing its domestic and foreign operations, and to conduct its affairs in keeping with the highest moral, legal and ethical standards."

Deviations from either the letter or spirit of this policy will not be tolerated. I should remind you that you are responsible for making this policy known to appropriate employees in your organization and to administer its execution.

A handwritten signature in black ink that reads "RE Kirby".

R. E. Kirby  
Chairman