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CIA-RDP91B01306R001400050002-0

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Declassified in Part - Sanitized Copy Approved for Release 2013/11/05 :
CIA-RDP91B01306R001400050002-0

ER. 89-3739

Washington, D.C. 20505

September 11, 1989

Mr. John F. Welch, Jr.
Chairman and Chief Executive Officer
General Electric Company
3135 Easton Turnpike
Fairfield, Connecticut 06431

Dear Jack:

You were simply great. You brought a useful substantive message and a degree of conviction, sincerity and clarity that brought it home to us. The question and answer period had the halls buzzing long after you left. I can't thank you enough for taking the time to come and share your ideas and experiences with us. The inspiration will yield rich dividends.

Warmest regards,

Sincerely,



William H. Webster
Director of Central Intelligence

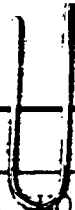
Dissem:

0-Addressee
1-DCI
1-PAO
1-OTF
1-ER

EXEC
REG

P-301-IR

ROUTING AND RECORD SHEET



SUBJECT: (Optional) DCI Introduction of John F. Welch, Jr., HQS Auditorium
 8 September 1989

FROM: James W. Greenleaf
 Director of Public Affairs

EXTENSION: [Blank]

NO.: PAO 89-0254

DATE: 28 August 1989

TO: (Officer designation, room number, building)

DATE:

OFFICER'S INITIALS:

COMMENTS: (Number each comment to show from whom to whom. Draw a line across column after each comment.)

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No.	Officer	DATE		Officer's Initials
		RECEIVED	FORWARDED	
1.	ER	28 AUG 1989		<i>Jal</i>
2.				
3.	DCI	8/29	9/8	<i>W</i>
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PAO 89-0254

28 August 1989

JUDGE:

RE: Your introduction of
John F. Welch, Jr.
8 September 1989 2:00 p.m.
HQS Auditorium

You are scheduled to introduce John F. Welch, Jr., Chairman and Chief Executive Officer of the General Electric Company. He will speak to Agency employees on "Managing in the Nineties." Mr. Welch's visit is being sponsored by the Agency's Office of Information Technology and Office of Training and Education.

Your proposed introductory remarks have been coordinated with [redacted] and [redacted] of OTE and are attached (see opposite for cards). I have also attached a brief biography of Mr. Welch.

The schedule for Mr. Welch's visit, which includes lunch in the DCI Dining Room before his speech, has been forwarded by OTE.

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James W. Greenleaf

Attachments:
As stated

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DCI/PAO/ [redacted]

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- Distribution:
- Orig. - DCI
 - 1 - [redacted]
 - 1 - [redacted]
 - 1 - D/PAO
 - 1 - [redacted]
 - 1 - ER
 - 1 - PAO Registry
 - 1 - PAO Ames
 - 1 - [redacted]
 - 1 - [redacted] (Chrono)

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P-301-HR
DCI EXEC REG

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PROPOSED REMARKS
BY
WILLIAM H. WEBSTER
DIRECTOR OF CENTRAL INTELLIGENCE
AT THE
INTRODUCTION OF JOHN F. WELCH, JR.
SEPTEMBER 8, 1989

IT IS A PLEASURE TO INTRODUCE JOHN WELCH, JR., CHAIRMAN AND CHIEF EXECUTIVE OFFICER OF GENERAL ELECTRIC AND A RECOGNIZED INNOVATOR IN AMERICAN INDUSTRY. IN 1981, AT THE AGE OF 45, JOHN BECAME THE YOUNGEST C.E.O. IN THE HISTORY OF G.E., ONE OF OUR NATION'S LARGEST AND MOST RESPECTED COMPANIES. SINCE THEN, HE HAS INSTITUTED FAR-REACHING CHANGES THROUGHOUT THE COMPANY.

JOHN IS HERE TODAY TO DISCUSS THE CHALLENGES WHICH RAPID CHANGE, TIGHT RESOURCES, AND VIGOROUS COMPETITION POSE FOR ORGANIZATIONS BOTH PUBLIC AND PRIVATE. THESE CHALLENGES CONFRONT US ALL, AND WE CAN ALL BENEFIT FROM HEARING HIS VIEWS.

JOHN HAS A LONG AND SUCCESSFUL HISTORY AT GENERAL ELECTRIC. HE JOINED THE COMPANY IN 1960 AFTER RECEIVING HIS DOCTORATE IN CHEMICAL ENGINEERING FROM THE UNIVERSITY OF ILLINOIS. IN EIGHT YEARS HE BECAME GENERAL MANAGER OF G.E.'S PLASTICS BUSINESS DEPARTMENT. FOUR YEARS LATER, HE WAS NAMED A VICE PRESIDENT OF THE COMPANY.

JOHN WAS WELL-KNOWN AS AN INNOVATOR, EVEN AN ICONOCLAST, WHEN HE MOVED TO G.E.'S TOP JOB. IN THAT POSITION, HE HAS DRASTICALLY CHANGED THE MIX OF G.E.'S BUSINESSES, SO THAT TODAY THE COMPANY EMPHASIZES SERVICES AND HIGH TECHNOLOGY MORE THAN MANUFACTURING. G.E. NOW OWNS SUCH COMPANIES AS N.B.C. AND THE G.E. CREDIT CORPORATION AND NO LONGER MAKES THE TOASTERS AND OTHER SMALL APPLIANCES THAT WE'RE FAMILIAR WITH.

JUST AS HE RECAST THE COMPANY'S BUSINESS, JOHN HAS REVISED ITS MANAGEMENT STRUCTURE. HE SHARPLY CUT BACK ON LAYERS OF MANAGEMENT AND MOVED DECISIONMAKING TO LOWER LEVELS. G.E. IS VERY DIFFERENT TODAY FROM THE COMPANY IT WAS IN 1981.

JOHN'S MESSAGE IS ONE OF FUNDAMENTAL CHANGE. HE BELIEVES THAT ORGANIZATIONS OF THE 1980'S NEED TO BE STRONGER AND LEANER TO SURVIVE THE 1990'S. HE TOLD HIS STOCKHOLDERS IN 1985, "CHANGE MUST BE ACCEPTED AS THE RULE RATHER THAN THE EXCEPTION."

TODAY JOHN WILL SHARE HIS VIEWS ON "MANAGING IN THE
NINETIES," AND WE ARE LOOKING FORWARD TO HEARING WHAT HE HAS TO
SAY. PLEASE JOIN ME IN WELCOMING JOHN WELCH.

JOHN F. WELCH, JR.
Chairman and Chief Executive Officer
GE

Mr. Welch, a native of Salem, Massachusetts, received his B.S. degree in chemical engineering from the University of Massachusetts in 1957 and his M.S. and Ph.D. degrees in chemical engineering from the University of Illinois in 1958 and 1960.

He joined General Electric Company in 1960 and served in chemical-related operations. He became general manager of the Plastics Business Department in 1968, and was elected a vice president of General Electric in February 1972.

He was elected vice chairman of GE in 1979, and in April 1981, he became the eighth chairman and chief executive officer in the Company's 111-year history.

Mr. Welch is a Director of the Federal Reserve Bank of New York, Chairman of the National Academy of Engineering and a member of The Business Council and The Business Roundtable.

OTE 89-1516

21 AUG 1989

Mr. John F. Welch, Jr.
Chairman and Chief Executive Officer
General Electric Company
3135 Easton Turnpike
Fairfield, Connecticut 06431

Dear Jack:

Several times a year, we invite distinguished guest speakers to address some 300 to 500 employees of the Central Intelligence Agency. Our objective is to broaden our employees' perspective on major national and international issues. Guests in the past several years have included Elie Wiesel, Katherine Graham, Roger Smith, and George Will. The program normally consists of a lecture of approximately 30 minutes, followed by a 20 to 25 minute question period. Lectures are normally scheduled from 2:00 to 3:00 p.m.

I should like to invite you to participate in this program and would be pleased if you could honor us with your presence on 8 September 1989. I hope you can have lunch with me and my associates at 12:30 p.m. before your presentation. If you are able to accept, our conference coordinator, [redacted] will be pleased to discuss all aspects of the arrangements with your staff. She can be reached on [redacted]

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Sincerely,

/s/ Bill

William H. Webster
Director of Central Intelligence



P-301-IR

SUBJECT: Agency Guest Speaker Program -- Letter of invitation to Mr. Welch.

Distribution:

- Orig - Addressee
- 2 - DDA
- 1 - Admin. Asst/DCI
- 1 - Exec. Asst/DCI
- 1 - DCI Security
- 1 - D/PAO
- 1 - DE/PAO
- 1 - Ex. Reg.
- 2 - DTE (1 w/h)
- 2 - OTE Registry (1 w/h)
- 2 - OTE/CSI (1 w/h)

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OTE 89-1515
13 AUG 1989

MEMORANDUM FOR: Deputy Director of Central Intelligence

VIA: Deputy Director for Administration
Administrative Officer, DCI

FROM: Director of Training and Education

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SUBJECT: Request for Approval to Incur Expenses
Under

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1. Approval is requested to incur expenses under

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2. I believe the expenditure of appropriate funds is authorized under for the cost of a luncheon in the DCI Dining Room on Friday, 8 September 1989, for Mr. John F. Welch, Jr., Chairman and Chief Executive Officer of General Electric Company and two of his associates, Messrs. Ken Swimm and John Rittenhouse. Mr. Welch will be the Agency's Guest Speaker in the Auditorium that afternoon at 2 p.m. We have the DCI's agreement to host the luncheon. We anticipate that the following Agency officials will attend:

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William H. Webster
James Hirsch/SIS

Director of Central Intelligence
Associate Deputy Director for
Science and Technology

Rae M. Huffstutler/SIS
Richard F. Stolz/EP
John L. Helgerson/SIS
Edward J. Maloney/SIS

Deputy Director for Administration
Deputy Director for Operations
Deputy Director for Intelligence
Director, Office of Information
Technology

Julian Caballero/SIS

Director, Office of Development
and Engineering

Director of Training and Education

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P-301-4R

SUBJECT: Request for Approval to Incur Expenses Under

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4. I certify that the attendance of these individuals has been requested and is considered essential to the conduct of official Government business and further that the function will facilitate the accomplishment of the DCI's duties and responsibilities.

5. The estimated cost of this function is \$120.00.

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CONCUR:

Deputy Director for Administration

21 AUG 1953
Date

STAT

I certify the availability of funds in the amount indicated in paragraph 5.

Administrative Officer, DCI

Date

STAT

APPROVED:

Deputy Director of Central Intelligence

Date

STAT

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SUBJECT: Request for Approval to Incur Expenses Under

OTE/CSI (27 July 89)

STAT

Distribution:

Orig - Addressee (Return to D/OTE)

- 1 - DDA
- 1 - DDA/Reg.
- 1 - AO/DCI
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- 1 - Exec. Reg.
- 2 - D/OTE (1/wh)
- 2 - CSI/OTE (1/wh)
- 1 - OTE Reg.

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ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Agency Guest Speaker Program - Mr. John F. Welch, Jr.



FROM:

Director of Training and Education
1026 CofC

EXTENSION

NO.

OTE 89-1507

DATE

1 8 JUL 1989

TO: (Officer designation, room number, and building)

DATE

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

RECEIVED

FORWARDED

1. Deputy Director for Administration
7D18 Headquarters

18 JUL 1989

[Handwritten initials]

2.

3. Deputy Director of Public Affairs
1016 Ames Building

20 July 89

[Handwritten initials]

STAT

4.

5. Director of Public Affairs 7B24 HQS.

20 July

[Handwritten initials]

STAT

6.

7. Executive Registry
6E2914 Headquarters

21 JUL 1989

[Handwritten initials]

8.

9. Deputy Director of Central Intelligence
7D6011 Headquarters

7/21 7/22

[Handwritten initials]

9-11 741- DDCI will be on leave on 8 Sept.

10.

Have a Dear Jack letter prepared for me. (I don't know what's already been sent.)

Above message relayed to OTE 27 July.

Have a dear Jack letter prepared for me (John F. Welch (AFK) already forwarded)



SUBJECT: Agency Guest Speaker Program - Mr. John F. Welch, Jr.

Distribution:

Orig - Addressee
2 - DDA
1 - Admin. Asst/DCI
1 - Exec. Asst/DCI
1 - DCI Security
1 - D/PAO
1 - DD/PAO
1 - Ex. Reg.
2 - DTE (1 w/h)
2 - OTE Registry (1 w/h)
2 - OTE/CSI (1 w/h)