## **Document 0973** John C. Marous , chairman and chief executive officer , also said the company expects sales from continuing businesses to rise 8.5 % annually through the next three years named:x-c named In 1988 , the company earned \$ 822.8 million , or \$ 5.66 a share , on sales of \$ 12.49 billion p:e-u-i yofc:x-c \_ q:i-h-h n\_of:x-i v:e-i-p n:x card:i-i-c card:i-i-c \_ n:x card:i-i-c p:e-u-i n\_of:x - p:e-u-i n\_of:x-i \_ n:x card:i-i-c card:i-i-c \_ n:x \_ n: Since 1983 , Westinghouse has shed 70 businesses that it did n't expect to produce 10 % operating margins while acquiring 55 businesses . pre-u-i yofc:x-c \_ named:x-c \_ v:e-i-p card:i-i-c n:x \_ pron:x \_ neg:e-h v:e-i-h \_ v:e-i-p card:i-i-c n:x \_ \_ Westinghouse expects to meet its corporate goals despite a softening in the economy named:x-c v:e-i-h v:e-i-p q:i-h-h a:e-p n:x p:e-u-i q:i-h-h v:e-i-p p:e-u-i q:i-h-h n:x Even if the gross national product is either flat or in the growth range of 2 % to 2.5 % , "we can handle that , "Mr. Marous said x:e-u x:e-h-h q:i-h-h a:e-p a:e-p n:x \_ a:e-p \_ p:e-u-i q:i-h-h n\_of:x-i \_ card:i-i-c \_ n\_of:x \_ p:e-u-i card:i-i-c GNP is the total value of the nation 's output of goods and services . named:x-c v\_id:e-p-i q:i-h-h a:e-p n:x p:e-x-i q:i-h-h n\_of:x-i n\_of:x-i n:x n:x . A bright spot is the company 's power-generation business qi-h-h a:e-p n\_of:x-i v\_id:e-p-i q:i-h-h n\_of:x-i n\_of:x-i n\_of:x-i n.:x \_ \_ \_ v:e-i-p q:i-h-h n:x p:e-x-i n\_of:x-i p:e-u-i q:i-h-h ord:i-i-c n\_of:x p:e-u-i n:x \_ \_ \_ v:e-i-p Mr. Marous said the business will achieve higher sales this year than the company 's target goal of 8.5 % . n:x named:x-c v\_to:e-i-h-i q:i-h-h n:x \_ v:e-i-p a:e-i n\_of:x-i q\_dem:i-h-h n:x \_ q:i-h-h n\_of:x-i \_ n\_of:x-i n:x p:e-x-i card:i-i-c n\_of:x \_ While Westinghouse has n't had a nuclear power plant order from a U.S. utility in about a decade , excess capacity is beginning to shrink . x:e-h-h named:x-c \_ neg:e-h v:e-i-i q:i-h-h a:e-p \_ n:x \_ n:x \_ n-of:x p:e-u-i \_ card:i-i-c \_ n:x \_ n:x \_ n:x \_ n:x \_ v:e-h \_ v:e-i \_ . Mr. Lego said the company foresees the need for a major boost in new-generation capability throughout the 1990s . n:x named:x-c v\_to:e-i-h-i q:i-h-h n\_of:x-i v:e-i-p q:i-h-h n\_of:x-i p:e-u-i q:i-h-h a:e-p n:x p:e-u-i n\_of:x-i n\_to:x-i p:e-u-i q:i-h-h year\_range:x-c \_ [20973013] Westinghouse also is well positioned to sell steam turbine and gas turbine plants to independent power producers . named:x-c a:e-h a:e-e v:e-i-p x:e-h-h v:e-i-i-i n:x n:x n:x n:x n:x n:x n:x a\_of:e-p-i n:x n\_of:x-i\_-[20973014] The company 's ability to respond to energy needs world-wide will be enhanced through a recently announced venture with Mitsubishi Heavy Industries , Mr. Lego said q:i-h-h n\_of:x-i \_ n:x-h \_ v\_to:e-i-i \_ n:x \_ n\_of:x-i \_ n:x \_ n=e-v\_to:e-i-h-i \_

