

# WESTINGHOUSE ELECTRIC COMPANY: AMEI MEMBER PROFILE



Westinghouse

## WESTINGHOUSE EXEC: AMEI EVENTS HELP BUSINESS INTERESTS IN SAUDI

Since joining the American Middle East Institute in 2012, Westinghouse expanded its role in supporting programming initiatives focused on creating high-level environments for cultural and business exchange. Westinghouse's support was essential to the success of the 2013 Business Conference and the grand opening of the Roads of Arabia exhibition at the Carnegie Music Hall in Pittsburgh, Pennsylvania.

## MAKING THE ESSENTIAL CONNECTIONS

"Supporting the Roads of Arabia exhibition and AMEI's energy and water conference has been helpful to Westinghouse's business interests in Saudi Arabia," explained Randy Galm, Vice President, Business and Project Development. He continued that Westinghouse, along with its parent company Toshiba, recently dispatched personnel to Riyadh, the Saudi capital, to help establish a presence as the Kingdom is expected to issue a request for a nuclear power plant tender later this year.

"As Saudi Arabia is in the process of overhauling its energy infrastructure, Westinghouse is positioning itself for a bidding process that would help establish the country's first civilian nuclear energy program," Galm explained. As part of that effort, Westinghouse's Riyadh-based personnel are currently examining infrastructure conditions and potential partners and suppliers.

Washington and Riyadh are negotiating an agreement to allow for U.S. nuclear energy technology sharing with the Kingdom. Stressing his company's support for what is also known as the proposed U.S.-Saudi "123 agreement," Galm explained that an agreement would be particularly beneficial to both U.S. jobs and to national security.

Beyond Westinghouse's interest in the Saudi market, the company has since 2009 established a presence in neighboring United Arab Emirates where it has partnered

with Korea Electric Power Corporation to establish the country's first civilian nuclear energy program. As part of that partnership, the U.S. Export-Import Bank has provided some two billion dollars in financing. This business venture followed shortly after Washington and Abu Dhabi reached their own 123 agreement, a similar agreement, that Washington and Riyadh are currently negotiating.

One of Westinghouse's competitive advantages, Galm believes, is that "we buy where we build," thereby helping to stimulate the local economy. As a multibillion dollar company with decades of demonstrated global nuclear industry experience, Westinghouse could help Riyadh's "Saudification" efforts by successfully sharing technology and technical know-how with the Kingdom and thereby help create thousands of high-paying jobs for young Saudis.

"We're excited about the opportunities in the Middle East. A Saudi nuclear energy program could be one of the greatest market opportunities for Westinghouse," Galm said. "As our technology is the basis for approximately one-half of the world's operating plants, we are well-positioned for the proposed Saudi venture," Galm concluded.



*Randy Galm, Vice President, Business and Project Development for Westinghouse*

