



Minister for  
International Trade

Ministre du  
Commerce extérieur

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# COMMUNIQUÉ

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BUTLER MANUFACTURING COMPANY (CANADA) LTD. LANDS CONTRACT  
IN JAMAICA WITH FINANCING SUPPORT FOR THE BUYER  
FROM THE EXPORT DEVELOPMENT CORPORATION

The Honourable Pat Carney, Minister for International Trade, announced today that Butler Manufacturing Company (Canada) Ltd., of Burlington, Ont., has sold equipment and services to the Urban Development Corporation, of Kingston, Jamaica, with financing support for the buyer provided by the Export Development Corporation (EDC). The EDC loan, which amounts to the US\$ equivalent of Cdn\$ 15.06 million, carries the guarantee of the Government of Jamaica.

The announcement of the sale follows a signing ceremony at Jamaica House, Kingston, in the presence of Jamaica's Prime Minister Seaga who signed the Government guarantee for the EDC loan. Signing the loan for the Urban Development Corporation was Ms. Gloria Knight, General Manager. Signing for Butler Manufacturing Company (Canada) Ltd. was Mr. Gary J. Woolgar, President. EDC's representative was Mr. Don Curtis, General Manager, Latin America Division. Also attending the ceremony were the Canadian High Commissioner to Jamaica, Mr. Robert Woolham and the First Secretary, Mr. Michael Whalen.

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The sale involves the supply of seventeen pre-engineered, steel buildings, totalling 1.02 million sq. ft., and consulting services for the Jamaica Emergency Factory Building Program. The value of the commercial contract for Butler is Cdn\$ 17.7 million.

The Jamaica Emergency Factory Building Program is partly a response to a Canadian government initiative, CARIBCAN, designed to assist in the development of Caribbean economies. Through its building program, the Government of Jamaica has undertaken the construction and leasing of factory space to encourage foreign firms to set up manufacturing activities in the country.

The commercially-priced EDC loan was authorized by the Cabinet under Canada Account, which is used for transactions considered to be in the national interest. The sale is expected to create 590 person-years of employment in Canada, and will result in spin-off contracts to large and small Canadian suppliers.

Butler Manufacturing Company (Canada) Ltd., established in 1956, is Canada's leading manufacturer of pre-engineered steel buildings.

The Urban Development Corporation, a state-owned agency, undertakes projects related to urban renewal and development in areas designated by the Government, in accordance with the country's development objectives.

EDC is a Canadian Crown corporation established to support Canada's export trade. EDC arranges medium- and long-term financing for foreign buyers of Canadian goods and services and also provides insurance and bank guarantee services to Canadian exporters.