

News Release

Communiqué

Minister for
International
Trade



Ministre du
Commerce
extérieur

No. 044

February 28, 1989.

NORTHERN TELECOM TO UPGRADE JAMAICA COMMUNICATIONS

BUYER USES FINANCING FROM EDC TO SUPPORT CONTRACT

International Trade Minister John C. Crosbie announced today that the government is supporting two sales of telecommunications equipment and services by Northern Telecom Canada Limited, (Mississauga, Ontario), to the Jamaica Telephone Company Limited by providing the buyer with up to Cdn. \$45.3 million in financing through the Export Development Corporation (EDC). The transactions are expected to generate approximately 1400 person-years of employment in Canada.

The export contracts call for Northern Telecom to complete two projects. The first is to provide equipment and services to upgrade and develop the communications network in the South Kingston area. The second involves providing services and equipment to initiate the improvement of communications service to the tourism industry situated along the north shore of Jamaica.

In making the announcement Mr. Crosbie noted that, "these sales, which combine Northern Telecom technology and experience with competitive financing from the EDC, will help preserve Canada's position as the dominant telecommunications supplier to Jamaica and in the Caribbean region, and will create employment throughout Canada's telecommunications industry".

The contracts for Northern Telecom will generate employment at Northern Telecom's plants in Ontario, Quebec, Manitoba, and Alberta. And up to 1,000 other companies, both large and small, will be involved in providing goods and services to Northern Telecom to support the sale.

The financing provided through EDC for these contracts is being provided in the form of loans to the Jamaica Telephone Company Limited, with the guarantee of the Government of Jamaica.

.../2

Export Development Corporation (EDC) is Canada's official export credit agency, responsible for providing export credit insurance, loans, guarantees, and other financial services to promote Canadian export trade.

Contact: Brendan Hawley
Corporate Communications
Export Development Corporation
Ottawa (613) 598-2902