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**587-** Nortel To Unveil Net Voice Gateway Abstracted from Interactive Week 06/17/96 Northern Telecom Inc is developing a gateway to funnel voice traffic between the Internet and the public telephone network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**585-** China - Canadian Telco In Jv With Lian Tong Abstracted from Telenews Asia 07/11/96 Bell Canada International will expand Unicom's mobile cellular networks under a \$30 mil first phase agreement (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**584-** THE U.K.'s TOP CABLE OPERATORS Abstracted from Cable World 06/24/96 Table lists top cable operators in UK including Nynex, TeleWest and others; numbers given for subscribers and households passed (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**582-** Bell To Test Speedier Standard Phone Line Abstracted from Globe & Mail 06/26/96 Bell Canada will test asynchronous digital subscriber line technology in Kanata, Ontario, and St. Bruno, Quebec (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**581-** Internet System Getting Northern Telecom Security Tool Abstracted from American Banker 06/27/96 Northern Telecom will provide security software for an Internet payment system that is nearing the testing stage in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**580-** Northern Telecom, Focused On Small To Mid-Sized Acquisitions Abstracted from Computergram International 07/24/96 Northern Telecom (Canada) to continue focusing on small- to mid-sized acquisitions to improve product portfolio (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**579-** Nortel to carriers: Get on the Internet Abstracted from Network World 07/08/96 Northern Telecom Inc has introduced Secure Public Dial, a new feature in its Raport Dialup Switch for carriers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**578-** New Tools Lighten Internet Load On Local Telcos Abstracted from Interactive Week 07/08/96 DSC, Northern Telecom and Premisys unveil new telephone switches designed to better handle Internet traffic (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**577-** Northern Telecom enters agreement with Motorola Inc Abstracted from RCR Radio Communications Report 07/29/96 Northern Telecom will resell Motorola's line of data frame relay access devices (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 576-** Nortel Boosts Access Line Abstracted from CommunicationsWeek 07/29/96 Northern Telecom will market Motorola's Vanguard frame relay access devices and has integrated them into its Magellan Access PAD (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 575-** Bce Abstracted from Globe & Mail 07/09/96 Bell Canada International will expand China United Telecommunications' mobile cellular networks in Shandong, China (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 574-** Bce Abstracted from Globe & Mail 07/10/96 Bell Canada International Inc has launched its GSM mobile cellular network in Yantai, China (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 573-** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 07/12/96 Many Western European countries are privatizing their telecommunication and other industries to reduce their deficits and meet 1999 European single currency criteria. Increasing competition and changed markets are among additional reasons for telecommunications privatization. Stocks in companies which have large markets in developing areas, or have competitive experience, are most likely to outperform the market. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.
- 572-** Northern Telecom Inc Abstracted from Network World 07/15/96 Northern Telecom to supply Univ of Massachusetts with its Magellan Passport 160 ATM switches and S/DMS TransportNode equipment (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 571-** Nortel Resells Motorola Frads Abstracted from CommunicationsWeek 08/05/96 Northern Telecom will resell Motorola's Vanguard FRADs (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 570-** Trio trims opto-laser packaging Abstracted from Electronic Engineering Times 08/05/96 Northern Telecom, Hitachi America and Lucent Technologies codeveloping new packaging for surface-mount lasers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 569-** Gen-Xers Clear New Career Paths Abstracted from Globe & Mail 07/15/96 Gen-Xers, or 18-to-34-year olds, prefer mid-sized firms, which offer more advancement opportunities and job satisfaction, vs large cos (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 568-** Chinese cellular joint venture in province of Shandong Abstracted from Asia Pacific Telecoms Analyst 08/05/96 China United Telecommunication to join in \$30 mil cellular joint-venture in the north-eastern province of Shandong with Bell Canada International (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 567-** Weather prediction for Bell Cablmedia in Britain Abstracted from Hollywood Reporter 08/06/96 Europe' Weather Network signed a distribution agreement with Bell Cablemedia, giving it carriage to 144,000 subscriber homes in the UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 565-** Northern Telecom Abstracted from Globe & Mail 07/18/96 Canadian Dept of Foreign Affairs and Intl chooses Northern Telecom technology for European center of global telecom network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**564-** Deutsche Telekom deal on Bell Cablemedia and Videotron delayed by C&W Abstracted from Telecom Markets 08/15/96 Entry into the UK of Deutsche Telekom is being delayed partly because of opposition by Cable and Wireless; Telekom in talks to take a stake of up to 30% in Bell Cablemedia (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**563-** Lucent, Nortel turn to FRAD vendors Abstracted from Network World 07/29/96 Lucent Technologies and Northern Telecom form resale agreements with FRAD vendors to promote voice over frame relay (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**562-** Illuminet, Nortel expand agreement to embrace GSM Abstracted from RCR Radio Communications Report 08/19/96 Illuminet and Northern Telecom expand their PCS equipment agreement to include Global System for Mobile communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**561-** INDIAN BRIEFS: Nortel Abstracted from Telenews Asia 08/22/96 Nortel to form new 100%-owned subsidiary, Northern Teleco India Pvt Ltd, to mfr its switch & transmission equipment in India (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**560-** IBM trusts Nortel for security Abstracted from Network World 08/05/96 IBM to use Northern Telecom Inc's Entrust security software in its electronic commerce products (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**559-** Weather Network Abstracted from Campaign 08/09/96 Weather Network and Bell Cablemedia have entered into cable distribution deal; cable channel will now be available in all Bell Cablemedia regions (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**558-** Nortel to Use QAM in ADSL Line Abstracted from CommunicationsWeek 09/02/96 Northern Telecom will use Quadrature Amplitude Modulation (QAM) chipsets from Broadcom in a new line of ADSL-based products (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**556-** Northern Telecom Abstracted from Globe & Mail 08/15/96 Northern Telecom signs \$16 mil (US) contract with Deluxe Corp. to help design, build and manage Deluxe's existing & future enterprise network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**555-** Nortel PCS prize Abstracted from Mobile Communications 09/05/96 Nortel wins repeat orders for supply of DCS- 1800 infrastructure to personal communications services operator BellSouth Mobility (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**554-** Northern Telecom, New Technology Building In Harlow, Essex Abstracted from Computergram International 09/06/96 Northern Telecom started construction of a new GBP20m technology building in Harlow, Essex (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**553-** Clear Chooses Nortel For In Upgrade Abstracted from Exchange Telecommunications Newsletter 09/06/96 Clear Communications (New Zealand) selected Nortel New Zealand to supply and support intelligent network hardware and software (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**552-** Building Cable Is Expensive Abstracted from Wall Street Journal Europe 08/17/96 International CableTel spent just under GBP1k per UK home to build its cable infrastructure through 3/31/96; the UK  
**9/20/2000**

average expenditure was just over GBP700/home (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**551-** Bell Canada Plans Rural Service Upgrade, Rate Hike 09/09/96 Abstracted from Newsbytes News Network 09/09/96 Bell Canada seeking regulatory approval to replace antiquated equipment in small towns and rural areas (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**550-** Northern Telecom Inc Abstracted from Network World 08/26/96 Northern Telecom Inc has released a new version of its electronic commerce security tool kit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**549-** ADSL: Not Just For Telcos Anymore Abstracted from Interactive Week 08/26/96 InterAccess is testing ADSL using copper lines it has leased from Ameritech; Westell's FlexCAP ADSL system will be used in demonstration (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**548-** Nortel's new ISP-friendly Internet Thruway reduces equipment costs Abstracted from Computer Reseller News 09/16/96 Northern Telecom Ltd offering package of networking equipment designed to minimize impact of Internet traffic on PSTN (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**546-** Nortel Federal Systems Abstracted from Department of Defense News Release 09/17/96 Nortel Federal Systems was awarded a \$9,500,000 contract covering 45 Digital Telephone Switches (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**544-** Bell Canada & NTN Ally For Interactive TV Abstracted from Newsbytes News Network 09/18/96 Bell Canada signs NTN Communications to be content provider for its upcoming interactive television trials (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**543-** Networking Roundup: Northern Telecom Expands Magellan Passport Frame Relay Abstracted from Newsbytes News Network 09/19/96 Northern Telecom expands frame relay service to include frame relay to ATM internetworking capabilities on its Magellan Passport ATM enterprise networking switch (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**542-** Net access for Bell Abstracted from Electronics Times 09/19/96 Bell CableMedia to announce plans for Internet access over its cable TV network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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- 539-** AirTouch Communications Abstracted from RCR Radio Communications Report 09/23/96 Northern Telecom is selected by AirTouch Communications to provide Code Division Multiple Access digital cellular network for metropolitan Denver (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 538-** Nortel Switch Is Enhanced Abstracted from CommunicationsWeek 09/23/96 Northern Telecom Inc has launched an enhanced Magellan Passport ATM switch (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 537-** Deutsche Telekom, BCM Seen Buying Videotron Stake Abstracted from Wall Street Journal Europe 09/03/96 UK firm Videotron Holdings will reportedly be 55% acquired by Bell Cablemedia and Deutsche Telekom for about \$500 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 536-** Nortel-Dasa To Launch Business Communications Via Satellite Abstracted from Financial Express 09/04/96 Nortel-Dasa plans to launch a TDMA-based VSAT system allowing unrestricted high-speed hubless communication between various company sites (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 534-** Bell Cablemedia Abstracted from Cable World 09/09/96 Bell Cablemedia's capital expenditures forecast to reach around UKPd240 mil (\$372 mil) in 1996 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 532-** Bell And Ibm Swapping Functions Abstracted from Globe & Mail 09/10/96 Bell Canada and IBM Canada will swap operations; IBM will handle data processing for Bell; Bell will run IBM's data communications networks (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 531-** BCE refocuses on games software Abstracted from Multimedia Business Analyst 10/02/96 BCE, which previously announced moved to toward software, now has 10 games under development, of which up to six are under negotiation for a potential multi-product licensing deal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 530-** Northern Telecom/gets contract Abstracted from Telecommunications News 09/15/96 Deluxe lets a \$16 mil contract to Northern Telecom to help design, construct, run and operate Deluxe's worldwide enterprise network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 529-** Opening Lines Abstracted from Wall Street Journal 09/16/96 US telcos entering Chinese market in hopes of profiting from the country's untapped market (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 528-** Ottawa To Get Nortel Security Software Abstracted from Globe & Mail 09/16/96 Ottawa will spend \$3.7 mil to buy data security software from Northern Telecom (Mississauga) in order to secure govt transactions over Internet (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**527-** Northern Telecom Ltd Abstracted from RCR Radio Communications Report 10/07/96 Telemig signs two contracts valued at \$95 mil to acquire Northern Telecom's cellular network infrastructure equipment (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**525-** Nortel ATM switch add-on may displace carrier VPNs Abstracted from Network World 09/23/96 Northern Telecom rolling out ATM backbone switch upgrade that would allow users to use the switch as an alternative to VPNs (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**520-** Order Book Abstracted from Electronics Times 10/17/96 Northern Telecom gets order valued at \$150 mil from Ionica to provide fixed radio-access telecoms network equip and services, UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**519-** Ionica branches out Abstracted from CommunicationsWeek International 10/21/96 Ionica places order worth \$150 mil for fixed radio access equipment from Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**518-** Copper's comeback bid Abstracted from Cable Business International 10/96 Bell Canada conducting 150 home ADSL trial to finish by end-1996 with commercial launch set for 1997 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**516-** Massive merger has BT in its sights Abstracted from Electronics Times 10/24/96 In a complex deal, Nynex, Bell Canada International, Videotron, and the Mercury Communications subsidiary of Cable & Wireless will merge into one company, Cable & Wireless Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**515-** Four Uk Carriers Merge Into C&W Controlled Entity Abstracted from Exchange Telecommunications Newsletter 10/25/96 Cable & Wireless Communications will be formed from merger of Mercury, Nynex Cablecomms, Bell Cablemedia, and [Videotron](#) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**514-** Merger Creates New Top U.K. MSO Abstracted from Multichannel News 10/28/96 Nynex CableComms has merger with Mercury Communications Ltd, Videotron, and Bell Cablemedia plc creating the largest cable operator in the UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**513-** Bell Mobility Signs Cordless Deals Abstracted from Globe & Mail 10/08/96 Bell Mobility signs contracts worth nearly \$200 mil with Sony of Canada and Oki Telecom Inc for cordless phones for cellular and PCS networks (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**512-** Nortel Wins Hk Deal Abstracted from Globe & Mail 10/11/96 Northern Telecom (Ontario) gets \$55 mil (US) contract from Mandarin Communications for wireless telephone system (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**511-** Nynex Cablecomms Moves Out Of Interactive Television Arena, Blames "Inertia Of Market" Abstracted from Computergram International 11/01/96 Nynex CableComms to drop the interactive television trial that it announced in conjunction with Bell CableMedia and TeleWest Communications for Surrey in the UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**510-** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 10/11/96 L.M. Ericsson Telemateriel A.B. is probably the best and safest foreign telecommunications equipment company for investment purposes although competition may hurt Ericsson's domination of the foreign cellular telephone market. However, Scandinavian countries has responded to cellular phones far more than other European countries. Examination of whether foreign telecommunications equipment companies do the majority of their business with developing or already developed nations can be significant as developing countries offer the greatest possibility for future growth. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**509-** Northern Telecom Ltd. Abstracted from Wall Street Journal Europe 10/12/96 Ionica, public phone operator, lets USD150mil worth of contracts to Northern Telecom for fixed radio-access telecoms svcs & equip (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**508-** Bell Canada And Its Partner Tata Sons & Co Have Launched A Cellular Network In Andhra Pradesh Abstracted from Computergram International 11/05/96 Bell Canada Intl and Tata Sons & Co launch their cellular telephone network in Andhra Pradesh under the name Tata Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**507-** Northern Telecom System Chosen for Wireless Service Abstracted from Wall Street Journal 10/16/96 In the first alliance between AT&T and Northern Telecom, AT&T will use Nortel's Companion Microcellular System in its new PCS digital-wireless service (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**506-** At&T Wireless To Sell Nortel Service Abstracted from Globe & Mail 10/16/96 AT&T Wireless Services will sell "in-building" Companion wireless phone system of Northern Telecom Ltd (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**505-** Northern Telecom Wins British Contract Abstracted from Globe & Mail 10/16/96 Northern Telecom gets 5-yr, \$100 mil (US) deal to supply Bell Cablemedia (UK) with synchronous digital hierarchy equip and support services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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- 503-** Bell Canada Launches Interactive Screen Phone, Services Abstracted from Computergram International 11/11/96 Bell Canada Ltd introduced an interactive screen-based phone which provides access to multi-faceted information services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 499-** Northern Telecom Ltd Abstracted from RCR Radio Communications Report 11/11/96 Northern Telecom will provide Mandarin Communications with a complete Digital Cellular System 1800 network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 498- Videotron Deal** Said Near Abstracted from Wall Street Journal 10/22/96 Bell Cablemedia and Deutsche Telekom plan to jointly acquire 57% stake in Videotron Holdings from Videotron (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 497-** Cable and Wireless Plans Service Venture Abstracted from New York Times 10/23/96 Cable & Wireless Communications will be jointly formed by Cable & Wireless, Bell Canada International and Nynex Corp to provide telecoms service in the UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 496-** Phone Alliance May Rival Banks in Electronic Cash Abstracted from American Banker 10/23/96 US West Communications and others jointly forming the Global Chipcard Alliance to create worldwide tandards for smart phone cards (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 495-** Cable & Wireless, Bell Canada Units To Merge With Nynex's U.K. Cable Firm Abstracted from Wall Street Journal 10/23/96 Nynex to jointly form Cable & Wireless Communications, long-distance, entertainment and data services company, in the UK with two other firms (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 494-** British Telecom Giant Formed Abstracted from Globe & Mail 10/23/96 Bell Cablemedia PLC will buy shrs of Videotron Holdings PLC it doesn't own; merger will result in new firm, Cable & Wireless Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 493-** Videotron Gains \$590-Million In Sale Of British Cable Stake Abstracted from Globe & Mail 10/23/96 Groupe Videotron Ltee will gain \$590 mil from \$825 mil sale of 56% interest in Videotron Holdings PLC to Bell Cablemedia PLC (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 492-** Nortel lands UK telecom supply deal Abstracted from Computing 10/24/96 Northern Telecom wins 5-yr, \$100 mil contract from Bell Cablemedia for support services and advanced technology for phone services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 491-** New digital mobile Abstracted from Australian Financial Review 10/25/96 Nortel Australia introduces its 2nd digital mobile phone in Australia, its 2nd; phone features fax and data capabilities (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 490-** Cable and Wireless PLC Abstracted from Interactive Week 10/28/96 Cable & Wireless PLC, Nynex Corp and Bell Canada International to merge their UK operations into new company (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 489-** Mega-Merger in U.K. Cable Sends Message to Bt, BskyB Abstracted from Cable World 10/28/96 Cable & Wireless' Mercury Communications telephony division has been merged with Nynex CableComms PLC, Bell Cablemedia and Videotron Holdings PLC in the UK (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 488-** Northern Telecom Abstracted from Globe & Mail 10/28/96 Northern Telecom gets one-year \$45 mil (US) contract to supply complete radio infrastructure equipment to SlovTel GSM (Slovakia) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 487-** Nortel Sells Entrust To U.S. Firm Abstracted from Globe & Mail 10/30/96 Nyce Corp (Woodcliff Lake, NJ) has acquired the Entrust network security software of Northern Telecom Ltd (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 486-** For cable channels, it's all about distribution Abstracted from Campaign Report Television 11/01/96 UK households having cable total 1.7 mil units; the Weather Channel has spent UKPd2.5 mil in Birmingham (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 485-** Nortel installs optic telecommunication loop Abstracted from Vietnam Investment Review 11/04/96 Canada's Northern Telecom installs 3,000 km optical communications network for Vietnam (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 484-** Resourcecan Abstracted from Globe & Mail 11/06/96 ResourceCan Ltd buys 55% stake in mobile satellite group, including 50% of IDB Mobile Communications & 100% of New-East Wireless Technologies (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 483-** Northern Telecom Acquires Agl Systems Abstracted from Globe & Mail 11/11/96 Northern Telecom Ltd (Mississauga) buys assets of AGL Systems Inc (Pasadena, CA), developer of telecommunications software (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 481-** Nortel's system gets messaging Abstracted from RCR Radio Communications Report 12/02/96 Northern Telecom adds fax messaging and voice mail applications to its Norstar-PLUS system (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 480-** Nortel Software To Secure Net Dealings Abstracted from Globe & Mail 11/12/96 Nortel Secure Networks has launched a software to secure electronic transaction on the World Wide Web (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 479-** India - Nortel Manufacturing Base For Telecom Equipment Abstracted from Newsbytes News Network 12/03/96 Northern Telecom Ltd has finalized plans to invest US\$45 million in India over the next three years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 478-** GPC picks up phone contract Abstracted from Australian Financial Review 11/14/96 Nortel (Australia) awards a A\$30 mil contract to General Power Controls for the production of Meridian Business Sets,

business phones, under license (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**476-** Bell Canada Gets Okay For Service Upgrade, Rate Hike Abstracted from Newsbytes News Network 12/05/96 Bell Canada receives regulatory approval to replace old equipment serving about 490,000 customers in rural areas and medium-sized communities (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**475-** Sprint PCS blames hold-up on software Abstracted from RCR Radio Communications Report 12/09/96 Sprint PCS will have to postpone the launch of personal communications service in some markets by the end of 1996 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**474-** Microcell intros PCS in Canada Abstracted from RCR Radio Communications Report 12/09/96 Microcell Telecommunications Inc has launched its personal communications services network in Montreal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**473-** Baltel Ltd Abstracted from RCR Radio Communications Report 12/09/96 Baltel Inc let a \$23.5 mil contract for infrastructure equipment for its Global System for Mobile communications network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**472-** NORTEL TO INVEST Rs162 CR IN INDIAN TELECOM NETWORKS Abstracted from Economic Times 11/21/96 Northern Telecom plans 3-stage, 3-year investment of Rs162 crore in India through Northern Telecom India Pvt Ltd (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**468-** Nortel's Smith On Switched Virtual Circuits Abstracted from Interactive Week 11/25/96 Director of broadband interactive business management at Northern Telecom predicts wide use of Digital Subscriber Line services by 1998 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**467-** Lenders Syndicating \$1B Northern Telecom Deal Abstracted from Bank Loan Report 12/16/96 Northern Telecom is offering a \$1.3bil vendor credit facility with Sprint Spectrum, which will market personal communications services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**464-** Atm Market Forces Abstracted from Network News 11/27/96 European ATM market for switches & associated equip was worth slightly over USDlr50mil in 1995 & should rise more than two-fold in 1996 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**448-** Nortel software slows Spring PCS Abstracted from Network World 12/16/96 Sprint PCS' planned Code Division Multiple Access-based PCS service for 15 to 20 cities by the end of 1996 has been cut to between 5 and 10 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**443-** Bell Mobility Abstracted from Globe & Mail 12/17/96 Northern Telecom will supply equipment for Bell Mobility's cellular and personal communications network in \$400 mil contract (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**440-** CableTel Sues Over Videotron Acquisition Abstracted from Mergers & Acquisitions Report 01/13/97 International CableTel claims Le Groupe Videotron broke exclusive agreement over sale of the latter's

British cable property in newly filed lawsuit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**438-** Northern Telecom Paying \$45 Million For Telrad Stake Abstracted from New York Times 12/24/96 Northern Telecom (Canada) will acquire a 20% stake in Telrad, telecoms equipment subsid of Koor Industries (Israel), for \$45 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**436-** A Battle of Manufacturers in Wireless Telephones Abstracted from New York Times 12/30/96 Lucent Technologies, Northern Telecom getting ready to enter the wireless telephone marketplace that is dominated by Motorola, Nokia (Finland) and Ericsson (Sweden) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**431-** Nortel spins out Entrust Abstracted from Network World 01/06/97 Northern Telecom Inc spins off Entrust Technologies Inc, maker of Entrust encryption software (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**430-** Bear, Stearns bullish on Magellan switches Abstracted from Network World 01/06/97 Investment banking firm Bear Stearns & Co installs 24 Magellan Passport enterprise network switches from Northern Telecom Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**429-** Nortel Clinches Thai Deal Abstracted from Wireless Week 01/27/97 Northern Telecom has \$200 mil agreement with Wireless Communications Services; involves supplying networking equipment (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**427-** Thailand - Nortel Cracks Thai Market Abstracted from Telenews Asia 01/29/97 Nortel will establish a regional base for wireless operations in Thailand after winning a \$195.3 mil contract there (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**426-** Northern Telecom Makes Circuit Boards Without Lead 01/30/97 Abstracted from Newsbytes News Network 01/30/97 Northern Telecom Ltd (Canada) demonstrated process to make printed circuit boards without lead, using tin/copper alloy solder (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**425-** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 01/10/97 The agreement to acquire MCI Communications by British Telecommunications may likely be one of the century's largest mergers. Removal of protectionist provisions in Britain and elsewhere may be one result, as well as more consolidation in the future. Telecommunications companies in Japan, Italy, and Germany are also realizing the necessity of global competition. Foreign companies with American telephone ventures are the best investment risk. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**424-** Northern Telecom Inc Abstracted from Interactive Week 01/13/97 Secure Networks security software unit to spin off as separate subsidiary (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**420-** Nortel & Univ Of Toronto Announce Telecom Center Abstracted from Newsbytes News Network 02/05/97 Northern Telecom and the University of Toronto set up the Nortel Institute for Telecommunications; Northern Telecom to contribute average of Can\$1 mil/yr for the next eight years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**419-** CIBC, Northern Telecom To Jointly Fund Research Abstracted from American Banker 01/17/97 Northern Telecom and Canadian Imperial Bank of Commerce have joined forces to develop electronic commerce products (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**418-** Bce Buys Minority Stake In Sun Abstracted from Globe & Mail 01/18/97 BCE Inc (Montreal) buys 10.3% minority interest in Sun Media (Toronto) for \$15 mil and 40% of Canoe, Sun's new electronic media unit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**417-** BCE buys minority stake in Sun. Abstracted from Globe & Mail (Toronto, Canada) 01/18/97 Sun Media Inc. (Toronto, Canada) has sold a 10.3% minority interest in the firm and a 40% stake in Canoe, its new electronic media arm, to BCE Inc. (Montreal, Canada). Under the deal, BCE is paying C\$15 million for its interest in Sun Media and C\$1.75 million for its stake in Canoe. The acquisitions are of crucial importance to BCE, enabling it to re-enter the media business. Sun Media is a privately-held holding company that

operates Sun Media Corp., the third-biggest newspaper chain in Canada. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**416-** Beyond Card Calling Abstracted from Card Fax 02/13/97 Northern Telecom Ltd has installed more than 120,000 of its Millenium pay phones that accept chip and other payment cards in North America (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**413-** Canadian carrier to launch CDMA Abstracted from RCR Radio Communications Report 02/17/97 BC TEL Mobility plans to launch a digital 800 MHz service based on Code Division Multiple Access technology in British Columbia (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**412-** Spanish Telco & Nortel In Magellan Deal Abstracted from Newsbytes News Network 02/18/97 Northern Telecom signs deal with Telefonica Transmision de Datos for deployment of Nortel's Magellan Passport throughout the Spanish company's data network in that country (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**411-** Bce Profits Ranks It In Billion-Dollar Club Abstracted from Globe & Mail 01/28/97 BCE Inc (Montreal) has posted a profit of \$1.1-billion in 1996, rejoining other Canadian companies with more than \$1-billion profits (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**410-** Blue chips in the black; BCE earns \$1.15 billion. Abstracted from Gazette (Montreal, Canada) 01/28/97 BCE Inc. posted profits of \$1.5 billion in 1996 an increase that is almost 50% higher than in 1995. The telecommunications company attributes the rise to a strong performance by Northern Telecom in which it holds a 52% interest. Profits for the fourth quarter of \$429 million up from \$289 million in 95's fourth quarter. For 1996 BCE posted revenue of 428.2 billion, up from \$24.6 billion in 95. Profits of \$1.15 billion or \$3.40 per share, up from \$782 million or \$2.23 a share in 1995. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**409-** Northern Telecom Considering Spinning Off Non-Core Businesses Abstracted from Computergram International 02/19/97 Northern Telecom is considering the sale or spin-off of certain non-core businesses into partly-owned subsidiaries (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**407-** Laying Down The Law Abstracted from Cable & Satellite Europe 02/97 International CableTel suing Le Groupe Videotron/Cable Road Investments for at least \$85 million, alleging it was misled during negotiations over the sale of Videotron Holdings (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**406-** Northern Telecom Gets \$143Mil Contract Abstracted from Newsbytes News Network 02/27/97 Northern Telecom inks a \$143 mil contract from BC Telecom unit to supply telecommunications products  
**9/20/2000**

and services over the next three years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**405-** Year's First Big Wireless Syndication Abstracted from American Banker 02/12/97 BankAmerica Corp will jointly underwrite a \$600 mil senior bank loan for Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**404-** Telecom Abstracted from Globe & Mail 02/13/97 Northern Telecom gets \$127 mil contract from Bell Canada for modernization that will provide digital Bell Canada switching network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**396-** Nortel Snags WorldCom Contract Abstracted from Newsbytes News Network 03/13/97 WorldCom awards Northern Telecom 18-mo contract worth over \$200 mil for long distance and international switching systems (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**387-** Bell raises return target. Abstracted from Gazette (Montreal, Canada) 02/27/97 BCE Inc.'s (Montreal, Canada) unit, Bell Canada, has announced plans to raise its over-all return on equity from 9.8% in 1996 to 11.7% in 1997. Bell Canada also said it wants to increase its net income available to common shares to C\$850 million from 1996's C\$714 million. Bell Canada also plans to upgrade its information technology and information service to serve customers better. Other plans include improvement in its Internet's Canadian content, multi-media and screen-based telephone services and the introduction of a technology called ADSL. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**386-** Tele-Direct Told To Stop Discriminating Against Ad Consultants Abstracted from Globe & Mail 02/28/97 Tele-Direct (Publications) is ordered to stop practice of discrimination vs independent directory advertising consultants (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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- 381-** Correction - Nortel Steps Toward ISDN For Rural Phone Subscribers Abstracted from Newsbytes News Network 03/26/97 Story about Nortel's rural ISDN plans, published by Newsbytes March 24, incorrectly referred to Northern Telecom's DMS-100 switch (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 380-** UK cable companies select GI for digital set-top boxes Abstracted from Multimedia Business Analyst 03/26/97 TeleWest, Bell Cablemedia and Nynex CableComms have signed up General Instrument of the US as an initial supplier of digital set-top boxes and transmission equipment (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 379-** Telecom Abstracted from Globe & Mail 03/06/97 Northern Telecom will exclusively supply NPI Wireless (Michigan) with 1900 MHz PCS network infrastructure equipment for \$20 mil over three years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 378-** CWC looks to bundling approach to boost its performance Abstracted from Telecom Markets 03/27/97 Cable & Wireless Communications will offer business & residential customers bundled packages such as CATV, fixed & mobile telephony, Internet & on-line services, Intranet services & data services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 377-** Nortel Bank Loan Exceeds Expectations Abstracted from American Banker 03/07/97 BankAmerica is one of 4 banks that has secured over \$300 mil in commitments for \$600 mil worth of financing for Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 376-** Nortel Offers Science & Technology Career Package 03/31/97 Abstracted from Newsbytes News Network 03/31/97 Northern Telecom is offering schools the multimedia package Nortel InSites that the company says will encourage kids to pursue high-tech careers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 375-** Northern Telecom aims for USD1.2b sales in Asia in 3-4 years Abstracted from Singapore Business Times 03/11/97 Northern Telecom expects sales in Asia to account for \$2 bil, or 10+%, of its total sales by the year 2001 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 374-** Nortel Inks Titus Telecoms Deal Abstracted from Newsbytes News Network 04/03/97 Northern Telecom Japan signs a five-year agreement to supply telecommunications systems to Titus Communications for cable telephony service (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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- 372-** U.K. MSOs Team Up on Set-Tops Abstracted from Cable World 03/17/97 TeleWest Communications PLC, Nynex CableComms and Bell CableMedia have placed their first order for a common digital set-top box from General Instrument Corp (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
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**370-** C&W On Schedule To Float Abstracted from Cable & Satellite Express 04/10/97 Cable & Wireless Communications' (CWC) is 'on schedule' to float on the London stock exchange by the end of 4/97 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**369-** Northern Telecom Sells Marketing Units To WilTel Abstracted from Newsbytes News Network 04/11/97 Northern Telecom Ltd to sell its TTS Meridian Systems and Nortel Communications Systems units to Williams Communications Group (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

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**366-** Northern Telecom Japan To Supply Telecoms Systems To Titus Abstracted from Computergram International 04/18/97 Northern Telecom Japan to supply telecommunications systems to Titus Communications for cable telephony service; Titus to use DMS-100 & DMS-10 digital switches & Cornerstone Voice system (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**365-** WilTel in line to take over more Nortel distribution responsibility Abstracted from Network World 03/31/97 Williams Telecommunications Systems (WilTel) may buy Nortel Communications Systems (NCS) from Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**364-** Nortel, Omnipoint ink handset deal Abstracted from RCR Radio Communications Report 04/21/97 Northern Telecom has 3 yr agreement with Omnipoint for Nortel's wireless handsets (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**363-** Nortel to expand Chinese network Abstracted from RCR Radio Communications Report 04/21/97 Northern Telecom is let pact to expand Shaanxi Provincial Telecommunication's Global System for Mobile cellular network; pact valued at \$22 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**362-** Bell Mobility Offering AirFree Service Abstracted from Wireless Week 04/21/97 Bell Mobility launches AirFree, a new service similar to toll-free calling (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**361-** CWC comes up trumps Abstracted from Cable & Satellite Europe 04/97 Cable & Wireless Communications (CWC) may be formed by Cable & Wireless, Nynex and Bell Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**360-** Sprint Bails Out of Taiwan Mobile Market Abstracted from Newsbytes News Network 04/23/97 Bell Canada enters the Taiwan telecom market, taking the place of Sprint after the collapse of its ill-fated alliance with the Koo family (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**359-** Florida Power Perseveres Abstracted from Network World 04/07/97 Florida Power & Light Co completes statewide ATM backbone (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**358-** Northern Telecom Ltd. Abstracted from Globe & Mail 04/09/97 Northern Telecom gets contract worth up to \$145 mil (US) to provide wireless communications equipment & services to ScottishTelecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**357-** Northern Telecom And Williams Create New Company Abstracted from New York Times 04/11/97 Northern Telecom and Williams Communications Group form Wiltel Communications to sell and maintain telecom and networking gear (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**356-** Nortel In Deal With U.S. Firm Abstracted from Globe & Mail 04/11/97 Williams Communications Group and 2 Northern Telecom Ltd North American distributors of telephone equipment have merged (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**355-** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 04/11/97 American and British telecommunications companies are expected to benefit most by the February, 1997 decision of the World Trade Organization to open up and liberalize the global telecommunications market in 68 countries on January 1, 1998. Many U.S. and British telecommunication companies have already experienced long-distance telephone competition and lowering of rates, have acquired stakes or acquisitions in foreign companies and have developed marketing plans. Niche operators and companies with high growth potential should be able to participate in the \$600 billion market expected by the year 2000. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**354-** Japanese Cable Telephony Abstracted from Cable World 04/14/97 Northern Telecom Japan Inc and Arris Interactive to supply cable-telephony equipment to Japan's Titus Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**353-** Williams Communications Group Inc. Abstracted from Interactive Week 04/14/97 WilTel Communications LLC formed as joint venture of Williams Communications Group and Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**352-** Northern Opens Global Headquarters 05/05/97 Abstracted from Newsbytes News Network 05/05/97 Northern Telecom has opened its new global headquarters in Brampton, ON, in one of its old production facilities (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**351-** Telesp investe US\$29 milhoes Abstracted from Jornal do Comercio 04/15/97 Telesp will purchase US\$29mil worth of telecoms networking equipment from Northern Telecom Synchronous Digital Hierarchy (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**350-** Telecom Abstracted from Globe & Mail 04/15/97 Telecomunicacoes de Sao Paulo SA (Brazil) will buy synchronous digital hierarchy technology network from Northern Telecom Ltd (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**349-** Northern Telecom Has Partners To Help It Transform Standard Personal Computer Networks Into Power Networks Abstracted from Computergram International 05/08/97 Northern Telecom believes it will transform standard computer networks into an integrated multimedia Power Network, with the help of a number newly announced strategic partnerships (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**348-** Williams Communications Group Inc. Abstracted from Interactive Week 04/21/97 Williams Communications Group Inc will be a new sales distribution channel for the customer premises equipment of Northern Telecom (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**347-** Next Nortel Chief To Roam Wider Circuits Abstracted from Globe & Mail 04/21/97 New Northern Telecom Ltd CEO John Roth is planning to steer the telecom equipment maker into every high-growth area of telecommunications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**346-** Nortel Plunges Into Enterprise Market Abstracted from Information Week 05/12/97 Northern Telecom launching the Power Networks package of Nortel and 3rd-party products for end-to-end networking (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**345-** Pen-based Unit Slated For 1998 Abstracted from Wireless Week 05/12/97 Northern Telecom Inc and Communication Intelligence Corp are developing a new line of personal communications services phones (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**344-** Bell Canada, Telus get OK Abstracted from Hollywood Reporter 05/13/97 Bell Canada and Telus Corp granted permission to conduct major video trials (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**343-** Bell To Build Giant Canadian R&D Lab Abstracted from Globe & Mail 04/25/97 Bell Canada will open its own software research and development lab within six weeks (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**342-** Northern Telecom Launches Power Networks Abstracted from Newsbytes News Network 05/19/97 Northern Telecom has introduced Power Networks, which provides multimedia networking capability, and Internet and intranet access (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**341-** Telecom Roundup - ViaSat, Nortel Team For Sat Comms Abstracted from Newsbytes News Network 05/20/97 ViaSat, Northern Telecom have signed "teaming agreement" to jointly pursue fixed site and direct-to-home rural satellite telephony network opportunities (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**340-** Ascom will mit Nortel Dasa zusammenarbeiten Abstracted from Nachrichtentechnische Zeitschrift 05/97 Ascom will market and maintain Meridian telecommunications systems in a distribution deal with Nortel Dasa (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**339-** Chomp! Abstracted from Canadian Business 05/97 BCE Inc. has been rejuvenated since the arrival of CFO-turned-President Ron Osborne in 1994. In fact, profits increased from \$782 M in 1995 to \$1.15 B in 1996. It presently dominates the telecommunications industry and is expected to compete in the future against cable television companies. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**338- Chomp! Abstracted from Canadian Business 05/01/97**

**Canadian telecommunications giant BCE Inc. has become a leaner, more nimble company under the guidance of president Ron Osborne. The \$28 billion a year firm is a holding company created to reinvest the profits from Bell Canada in 1983. Under Osborne, the company has recovered from a disastrous early spending spree, earning \$1.15 billion in 1996, compared to \$782 million in 1995. The company has plans for international expansion and hopes to enter the cable television market when regulators allow it. The Canadian telecommunications industry, BCE's history and Ron Osborne's personal style and views are discussed.(c)Copyright 1996-1999, Gale Group, All Rights Reserved.**

**337** BCE pins profit hopes on CRTC. Abstracted from Globe & Mail (Toronto, Canada) 05/01/97 BCE inc., has warned shareholders that its future is under threat, if Canadian regulators deregulate the local phone industry in the same manner as the US industry. US phone companies have been forced to sell access to competitors at a 35% discount. BCE claims that rules such as this will jeopardize the company, which  
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already loses \$1 million annually in providing basic discounted phone service to rural areas. BCE fears that this practice must stop, as competitors will naturally attack higher revenue business and value added services. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**336** BCE warns of competition cost. Abstracted from Gazette (Montreal, Canada) 05/01/97 BCE Inc., parent of Bell Canada, has warned that the company will cease investing in the Canadian telephone infrastructure, if deregulation forces Bell Canada to provide access to competitors, at a loss. The company already operates at a losses in its rural areas, making up the costs through business and value added services. BCE and Bell's chief executives both believe that competitors will automatically attack the more lucrative segments of Bell's market, causing Bell more losses in its rural markets. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**335** Telegraph benefits from record run of ads on polling day Abstracted from Campaign 05/02/97 Northern Telecom has bought six pages of appointment ads in the Daily Telegraph, UK newspaper (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**334** Communications Intelligence Corp. Abstracted from Interactive Week 05/05/97 Communications Intelligence and Northern Telecom are jointly developing communications protocols and integrating key pen input technologies (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**333** Nortel offers branch offices a new ATM switch option Abstracted from Network World 05/05/97 Northern Telecom to unveil the Magellan Passport Model 30, a new low-cost ATM switch (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**332** NorTel Japan to Market Local-Format SDH Transmitter Abstracted from Dempa Shimbun 05/05/97 Northern Telecom Japan will begin use of four types of Japanese-format NorTel S/DMS transport note machines (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**331-** Bell Canada investe no Brasil Abstracted from Gazeta Mercantil 05/06/97 Bell Canada International is a partner in a consortium bidding for the concession of cellular services in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**330** Bell, Telus Get Green Light For Broadcast Trials Abstracted from Globe & Mail 05/09/97 CRTC permitted Bell Canada and Telus Corp to conduct market trials to test the delivery of broadcast services for the next two years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**329** Wireless car fare available in Canada Abstracted from RCR Radio Communications Report 06/02/97 Bell Mobility and Taxi Laurier Ste-Foy have introduced in-vehicle mobile Scotiabank point-of-sale terminals (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**328-** Qwest Signs Up Northern Telecom As Supplier of Gear Abstracted from Wall Street Journal 05/13/97 Qwest Communications signs Northern Telecom to supply its advanced electronic gear in preparation for Qwest's high-speed nationwide network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**327** Bell Canada To Sell Stake In Tata Teleservices To Aig Abstracted from Business Standard 05/15/97 Bell Canada decides to divest part of its 39% stake in telecom license holder Tata Teleservices in favor of American International Group (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**326** Qwest Throws Hat Into Long-Distance Ring Abstracted from Interactive Week 05/19/97 Qwest Communications Inc constructing its fiber-optic cable network in the West (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**325** Qualcomm enters handset contract Abstracted from RCR Radio Communications Report 06/09/97  
Qualcomm won a contract to supply Code Division Multiple Access digital handsets to Bell Mobility  
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**324** Bell Canada sets up multimedia prod'n fund Abstracted from Hollywood Reporter 06/17/97  
Bell Canada established a Can\$12 mil production fund to support the creation of multimedia product by  
independent producers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**323** Made to Order Abstracted from American Demographics Marketing Tools Supplement 06/97  
Moore Corp Ltd and KPN are jointly providing customized catalogs of products with specific features and prices  
upon request (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**322** Erste Tranche an Nokia und Nortel Abstracted from Handelsblatt 06/05/97  
Mobile phone network operator Viag Interkom will install 3,500 base stations from Nokia and Nortel Dasa by mid-1998  
(c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**321** Telecom Abstracted from Globe & Mail 06/05/97  
Americel SA consortium has obtained the first license to operate a mobile phone service in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc,  
All Rights Reserved.

**320** Nortel To Create 5,000 Jobs Abstracted from Globe & Mail 06/07/97  
Northern Telecom Ltd's planned four-year \$250-million expansion of its Bell-Northern Research Ltd unit will create 5,000 jobs (c)Copyright  
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**319** Canadian Carriers Choose Equipment Abstracted from Wireless Week 06/30/97  
PCS Wireless is awarded equipment contracts from Microcell Connexions and Bell Mobility; financial aspects undisclosed  
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**318** Telecom Abstracted from Globe & Mail 06/14/97  
Unit of Bell Canada International Inc (Montreal) has purchased a 52.12% equity stake in Canbras Communications Corp (c)Copyright 1994-1999, Responsive  
Database Services, Inc, All Rights Reserved.

**317** BOUYGUES TELECOM attribue un nouveau contrat d'extension Abstracted from Revue Hebdo  
Industries Electrique & Electronique 06/18/97  
Bouygues Telecom has awarded a FF750 mil contract to Nortel Matra Cellular for radio infrastructure (c)Copyright 1994-1999, Responsive Database Services, Inc,  
All Rights Reserved.

**316** Bci's Ipo Would Fund Expansion Abstracted from Globe & Mail 06/27/97  
Bell Canada International is planning to raise about \$350 mil in IPO to finance expansion into growing offshore telephone markets  
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**315** Bell Canada To Cut 2,200 More Jobs Abstracted from Newsbytes News Network 07/21/97  
BCE plans to layoff 2,200 more employees in the next 3.5 months (c)Copyright 1994-1999, Responsive Database  
Services, Inc, All Rights Reserved.

**314** Bell Mobility Launches One Rate Abstracted from Wireless Week 07/21/97  
Bell Mobility has launched a roaming rate that eliminates 100+ different rates determined by individual carriers contracts (c)Copyright  
1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**313** FLEX Paging For Canada's Northern Territories Abstracted from Newsbytes News Network 07/24/97  
Northwestel Mobility Inc to use Motorola Inc's FLEX technology to offer paging service to residents of  
Canada's far northern, rural areas (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights  
Reserved.

**312** Istar Internet Strikes Deal With Bell Abstracted from Globe & Mail 07/11/97 Istar Internet to switch its services to Bell's network for 18 mos in return for \$20 mil worth of non-interest convertible debentures (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**311** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 07/11/97

Deregulation in the foreign telecommunications industry is resulting in new opportunities and high profits for many companies. Competition has emerged in the telcom sector and its related businesses, such as cable TV. Canadian and Mexican telephone companies are attracting investors' attention due to new regulations and promising performances. An alliance between British Telecom/MCI and Telefonos de Espana has been formed in an effort to dominate the international call market. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**310** Bell Hangs Up On 2,200 More Jobs Abstracted from Globe & Mail 07/18/97 Bell Canada will cut 2,200 jobs in next 3 months; has already cut 10,000 jobs under 3-year restructuring program (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**309** BCE's Bell Canada Is Planning To Cut 2,200 Jobs Abstracted from New York Times 07/19/97 BCE Inc's Bell Canada to eliminate at least 2,000 jobs in management and administration by end of 9/97 in order to cut costs by \$100 mil/yr (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**308** Bell Canada Unit to Cut An Additional 2,200 Jobs Abstracted from Wall Street Journal 07/21/97 Bell Canada to cut 2,200 jobs within the next three months (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**307** MCI And Bell Canada Announce Cross-Border ATM Abstracted from Newsbytes News Network 08/12/97 Bell Canada and MCI Communications to let customers in the US and the Canadian provinces of Ontario and Quebec link their operations using cross-border ATM connections (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**306** BCE's 29% profit rise not enough for CEO. Abstracted from Globe & Mail (Toronto, Canada) 07/24/97 BCE Inc., a telecommunications company based in Montreal, Quebec, Canada, has announced Q2 1997 financial data. BCE reports revenue for Q2 1997 as C\$8.1 billion, up from C\$6.7 billion in Q2 1996. Even though BCE reports that Q2 1997 profits have increased 29% to 291 million Canadian dollars, CEO Lynton Wilson feels that performance could be better, especially at BCE subsidiary Bell Canada. Bell Canada reports revenue of C\$2.3 billion for Q2 1997, up from C\$2.1 billion for Q2 1996, and profit for Q2 1997 of C\$184 million, compared with C\$168 million for Q2 1996. Bell Canada plans to eliminate 2,200 jobs by November 1997, in addition to the previous plans to cut 10,000 jobs under a three-year plan announced in 1995, in an effort to cut costs and improve performance. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**305** Canada's No 2 provider falters Abstracted from Interactive Week 07/28/97 IStar Internet Inc is currently the No 2 Internet service provider in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**304** Bci Sets Share Offering In Motion Abstracted from Globe & Mail 08/01/97 Bell Canada International launches IPO by filing preliminary prospectus yesterday with Canadian and US securities regulators (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**303** MCI Teams with Bell Canada Abstracted from CommunicationsWeek 08/25/97 Companies to offer commercial ATM services between US and Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**302** Kanadier kommen gut bei neuen Telefonfirmen an Abstracted from Handelsblatt 08/09/97 Northern Telecom (Canada) and Daimler-Benz Aerospace share contract for mobile phones from Viag Interkom (Germany) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**301** MCI, Bell Canada Make A High-Speed Run For The Border Abstracted from America's Network 09/01/97 MCI and Bell Canada, two ATM service providers, are introducing commercial ATM-based services that run between the US and Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**300** Nortel Dasa To Supply Equipment To Viag Interkom Abstracted from Computergram International 09/02/97 Nortel Dasa will be supplying Viag Interkom with GSM 1800 base stations, DMS mobile switching systems, and related equipment (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**299** Netscape's bold groupware gambit Abstracted from Network World 08/18/97 IBM/Lotus had a 26% market share globally of new e-mail users globally in 1996, followed by 17% for Netscape Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**298** Bell Canada Repositions Abstracted from Telecom Markets 09/11/97 Bell Canada along with Netscape Communications will invest C\$100 million in a plan to build internet-based networks to carry the carrier's traffic (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**297** Small Nova Scotia Firm Is Taking On Bell Abstracted from Globe & Mail 09/02/97 InfoInteractive Inc accuses Bell Canada of illegally blocking its efforts to sell Internet Call Manager service (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**296** Bell Canada Trials Web, NVOD Abstracted from Multichannel News 09/29/97 Bell Canada has launched trials of its "Total Vision" cable and Internet-access service in London, ON, and Repentigny, QB (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**295** Bell Canada, Netscape Form a Partnership For Internet Services Abstracted from Wall Street Journal 09/10/97 Bell Canada and Netscape Communications Corp form strategic alliance to provide Internet-based services to businesses (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**294** Bell, Netscape In Software Venture Abstracted from Globe & Mail 09/10/97 Bell Canada and group led by Netscape Communications form joint venture to develop and sell Internet-based electronic commerce software (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**293** Bell Canada Launches Digital Broadcast Trials Abstracted from Newsbytes News Network 10/01/97 Bell Canada launched interactive digital broadcasting trials in London, Ontario, and in Repentigny, Quebec (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**292** BCE shakes up executive suit. Abstracted from Globe & Mail (Toronto, Canada) 09/25/97 BCE Inc. has appointed Jean Monty as its new president and chief operating officer, and replaced Bell Canada president John McLennan with Ron Osborne as part of its senior management reshuffling. As part of the move, BCE chairman and chief executive officer Lynton Wilson's chief executive title will be taken over by Mr. Monty on May 6, 1997. But Mr. Osborne's entry into the company is being questioned by industry analysts because he came from a cable company and may not be well informed about a telephone company. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**291** BCE Inc. names Monty its CEO as of next May. Abstracted from Wall Street Journal 09/25/97 BCE Inc., the largest telecommunications company in Canada, has named Jean C. Monty as its next CEO, succeeding L.R. Wilson in May 1998. Monty, CEO of 51% owned Northern Telecom Ltd., has been praised for turning around that company over five years. In the interim, Monty, 50, will succeed Ronald Osborne as BCE's president and COO. Wilson, 57, will resign his post in May but will stay on as chairman. BCE's choice of Monty can be explained by the company's involvement in a broadening range of telecom operations and international markets. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**290** BCE shuffles executives. Abstracted from Gazette (Montreal, Canada) 09/25/97 BCE Inc. (Montreal, Canada) has announced massive changes in its executive positions of the largest telecommunications company in Canada. The firm is currently undergoing a period of restructuring as it makes efforts to deal with a drastic decline in its share of long-distance market. The development may trigger another round of workforce reductions and saw the resignation of unit Bell Canada president and CEO John McLennan. Jean Monty was named BCE president and CEO as of October 1, 1997 to succeed Ronald Osborne, who will now operate Bell Canada. Monty will become the CEO L.R. Wilson, who will remain as chairman, steps down in May 1998. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**289** All's Not Well At Bell, Insiders Say Abstracted from Globe & Mail 09/26/97 Industry observers and employees of Bell Canada believe that company lags behind rivals despite spending over \$1 bil for internal transformation (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**288** Bell Canada launches TotalVision trials Abstracted from Broadcaster 10/97 Bell Canada begins Bell TotalVision interactive service trials in London and Repentigny, PQ, its first totally digital broadcast services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**287** Bell Canada Launches ADSL Service Abstracted from Newsbytes News Network 10/24/97 Bell Canada has launched an asynchronous digital subscriber line service in the Ottawa/Hull and Quebec City areas (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**286** BCI To Go Public Abstracted from Cable World 10/06/97 Bell Canada International Inc to launch IPO expected to raise Can\$405 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**285** Canadian Ads Hit The Airwaves Abstracted from Wireless Week 10/27/97 Canada's 4 wireless carriers have launched their digital services, now they are strongly advertising; only about 12% of Canadians have cellular phones (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**284** Bell Mobility Launches Pcs Phone Service Abstracted from Globe & Mail 10/08/97 BCE Mobile Communications' Bell Mobility unit launches "PCS Plus" personal communications service in Toronto, Montreal, Ottawa and Quebec (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**283** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 10/10/97 Joint ventures and global alliances have been flourishing in the foreign telecommunications industry as part of its response to market openings. There are also attractive long-term growth opportunities in the Asian and Latin American markets, compared to Europe and the US, with their low rates of fixed-line penetration. There are a number of stocks with three-to-five year growth potential in this industry, although few are timely in 1997. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**282** Selling The Next Wireless Wave Abstracted from Globe & Mail 10/11/97 Four Canadian firms are investing millions to push personal communications service; will spend estimated \$12 mil by end-1997 on TV, radio and print ads (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**281** Bci, Un Unit To Invest In Mexican Telco Abstracted from Globe & Mail 10/16/97 Bell Canada International and WorldTel Ltd invest in Telefonía Inalambrica Del Norte SA (Mexico), which will offer local telephone service using wireless technology (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**280** **BCE's profit soars 83%. Abstracted from Globe & Mail (Toronto, Canada) 10/23/97 BCE Inc. of Montreal, Canada, has reported a profit of C\$446 million for the third quarter of 1997, up 83% from the same period in 1996. The profit would allow the company to surpass the C\$1 billion profit mark in 1997. The company's profit for the first three quarters ended Sep. 30, 1997, fell just a little from the goal, reaching \$998 million from \$723 million in the same period in 1996. Profit for the period was boosted by a one-time gain of \$170 million from the initial public offering of its international venture arm, Bell Canada International Inc.** (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**279** Bell Canada Takes Stake In Digital Renaissance Abstracted from Newsbytes News Network 11/17/97 Bell Canada, the largest of Canada's regional phone companies, has bought a minority interest in the Toronto-based digital media company Digital Renaissance Inc. (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**278** Another Win For Alcatel ADSL Solution Abstracted from Advanced Television Markets 11/97 Bell Canada has selected Alcatel's end-to-end ADSL solution to provide high-speed Internet access, video and other data services to its customers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**277** Telecom Abstracted from Globe & Mail 11/06/97 Bell Canada awards two-year, \$111 mil contract to Northern Telecom Ltd (Brampton, Ontario) for network software and hardware upgrades (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**276** Bell Buys Piece Of Media Firm Abstracted from Globe & Mail 11/14/97 Bell Canada has reportedly paid \$2.5-million to acquire a stake in Digital Renaissance Inc. (Toronto) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**275** Bell Canada starts with bang in China Abstracted from RCR Radio Communications Report 12/08/97 Bell Canada International launches mobile cellular network in Jinan, the capital of Chinese province of Shandong (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**274** Bell To Launch Software Company Abstracted from Globe & Mail 11/22/97 Bell Canada and Genesys Telecommunications Laboratories will launch Connectivity, which will make and sell new computer programs for call centers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**273** Bell Canada Abstracted from Globe & Mail 11/25/97 Bell Canada and New Brunswick Telephone have launched Connectivity Managed Network Services, which will sell call center software (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**272** In Canada, Phone Industry Targets Cable Abstracted from Wall Street Journal 12/01/97 Canada: Major telephone companies are conducting limited tests of cable television & related services at households in Quebec, Ontario and Alberta (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**271** Telecom Abstracted from Globe & Mail 12/04/97 Bell Canada gets five-year, \$100-mil contract from Societe de telecommunications aeronautiques (Belgium) for communications services in the travel industry (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**270** Norway - Nortel Wins US\$60 Million European Network Deal Abstracted from Newsbytes News Network 01/02/98 Nortel wins \$60 mil contact from NetSystem International, a pan-European integrated fixed and mobile network operator; NetSystem's services to use Nortel hardware for its main switches (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**269** Bell Canada espera definicion de Metrocom Abstracted from El Diario 12/16/97 Bell Canada has been studying the Chilean market during the last 3 years, during which time it has maintained contracts with different operators (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**268** Bell Cuts Long-Distance Rates For Business An Average 25% Abstracted from Globe & Mail 12/17/97 Bell Canada will reduce its long-distance telephone rates for business customers in Ontario by an average of 25% starting on Jan 1 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**267- Where's Goldilocks?** Abstracted from Barron's 12/22/97 Analyst Julian Robertson believes that the recent market downturn is not extraordinary but is worried about how ordinary investors might react. Robert Wilson believes that the US and European markets offer good buys but is worried about the Asian crisis. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**266** Bell Canada To Sell Real Estate Abstracted from Newsbytes News Network 01/19/98 Bell Canada will sell 13 office buildings and one industrial plant to a property management firm and lease them back (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**265** Nortel: Helping Brazilians enrich their lives through telecommunications (advertising supplement) Abstracted from Latin Trade 01/98 Nortel Caribbean and Latin America (CALA) division (Sunrise, FL) serves 47 countries. Brazil offers good opportunities, especially in wireless communications, according to this advertising supplement (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**264** BCI Launches Mobile Service In Brasilia Abstracted from South America Report 01/98 The Americec consortium has launched commercial cellular services in Brasilia; Bell Canada International will invest \$72 mil this year and next in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**263** Bce In \$335.4-Million Deal With Cgi Abstracted from Globe & Mail 01/06/98 CGI Group Inc (Montreal) is acquiring BCE Inc's (Montreal) Bell Sygma unit as part of a \$335.4 mil deal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**262** BCE in \$335.4 million deal with CGI. Abstracted from Globe & Mail (Toronto, Canada) 01/06/98 BCE Inc. will increase its stake in CGI Group Inc., based in Montreal, Canada, after a C\$335.4 million deal which includes its Bell Sygma unit. BCE is selling its Bell Sygma unit to CGI for 8.6 million CGI shares valued at \$197.6 million. The deal also includes BCE buying CGI shares to boost its stake from 23% to 43% and increase its presence on the board by one to three out of 13. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**261** BCE ups stake in computer firm. Abstracted from Gazette (Montreal, Canada) 01/06/98 BCE Inc. is increasing its stake, from 24% to 43% in CGI Group Inc., a computer consulting company, through its purchase of C\$138 million worth of CGI shares from Teleglobe Inc. Under the deal, BCE also divested two divisions of its Bell Canada unit, Bell Sygma Telecom Solutions and Bell Sygma International to CGI, in exchange for C\$198 million worth of CGI shares. BCE has been given an option to increase its hold in CGI to 56% in the next six years. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**260** Bell Canada Fires Back With Flat Rate Calling Abstracted from Newsbytes News Network 01/29/98 Bell Canada has launched its First Rate plan that offers flat-rate calling on weekends and weekday evenings and cuts daytime rates for residential customers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**259** Pcs Eroding Cellphone Customer Base Abstracted from Globe & Mail 01/09/98 PCS is luring customers away from cellular phone providers in Canada; PCS provider Clearnet had signed up 95,000 digital customers as of end-1997 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**258** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 01/09/98 The majority of the European telecommunications industry's markets were opened to competition as of Jan 1, 1998, and most other markets worldwide will be competitive by the year 2000. The Latin American and Asian areas are still the emerging markets for long-term growth opportunities with their low rate of telecommunications penetration. However, there is uncertainty for investors through 2000-2002 from competition and the Asian economic crisis. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**257** Telecom Abstracted from Globe & Mail 01/10/98 Bell Canada International Inc's 39.8% owned Shandong Bell consortium launches mobile cellular service in Zibo, China, which has 4 mil residents (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**256** Safe in the arms of Ma Bell. Abstracted from Financial Post 01/10/98 BCE Inc. has agreed to increase its interest in CGI Group Inc. from 23% to 43% and merge its Sygma domestic and international data services unit into the latter. The deal, expected to be finished on June 30, 1998, would make information systems firm CGI the largest computer consulting, systems and outsourcing group in Canada. The completion of the agreement will increase the market capitalization of CGI to over C\$1.5 million and hike its order backlog by threefold to C\$4.5 billion. CGI will also see its revenue grow to more than C\$1 billion, 75% of which will come from developing and managing computer systems for corporations and the public sector. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**255** Big telcos back ADSL standard Abstracted from Telepath 02/02/98 A group of about 35 companies is developing a single "Splitterless" Asymmetric Digital Subscriber Line standard (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**254** BCE to take \$29-billion charge. Abstracted from Globe & Mail (Toronto, Canada) 01/14/98 BCE Inc., in one of the biggest writeoffs in Canada, will take a C\$2.9-billion extraordinary charge in its 1997 fourth quarter due to a change in accounting practices at its telephone company subsidiaries. Company officials said that the dividend payments and its cash flow will not be affected by the charge, which will effect a considerable loss for the fourth quarter of 1997. The accounting change reevaluated the capital assets at BCE phone firms and refers to the way depreciation costs are computed. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**253** BCE takes writedown: but the move is expected to boost its bottom line. Abstracted from Gazette (Montreal, Canada) 01/14/98 Bell Canada's parent company, BCE Inc. is writing down the value of its assets and changes its accounting methods while taking a \$2.9 billion fourth-quarter charge. BCE announced on Jan.13, 1998 that the company is shifting to general accounting practices and is abandoning the accounting practices regulated companies are utilizing. Ron Osborne, Bell's chief executive officer, stated that the company has studied its depreciation methods and will cut down the remaining asset lives to reflect the increasing market and technological changes happening in the telecommunications industry. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

- 252** Bell Canada to Sell Assets In \$524 Million Transaction Abstracted from Wall Street Journal 01/16/98 The commercial real-estate assets in Canada that belong to Bell Canada are to be bought by TrizecHahn Corp (Toronto, ON) for around Can\$750 mil (\$524 mil) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 251** TrizecHahn Snares Bell Canada Properties Abstracted from Globe & Mail 01/16/98 TrizecHahn Corp (Toronto) is acquiring Bell Canada's commercial real estate portfolio for more than \$750 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 250** Telecoms Lead Deal-Signing Parade Abstracted from Globe & Mail 01/17/98 Canadian telecommunications companies are at the vanguard of a group of 66 firms forging business agreements with companies in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 249** Ottawa University To Open Telecom Lab Abstracted from Newsbytes News Network 02/09/98 University of Ottawa and Bell Canada to announce joint research venture, with new Bell Canada Advanced Research Lab developing high-speed telecommunication transmission technology for Internet connections (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 248** BCE posts \$1.5-billion loss after taking onetime charge. Abstracted from Globe & Mail (Toronto, Canada) 01/29/98 BCE Inc., the Montreal, Canada-based telecommunications conglomerate, has reported a loss of C\$1.5 billion for 1997 after taking a onetime charge of C\$2.9 billion in the fourth quarter ended Dec. 31, 1997. BCE said that it is taking the unusually large charge due to a change in accounting practices at its telephone company subsidiaries. Before the charge, BCE reported profit of C\$1.41 billion, or C\$2.11 a share, for 1997. Despite the charge, however, BCE's dividend payments and cash flow are unaffected by the change in accounting practice. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.
- 247** BCE earns a non-bank record. Abstracted from Vancouver Sun (British Columbia, Canada) 01/29/98 BCE Inc., a telecommunications company, gained an unprecedented C\$1.4 billion in operating profits in 1997, the highest ever by a non-bank company. However, the company sustained a paper loss of C\$1.5 billion due to changes in accounting practices at its telephone company subsidiaries. Red Wilson, company chairman, said all its operating companies contributed to make 1997 a profitable year for BCE. Bell Canada, the country's biggest telephone company, delivered C\$852 million in consolidated net income in 1997. In 1997, BCE's total revenues rose by 18% to an unprecedented C\$33.2 billion. The 1997 results also include one-time gains of C\$123 million. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.
- 246** Bell's New Rates Undercut Rivals Abstracted from Globe & Mail 01/30/98 Bell Canada's new "First Rate" savings plan charges customers 10 cents for every minute of long-distance calls made on weekends and during the night (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 245** Cgi Acquisitions To Triple Revenue Abstracted from Globe & Mail 01/30/98 CGI Group will more than triple revenue due to purchase of Bell Sygma technology unit of Bell Canada for 8.6 mil CGI shares and Insurance Systems group of Teleglobe (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 244** Nortel Dasa Forscht Fuer Intelsat Abstracted from Computerwoche 02/06/98 Intelsat lets USDlr350k, 20-month contract to Nortel Dasa Network Systems to develop product & standards for broadband satellite communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 243** Star Telecom baut eigenes TK-Netz auf Abstracted from Computerwoche 02/06/98 Star Telecommunications Deutschland to invest over USDlr20mil to establish national voice network in Germany, in accordance with its Class 4 operator licence; Nortel Dasa, telecoms firm, gets contract to build the network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**242** Bell Canada Hopes Net Freebie Will Lure Business Customers Abstracted from Newsbytes News Network 02/27/98 Bell Canada offers business long-distance customers a year of free dial-up Internet access, or 6 mos of combined dial-up access & World Wide Web hosting services under its new Advantage Internet plan (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**241** Bell sues Jones over Internet service. Abstracted from Financial Post 02/07/98 Montreal, Quebec-based BCE Inc. is filing a lawsuit against Denver, CO-based Jones Intercable Inc. to prevent an Internet agreement whereby Jones Internet Channel will sell its service to Jones Intercable. BCE, which has a 30% stake in Jones Intercable, believes that the Internet agreement will be detrimental for Jones Intercable, which has suffered more than 45% in value losses since 1995. The lawsuit is added proof that BCE is dissatisfied with the performance of Jones Intercable. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**240** BCE president reaps \$5.8 million on Nortel. Abstracted from Vancouver Sun (British Columbia, Canada) 02/23/98 BCE Inc. president Jean Monty has realized a profit of C\$5.8 million by selling 135,000 shares of stock in subsidiary Northern Telecom Ltd. for C\$67 and C\$67.20 each. Monty, a former CEO of Nortel, used options to acquire 222,000 shares of Northern Telecom at C\$23.83 each and sold 135,000 shares on February 2, 1998. The move, which included a divestiture of 85,000 shares in what is described as a change of holdings, increased the gains of Monty on sales of Nortel shares to more than C\$13.5 million over the last 12 months. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**239** Bci Retreating From India Abstracted from Globe & Mail 02/28/98 Bell Canada International Inc is pulling out its investments in India and will focus its resources on Latin American markets (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**238** Nortel enterprise bid includes gigabit gear Abstracted from Network World 03/02/98 Nortel's new Enterprise Data Networks unit to focus on gigabit campus backbone products and wide-area ATM products as T-1 replacements (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**237** Bell Trips On India's Hang-Ups Abstracted from Globe & Mail 03/02/98 Tata Cellular has captured about 70% of the Indian cellular market, with 21,500 subscribers after 14 months of operation (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**236** Bell Pulls Out Of Jv, Says It Is Tired Of Constant `Struggle' Abstracted from Economic Times 03/02/98 Bell Canada International (BCI) plans to pull out of joint venture with the Tatas to provide basic telephone services in Andhra Pradesh (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**235** Line Between Bell & BCE To Blur, 200 Jobs To Go Abstracted from Newsbytes News Network 03/30/98 Separation between BCE Inc and its operating subsidiary Bell Canada to be largely removed in a reorganization that will eliminate about 200 jobs and redefine others (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**234-** Bell Canada buys stake in Hansol PCS Abstracted from RCR Radio Communications Report 04/13/98 Bell Canada International to purchase 29% of Hansol PCS for \$180 mil(c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**233** Internet Implications Abstracted from Cable World 04/13/98 Row between Bell Canada International and Jones Intercable Inc will impact Internet-access industry by clarifying role of Internet services and cable companies(c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**232** Trizechahn Withdraws Placement Abstracted from Globe & Mail 03/24/98 TrizecHahn withdraws \$550-mil private placement of first mortgage bonds; proceeds were intended to finance purchase of 13 office buildings and one industrial property from Bell Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**231** BCE boss got 12% salary hike in 1997. Abstracted from Globe & Mail (Toronto, Canada) 03/24/98 BCE Inc. Chairman and CEO Lynton (Red) Wilson received C\$975,000 in salary in 1997, up by 12% from C\$871,200 in 1996. The company attributed the increase in Wilson's compensation package to corporate performance and enhancement of shareholder value. Wilson, who exercised no stock options in 1997, also received 183,000 stock options, compared to the 67,308 options in 1996. A bonus of 25,401 share units equal in value to common shares worth C\$1.16 million, was also given to Wilson, aside from the share units worth C\$919,800. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**230** Telus puts BCE on hot seat. Abstracted from Gazette (Montreal, Canada) 03/25/98 BCE Inc.'s president, Jean Monty, must decide on whether to purchase Telus Corp. of Edmonton, Alberta, for C\$6 billion or not. The need for an immediate decision on the part of the Montreal, Quebec-based telecommunications firm was necessitated by Telus' announcement on Mar. 24, 1998, of "a possible business combination" with AT&T Corp. of the US. Monty is expected to either try to convince BCE's board of directors to take over Telus or face the possibility of being left out of Canada's fastest growing areas. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**229** Bell Canada Buys Stake in Cellular Firm Abstracted from Wall Street Journal 03/27/98 Bell Canada International purchased a 68.4% stake in Occidente & Caribe Celular, a cellular operator, for \$302.2 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**228** Bell Canada Buys Second Colombian Cellphone Firm Abstracted from Globe & Mail 03/27/98 Bell Canada International (Montreal) is acquiring 65% stake in Occidente y Caribe Celular Colombia (Occel) for \$302.3-mil (US) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**227** **BCE** said to be losing raison d'etre. Abstracted from Globe & Mail (Toronto, Canada) 03/28/98 **BCE, a telecommunications concern, plans to merge its corporate head office functions with those of Bell Canada, its utility division. Montreal, Canada-based BCE will integrate 150 of its head office workers with the 1,250 employees at Bell who work in legal, finance, corporate communication and human resource functions. It also intends to cut that merged corporate staff by 15%, slashing as many as 200 jobs. BCE was formed from a reorganization of Bell Canada in 1983 by then chairman and CEO A. Jean de Grandpre.** (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**226** BCE Inc. Abstracted from Wall Street Journal 03/30/98 BCE will cut around 200 jobs, eliminating overlap with its Bell Canada unit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**225** C&W Consolidates Properties Abstracted from Wireless Week 04/20/98 Cable & Wireless will sell its 22.3% share in cellular operator OCCEL to a subsidiary of Bell Canada International (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**224** Vendors Push Phase II Technology Abstracted from Wireless Week 04/20/98 Seven companies formed a test group to evaluate a handset-based enhanced 911 location technology (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**223** Bei der Entwicklung und Nutzung der Stromnetze Abstracted from Handelsblatt 04/01/98 Nortel-Dasa Network Systems signs agreement to develop power line telephony technology with EnBW Energie Baden-Wuerttemberg with the aim of offering services using the Digital Power-Line Technology developed (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**222** Bell Canada Plans National Data/Internet Company Abstracted from Newsbytes News Network 04/23/98 Bell Canada will establish national firm with its own network to provide high-speed data & Internet services to business customers, and has already bought a data network that extends from Toronto to Vancouver (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**221** WIC seeks to unload Express Vu stake. Abstracted from Globe & Mail (Toronto, Canada) 04/02/98 WIC Western International Communications Ltd. (Vancouver, British Columbia) wants to sell its 10.026% stake in ExpressVu Inc. (Toronto, Ontario), a direct-to-home satellite company, to BCE Inc. (Montreal, Quebec), which holds the other 90% stake. Industry observers say the proposed sale is related to ownership changes at WIC, which as a result of the ownership changes is now controlled by Shaw Communications (Calgary, Alberta) and the Allard family of Edmonton, Alberta, pending regulatory approval. Shaw holds a 55.72% stake in Star Choice Communications Inc., a rival of ExpressVu. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**220** Bell To Bundle Wireline And Wireless Services Abstracted from Globe & Mail 04/03/98 Bell Canada is planning to launch new SimplyOne service that will combine local and long-distance service with cellular phone service (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**219** Bell Canada To Invest In Hansol PCS Abstracted from Wireless Week 04/27/98 Bell Canada to invest \$180 mil in Hansol PCS (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**218-** Bell Canada to Buy Korean Phone Stake Abstracted from New York Times 04/07/98 Preliminary agreement signed for \$180 mil investment in mobile phone operator (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**217** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 04/10/98 Telecommunications companies have been able to globalize during the mid and late 1990s due to freer markets, and this trend is likely to continue for the next several years through alliances and other methods. The Internet and the use of computers has also made telecommunications a growth industry, and foreign demand is expected to increase. Investors will find many of these stocks timely for 1998, but there are competitive and other concerns. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**216** the back Office Abstracted from CableVision 05/04/98 Bell Canada's TotalVision digital pay-per-view effort will continue to fall 1999; about 1,000 homes each in London and Repentigny have it (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**215** Judge Rules Against Jones in Bell Canada Suit Abstracted from Cable World 05/11/98 Jones Intercable lost its suit against Bell Canada International's BTH Telecom Holding subsidiary (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**214** LGIC, VLSI join group testing SnapTrack E911 Abstracted from RCR Radio Communications Report 05/18/98 LG Information & Communications will develop prototype handsets for use in testing SnapTrack's enhanced 911 solution (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**213** Bell Canada International Widens Reach Abstracted from Wall Street Journal 04/29/98 As part of aggressive foreign expansion plans, Bell Canada International is looking to enter South Korean and Italian markets (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**212** Bell Canada Buys Ocel Abstracted from South America Report 05/98 Colombian A-band operator Ocel, which has 109,635 subscribers in the western part of the country, has been 68.4% acquired by Bell Canada International for \$302.3 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**211** Digital Warriors Vie For Dominance Abstracted from Globe & Mail 05/02/98 North American telecommunications industry consolidation eliminates smaller players and makes major players even bigger; Call-Net Enterprises makes \$1.6 bil bid for Fonorola (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**210** Industry Majors Team On Network Interface Tech Abstracted from Newsbytes News Network 05/27/98  
British Telecom, DGM&S, Microsoft, Nortel and Siemens have joined a group to enable open access to network functionality; plans call for the working group to release the first version of the specification later this year (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**209** Comcast to spread out purchase of Jones stake Abstracted from Hollywood Reporter 05/27/98  
Comcast will pay about \$500 mil over several years to acquire BCE's interest in Jones Intercable (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**208 BCE pays \$158-million for control of Telesat Canada.** Abstracted from Globe & Mail (Toronto, Canada) 05/06/98 **BCE Inc., the biggest telecommunications firm in Canada with base in Montreal, Canada, has acquired all of Telesat Canada as it pays C\$158 million for the remaining 42% it did not yet own. BCE, the owner of Bell Canada, purchased 58% of the company following the privatization of Ottawa, Canada-based Telesat in 1992. The purchase of the rest of the stake signifies BCE's confidence (?) in Telesat, which plans to have a C\$1-billion capital expansion to fund the construction of two new Anik F satellites in the next two years. BCE will invest around C\$300 million in equity to finance the project.** (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**207- BCE isn't chasing phone takeovers: Monty.** Abstracted from Globe & Mail (Toronto, Canada) 05/07/98 **BCE Inc. president and chief executive Jean Monty denied reports that the company will acquire Western Canada phone services Telus Corp., based in Calgary, Canada and BC Telecom Inc. in British Columbia, Canada. BCE, which owns Canada's largest phone utility, concentrates on expansion to new niches and consolidation of its subsidiaries, according to Monty. BCE also owns telecommunications equipment manufacturer Northern Telecom Ltd., wireless provider Bell Mobility, Bell Canada International Inc. and Telesat Canada.** (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**206- Finance: Bce Buys 42% Of Telesat For \$110M** Abstracted from Network Briefing 05/07/98  
**Canadian Telecommunications holding company BCE Inc has paid \$109.7m to buy full control of Canadian satellite operator Telesat Canada, acquiring the remaining 42% from minority shareholders.**

**BCE, the owner of Bell Canada and 51% shareholder of Northern Telecom Ltd, BCE bought its original 57% stake after the privatization of Telesat in 1992 and is now buying the remaining shares 39.5% from the Stentor consortium of Canada's major regional carriers, and 2.5% from Spar Aerospace Ltd. BCE is going to directly provide \$210m of the \$700m in investment that Telesat needs to develop its next generation of services, including the building and launch of three new satellites - two for communications and one for broadcasting. Telesat needs to get the satellites into orbit quickly, as it will lose its monopoly over the Canadian satellite service in two years time.** (c) ComputerWire Inc, 1998. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**205** EN BREF: Nortel Matra Cellular Abstracted from Monde Informatique 05/08/98 Nortel Matra Cellular's new worldwide headquarters will be built in Saint-Quentin-en-Yvelines, France (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**204** Canada's BCE Increases Stake in Telesat to 100% Abstracted from Space News 05/11/98 BCE pays Can\$158 mil (\$110 mil) to acquire 42% of stock not already held (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**203** BCE Plans To Sell 14.25% Stake in Cable and Wireless Abstracted from New York Times 05/13/98  
BCE Inc is planning to sell its 14.25% interest in Cable and Wireless Communications PLC for about \$1.54 bil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**202** Nortel Matra Cellular confirme sa percee en France Abstracted from Echos 05/13/98 Nortel Matra Cellular reports net profit rises 5-fold to FFr350mil in 1997 on turnover up to FFr5.6bil; Nortel is the third largest manufacturer of wireless network equipment with a 13% market share currently (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**201** Stake in U.K. Cable Firm Of 14% to Be Put on Block Abstracted from Wall Street Journal 05/13/98 BCE Inc is selling its 14% interest in Cable & Wireless Communications PLC (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**200** Bce Selling U.K. Telecom Stake Abstracted from Globe & Mail 05/13/98 BCE Inc is selling 14.25% stake in Cable & Wireless Communications PLC (UK); will use proceeds from sale for construction of \$1 bil Anik-F satellite by Telesat Canada unit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**BCE selling U.K. telecom stake. Abstracted from Globe & Mail (Toronto, Canada) 05/13/98 BCE Inc., a Montreal, Canada-based telecommunications conglomerate, is selling off its stake in Cable & Wireless Communications PLC for C\$2.2 billion. BCE plans to use the proceeds from the proposed sale for three major projects in Canada without having to increase the company's debt. Based on the 1997 balance sheet, BCE's holding in C&W, which was created by Cable & Wireless, was set at C\$1 billion.**

**The proceeds would finance BCE initiatives namely the construction of a new C\$1 billion Anik F satellite by Telesat Canada, the launch of a still unnamed national company by Bell Canada in fall of 1998, and the acquisition of an additional stake in Montreal-based CGI Group Inc. Cable & Wireless is the second-largest telecommunications company in Britain, UK. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.**

**198** BCE of Canada to sell 14% stake in subsidiary of Cable & Wireless. Abstracted from Wall Street Journal. Europe 05/13/98 BCE Inc. announced intentions of selling its 14% stake in Cable & Wireless Communications PLC of the UK so it could use proceeds estimated at around \$1.6 billion for key businesses in North America. Ida Teoli, a spokeswoman for BCE in Montreal, said the sale, which appears to assume the character of a secondary offering, is likely to produce more than one suitor. Cable & Wireless PLC owns UK-based Cable & Wireless as it has 53% ownership stake in the firm. Both buyer and seller in the proposed deal said they will closely work together for the orderly distribution of BCE's stake. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**197** Lantic sweet on Montreal. Abstracted from Gazette (Montreal, Canada) 05/13/98 BCE Inc. will sell its 14.25% interest in Cable & Wireless Communications PLC of the UK to generate capital to further the company's plans, according to Jean Monty, BCE's chief executive. BCE spokesman Bill Gajda said that the sale is expected to be finalized in the second quarter of 1998. More specifically, BCE will be selling 212 million Cable & Wireless shares owned by its subsidiary BCI Telecom Holdings Inc., a unit that handles a number of BCE's international interests. Part of the funds gained from the sale will be used to raise BCE's stake in satellite firm Telesat Canada to 100%. Another portion, at least C\$929 million, will be used for the creation of a national broadband telecommunications network. BCE will also use part of the funds to raise its stake in CGI Group Inc. to 59%. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**196** BCE considered buying all Stentor firms. Abstracted from Gazette (Montreal, Canada) 05/14/98 BCE Inc. has decided to invest in its current holdings after looking into the possibility of purchasing all of the regional phone firms in Canada. BCE President and CEO Jean Monty stated that there will likely be no mergers or acquisitions for the firm as they realized that acquiring all Stentor phone companies would cost more than C\$12 billion and would dry up all the firm's resources. BCE now intends to improve the company's internal growth by investing in thriving firms such as Telesat Canada, ExpressVu, Emergis and CGI Group Inc. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**195** Bell Canada Launches Internet Call Display Service Abstracted from Newsbytes News Network 06/09/98 Bell Canada launches Internet Call Display (ICD) service, through which its customers can "surf the Web," yet still see which number is trying to call them using call waiting (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**194 Monty braves BCE challenge.** Abstracted from Globe & Mail (Toronto, Canada) 05/19/98 BCE Inc. newly appointed CEO Jean Monty is facing a challenge of forging a broader vision for the next five years to make the firm more market-driven amid bolstered competition. Monty has only handled the position since May 1998 and is charged with tackling tackling a growth in industry players and technological change. He is faced with a need to boost the financial performance of BCE as an unprecedented consolidation befalls the telecommunications industry. Monty's corporate strategy is to initially get flagship unit Bell Canada, the largest phone firm in Canada from 1989 to 1992, to launch high-speed broadband networks and new-generation wireless gear. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**193** Nortel Buys Bay Networks For \$9.1Bil Abstracted from Newsbytes News Network 06/15/98 Nortel to acquire Bay Networks in \$9.1 bil deal billed as largest yet in telecommunications and data communications markets (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**192** Comcast buys \$500M stake in Jones cable. Abstracted from USA Today 05/26/98 Comcast, a cable television operator in the US based in Philadelphia, PA, decided to acquire \$500 million worth of majority share in Jones Intercable from BCE. Comcast, which already serves around 4.5 million people over a 21-state territory, is expected to become the third-top cable television operator in the country after the deal involving the purchase of 12.8 million common shares is completed. Jones Intercable will also gain relief from its ongoing conflict with BCE which owns 30% of stock in Comcast. Donaldson Lufkin Jenrette representative Dennis Leibowitz stressed that Comcast is the ideal company to help resolve the problems of the two other companies. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**191** Divorce--Canadian-Style Abstracted from Data Communications 06/98 Bell Canada plans to create a company that will sell integrated voice, high-speed data, and Internet services to businesses in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**190- orks Initiates?** LMDS Data Effort Abstracted from Cable World 06/22/98 Bay Networks teamed up with Unique Broadband Systems to develop, deploy and deliver high-speed data services via Local Multipoint Distribution Service/Local Multipoint Communications Service networks (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**189** Bell Canada Unit to Merge Electronic-Business Unit Abstracted from Wall Street Journal 06/05/98 Bell Canada will merge its Bell Emergis division's electronic-business segment with Mpack Immedia Corp (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**188** Federa Signs With Nortel For Dutch GSM 1800 Network Abstracted from Newsbytes News Network 06/26/98 Nortel is awarded a two year \$60 mil contract for GSM network hardware by Federa, the recently licensed Dutch cellular system operator (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**187** Bell Buys Control Of Mpack Abstracted from Globe & Mail 06/05/98 Bell Canada is acquiring a majority stake in Mpack Immedia Corp (Montreal) in a \$547.2-million deal that will improve Mpack's standing in electronic commerce market (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**186** Bay Networks And Nortel -- What The Merger Means For Resellers Abstracted from Computer Reseller News 06/29/98 Northern Telecom intends to sell its Passport line of high-end routers through Bay Networks' VAR channel and merge sales forces (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**185** Monty aiming for a 'more nimble' BCE. Abstracted from Gazette (Montreal, Canada) 06/09/98 BCE Inc. CEO Jean Monty has laid out the foundation for a new simple strategy designed to create new revenue generators to lead to an enormous growth. The plan involves making C\$33.1-billion BCE and its 122,000-strong workforce more spirited. BCE plans to have its holdings begin packaging their diverse products and services together in innovative new offering to customers. Monty is also aiming to spin off significant portions of the business and consolidating them into entrepreneurial firms in a rapidly growing areas, such as electronic commerce and computer consulting. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**184** Bell Canada Division Builds Family Of Start-Ups, Targets U.S. for Growth Abstracted from Wall Street Journal 06/10/98 In 3-4 yrs, Bell Emergis aims to have revenue of Can\$1 bil/yr, vs Can\$100 mil-Can\$150 mil in 1998 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**183 BCE Inc.**, the telecommunications giant based in Montreal, Quebec, earned over C\$2.3 billion from the sale of its 14.25% interest in Cable & Wireless Communications PLC, the UK's second-largest telecommunications firm. BCE profited handsomely from its investment in C&W which BCE estimated at C\$1 billion on its 1997 balance sheet.

The company intends to use the proceeds for expansion projects, including the construction of a C\$1 billion Anik F satellite by Telesat Canada and the acquisition of a 56% stake in CGI Group Inc., a computer systems manager based in Montreal. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**182** Plaintree snags \$6.2 million from Nortel Abstracted from Network World 06/15/98 Nortel acquires 19% equity stake in Ethernet switch company Plaintree Systems (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**181** Nortel, Diamond Team On One Mbps Modem Abstracted from Newsbytes News Network 07/07/98 Nortel and Diamond Multimedia Systems are to develop a Peripheral Component Interconnect (PCI) Digital Subscriber Line (DSL) modem to target the SOHO market (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**180** Finance: Bce Values Its Cwc Holding At \$1.6Bn Abstracted from Network Briefing 06/16/98 BCE Inc, Canada's largest telecoms company has priced its 14.25% holding in Cable & Wireless Communications at \$1.6bn or \$7.5 a share. The company announced it would quit its holding in the UK's largest cable company earlier this month (NBD 06/01/98). CWC, which is majority owned by Cable and Wireless Plc, was floated in April 1997 at 300p a share. (c) ComputerWire Inc, 1998. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**179** Telecommunications Abstracted from Globe & Mail 06/30/98 Ontario government has awarded Bell Mobility a \$300 mil, 15-year contract to provide two-way digital radio services for the province's public safety agencies (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**178** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 07/10/98 The breakdown of technological, geographical, and regulatory barriers has made consolidation the major trend within the foreign telecommunications industry in the 1990s. Volatility has been one result of this activity and the industry has become more timely for investors with increased stock price performance expected through mid-1999. Prospects for equipment makers and the industry as a whole are good for the next several years. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**177** Long-Distance Firms Step Up Bid For Your Bucks Abstracted from Globe & Mail 07/11/98 Canadian long-distance telephone providers are offering various savings plans in order to attract more residential customers; details by company (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**176** Telecom Abstracted from Globe & Mail 07/16/98 Bell Canada unit of BCE Inc (Montreal) has launched Tor-Net, fiber-optic data network the will link seven former municipalities that make up new City of Toronto (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**175** Wireless sale saves BCE's bottom line. Abstracted from Gazette (Montreal, Canada) 07/23/98 BCE Inc. has reported a C\$272 million profit, or 39 cents a common share, for the second quarter of 1998, lower than the previous year's C\$291 million, or 43 cents per common share, for the same period. BCE credited a significant portion of its profit to the sale of its 14% stake in Cable & Wireless Communications of Great Britain, UK, which generated C\$490 million in cash. The company reported that its Bell Canada unit was forced to take an after-tax special loss of C\$392 million attributed to the phone company's ongoing reorganization and other operating costs. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**174** Bell Canada To Take 23% Stake In Korea's Hansol PCS Abstracted from Newsbytes News Network 08/18/98 Bell Canada International will purchase a 23.6% interest in Hansol PCS Co Ltd, a Korean PCS operator (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**173** South Korea : Bell Canada And Aig Buy Control Of Hansol Abstracted from Telenews Asia 08/27/98 Bell Canada International and Asia Infrastructure Group buys 16.25% of Hansol Personal Communications Service (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**172 COMPANIES & FINANCE: INTERNATIONAL: BCE under pressure to consider partnerships Abstracted from Financial Times 08/13/98 BCE is talks with several US companies which could serve as partners to help the Canadian company deal with the changes in the industry (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.**

**171** Toronto To Trial Wildfire Abstracted from Wireless Week 09/07/98 Bell Mobility introduced Wildfire Communications' speech recognition-based, virtual personal assistant service to its customers in the Toronto area (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**170** Company News: Bell Canada International And A.I.G. In Korean Deal Abstracted from New York Times 08/19/98 Bell Canada International Inc is acquiring a 23.6% stake in Hansol PCS Co (South Korea), while American International Group Inc (New York) will acquire a 15.8% stake for \$106 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**169** Bell Canada International Abstracted from Wall Street Journal 08/19/98 Bell Canada International (Canada) will acquire about 23.6% of Hansol (South Korea) for \$159 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**168** Telecommunications Abstracted from Globe & Mail 08/19/98 Bell Canada Inc (Montreal) is acquiring a 23.6% stake in Hansol PCS Co (South Korea) for \$159-mil (US) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**167** Bell Canada Offers Per-Call Billing Abstracted from Newsbytes News Network 09/09/98 Bell Canada has started billing telephone calls by the call instead of by the minute (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 166** Ottawa Pledges Support For New Internet Infrastructure Abstracted from Globe & Mail 08/26/98 Canadian federal government will contribute \$55 mil for CA\*net3, \$120-mil 3rd-generation Internet infrastructure project; network will break up voice and video into "packets" of data (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 165** Nortel Matra Cellular rebaptise Abstracted from Zero Un Informatique Hebdomadaire 08/28/98 Nortel Matra Cellular, GSM infrastructure manufacturer, changes its name to Nortel GSM Networks in order to avoid confusing the company with Matra Nortel Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 164** Bce Buys Control Of Mpack Immedia Abstracted from Globe & Mail 09/01/98 BCE Inc will acquire 65% of Internet software firm Mpack Immedia Corp (Montreal) for about \$547.2 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 163** Canadian wireless users jump into the fire Abstracted from Network World 09/07/98 Bell Mobility debuts Wildfire Communications' Wildfire speech recognition technology for its cellular and personal communications service wireless customers in Toronto, Ontario (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 162** Bay deal done, new divisions named Abstracted from Network World 09/07/98 Nortel forms five divisions to integrate the newly acquired Bay Networks businesses into its own, including the Bay Networks unit and the Carrier Networks unit (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 161** Lotus Unveils Instant Host 1.1, Pacts With International ISPs Abstracted from Newsbytes News Network 09/28/98 Lotus introduces Domino Instant! Host (DIH) 1.1 software for hosting and managing groupware applications; new partners include IBM Global Services, Telecom Italia and Telia (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 160** A New Tool For Market Watchers Abstracted from Globe & Mail 09/08/98 Priority Brokerage Inc (Toronto) and Bell Mobility unit of BCE Inc (Montreal) are jointly offering new service that provides stock alerts over digital wireless phones (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 159** Bell Unveils Long-Distance Plan For Companies Abstracted from Globe & Mail 09/10/98 Bell Canada has introduced Advantage Per Call, an optional long-distance plan for small and medium-sized firm that is priced on a per-call basis (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 158** Teenie Beepers Abstracted from Globe & Mail 09/11/98 Canada's four personal communications firms make beepers more youth-friendly to take advantage of products' growing popularity; Bell Mobility offers Beepwear, a wristwatch/pager (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 157** Bell Canada To Expand DSL Service To 3 More Cities Abstracted from Newsbytes News Network 10/13/98 Bell Canada will introduce digital subscriber line service in Montreal, Quebec City, and Toronto in the first quarter 1999 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**156** BCE stock suffering from Nortel connection. Abstracted from Globe & Mail (Toronto, Canada) 09/22/98 Montreal, Quebec-based BCE Inc.'s 40% stake in Brampton, Ontario-based Northern Telecom Ltd. is pulling its stock down. Concerns have been raised on Northern Telecom's overseas and Internet business as well as on recent announcement to lay off 586 jobs when the firm closes a wireless-equipment facility in the UK. BCE, the biggest telecommunications holding firm in Canada, is the biggest shareholder in Northern Telecom. BCE is also vulnerable to other factors such as changing interest rates because it is a utility-based stock. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**155** Bell Canada's Childers Hooked On Selling Abstracted from Globe & Mail 09/23/98 Charles Childers is developing nationwide sales and marketing organizations of "Natco," new high-speed network firm to be launched in October by BCE Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**154** Airiq Drives For Growth Abstracted from Globe & Mail 10/01/98 AirIQ (Ontario) aims to become major player in emerging smart vehicle market; its computerized fleet management system combines wireless datacommunications with GPS (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**153 More-than-full Monty.** Abstracted from Gazette (Montreal, Canada) 10/01/98 BCE Inc.'s president and CEO, Jean Monty, expressed his full support of his two top executives of Northern Telecom Ltd. (Nortel), CEO John Roth and CFO Wes Scott, despite a substantial drop in the companies' stock value. The decline in the value of the firms' share was precipitated by observations that Scott, upon being questioned by analysts regarding an anticipated decline in Northern Telecom's third-quarter 1998 revenue, was evading the subject. Monty, instead of blaming Nortel's top management for the poor performance, simply observed that the stock market is very sensitive to any kind of bad news, real or imagined. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**152** Bell Mobility Launches Wireless Plans For Frequent Travelers Abstracted from Newsbytes News Network 10/27/98 Bell Mobility developed two wireless phone plans which would allow users to pay the same amount for air time no matter where in North America the call is made (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**151** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 10/09/98 Control of telecommunications goods and services has shifted away from the distributor to the consumer with the introduction of deregulation and a competitive marketplace. Many telecommunications companies have become more global with freer markets and consumer demand for paging, telecommuting, the Internet, and E-mail is having an effect on the equipment sector. Investors need to be aware of volatility in what has become a growth industry. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**150** Bc Telecom, Telus In Merger Talks Abstracted from Globe & Mail 10/14/98 BC Telecom Inc (Burnaby, BC) and Telus Corp (Edmonton) are discussing the possible merger of their operations, which would create company with revenues of \$4.7 bil/year (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**149** Telus's New Motto: Dial M For Merger Abstracted from Globe & Mail 10/17/98 Acquisitive ways of Telus Corp (Edmonton) continue to cause concern in the \$17-billion Canadian telephone industry; is now proposing a merger with BC Telecom Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**148** Bell Canada Launches New Message Options In Ottawa Abstracted from Newsbytes News Network 11/10/98 Bell Canada introduces two new messaging services -- MessageLink, which notifies users of incoming e-mail through their voice mailboxes, and VisualManager, which allows users to view voice mail summaries on their computers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**147** Prairie Phone Firms Eye Alliances Abstracted from Globe & Mail 10/22/98 Manitoba Telecom Services and Saskatchewan Telecommunications consider alliances with national telephone networks being planned by Bell Canada and BCT.Telus Communications Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**146** Telecommunications Abstracted from Globe & Mail 10/31/98 Bell Canada will lease two fiber-optic lines for 20 years from Telergy Inc (New York) to link its soon-to-be launched national high-speed network to the US (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**145** Bell Canada International Inc. Abstracted from Globe & Mail 10/31/98 Subsidiary of American International Group Inc will invest \$75-mil (US) in Bell Canada International Inc's (Montreal) cellular operations in Colombia (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**144** AIG-Backed Funds to Invest In S. Korean Telecom Firm Abstracted from Best's Review Property/Casualty Edition 11/98 Funds sponsored by American International to invest \$106 mil to acquire 15.8% stake in South Korea's Hansol PCS; Bell Canada acquiring 23.6% stake (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**143** Telesat Canada Signs Customers To Lease Capacity on New Anik F1 Abstracted from Space News 11/02/98 Telesat Canada signs agreements with first of two customers for capacity on Anik F1 satellite (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**142** Hogtown Suburbs Are Grabbing Head Offices: 4. Montreal/Suburbs Abstracted from Globe & Mail 11/02/98 Montreal and suburbs are ranked as 4th most popular place for corporate headquarters in Canada; the area houses 136 of Canada's top 1,000 public and 300 private firms (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**141** Telesat Canada Seals Two Transponder Deals Abstracted from Space News 11/09/98 Telesat Canada has entered into two contracts for its Anik F satellites; Telesat will provide Anik F1 for NorthwesTel voice and data services in \$85 mil contract (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**140** Teleglobe-Excel deal closes; BCE exercises share option. Abstracted from Telecommunications Reports 11/16/98 The merger between Canadian telecommunication carrier Teleglobe Inc and US long distance telephone service provider Excel Communications Inc has been concluded. The new entity would still be called Teleglobe and be based in Montreal, Quebec, but will have the added advantage of having widespread presence in North America. Also, Canadian telecommunication giant BCE Inc plans to increase its stake in the merged entity to around 20%. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**139** Bell Canada Launches Residential DSL Service Abstracted from Newsbytes News Network 12/09/98 Bell Canada has introduced a digital subscriber line service for residential users in Montreal, Toronto, Quebec City, Ottawa and Hull (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 138** BCE Secures Atlantic Partners For National Broadband Abstracted from Newsbytes News Network 12/15/98 Telephone companies in Canada will be part of BCE's new broadband network it is setting up through Bell Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 137** Nortel Europe Abstracted from Revue Hebdo Industries Electrique & Electronique 12/02/98 Strategic Telecom Components (France) will be absorbed by parent company Nortel Europe (France) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 136** Stentor Agreements Terminated As Restructuring Continues Abstracted from Newsbytes News Network 12/23/98 Bell Canada told Stentor alliance partners it is cancelling Connecting Agreement because renegotiation is necessary (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 135** Germany's Star Telecom Delivers Phone Calls By Cable Modem Abstracted from Newsbytes News Network 12/23/98 Star Telecom plans to trial cable modem technology to deliver phone calls to Germany cable TV subscribers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 134** Bell Canada Lands Cibc Contract Abstracted from Globe & Mail 12/03/98 Bell Canada gets five-year, \$120 mil contract from Canadian Imperial Bank of Commerce (CIBC), its first customer for a national network firm it plans to launch in early 1999 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 133** E-Billing Called Next Internet 'killer App' Abstracted from Globe & Mail 12/08/98 Bell Mobility expects its E-billing service to reduce its costs by \$14-mil over next five years based on the 10,000 existing users and monthly additions of 1,000 more (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 132** Telecommunications Abstracted from Globe & Mail 12/15/98 Four telecommunications firms in Eastern Canada sign memorandum of agreement to participate in Bell Canada's new national broadband company to be launched in January (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 131** Bell Canada & Bell Mobility To Bring Stores Together Abstracted from Newsbytes News Network 01/08/99 Bell Canada and Bell Mobility will merger their retail outlet chains under the names Bell World (in Ontario) and Espace Bell (in Quebec) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 130** Bell Canada Spins Off Operator Services, Union Furious Abstracted from Newsbytes News Network 01/12/99 Bell Canada will spin off its operator services unit into joint venture with Excell Global Services, US call-center operator, sparking labor unrest (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 129** Bell Vp To Ring In 1999 With Major Startup Abstracted from Globe & Mail 12/24/98 Bell Canada (Montreal) appoints president and CEO for new national telecom carrier, Natco, will sell capacity on high-speed (broadband) fiber-optic lines to national firms (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 128** Telecommunications Abstracted from Globe & Mail 12/24/98 Bell Canada International (Montreal) has sold it 68.4% stake in Occidente y Caribe Celular SA to its Comunicacion Celular SA (Colombia) subsidiary for \$355-mil (US) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**127** Bell Canada Hopes To Appeal Pay Equity Ruling Abstracted from Newsbytes News Network 01/18/99 Bell Canada will appeal a decision on pay equity to the Supreme Court of Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**126** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 01/08/99 Strong earnings and price momentum in 1998 have placed stocks in the foreign telecommunications industry in the top 25% of timely stocks due to industry growth in new fields and the formerly depressed stock prices. Data communication is replacing voice and wireless as the primary format and is expected to comprise 99% of the industry's traffic by the year 2003. The most successful companies and stocks are those which will upgrade their products and systems to meet customer needs. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**125** Bell Canada Dumps 2,400 Phone Operators Abstracted from Globe & Mail 01/12/99 Bell Canada sells money-losing telephone-operator division yesterday to US-based Excell Global Services in deal that could mean 40% pay cut for division's 2,400 employees (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**124** Bci-Led Group Win Licence To Compete In Brazil Abstracted from Globe & Mail 01/18/99 Group led by Bell Canada International (Montreal) obtains 20-year license to provide telephone service in Rio de Janeiro and NE Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**123** Bell Canada To Propose Shared Phone Lines To Cut Costs For Ips Abstracted from Globe & Mail 01/21/99 Bell Canada will propose co-operative plan wherein it will share high-speed phone lines to independent Internet service providers (ISPs) in order to cut costs for ISPs (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**122** Operator Deal Illegal - Union Abstracted from Newsbytes News Network 02/12/99 Bell Canada's plan to outsource telephone operator service to a joint venture with Excell Global Services violates an existing union contract (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**121** Bell Canada Abstracted from Globe & Mail 01/23/99 Bell Canada has increased its 65% stake in Mpack Immedia Corp (Montreal) to 68.4% by buying 4.5 mil Mpack common shares for \$10.80 each (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**120** Bell Wins Another Partner In Mts Abstracted from Globe & Mail 01/28/99 Bell Canada is teaming up with Manitoba Telecom Services Inc (Winnipeg) (MTS) to sell local phone services to businesses in Western Canada's biggest cities (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**119** Ueber die Stromleitung ans Netz Abstracted from NET 02/99 Nortel Dasa, Tesion and Energie Baden-Wuerttemberg are jointly testing Digital Powerline trial in Heerenberg, Germany; service seeks to allow users with two-way Internet communications as fast as 1 Mbits/sec using power lines (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**118** Brazilian economic woes hit TV business Abstracted from Screen Digest 02/99 The Brazilian cable and satellite television markets will have 8.3 mil subscribers by 2003, up from the current 2.6 mil, according to the Strategis Group (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**117** Assisted Living Abstracted from Wireless Review 02/01/99 Wireless communications providers are positioning them more as ways to offer drivers safety and convenience, or as personal assistants (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 116** Samsung enters Canadian market Abstracted from RCR Radio Communications Report 02/22/99 Samsung Telecommunications America is supplying its dual-mode/dual-band CDMA personal communications services SCH-1530 phone to Bell Mobility, a wireless carrier (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 115** Nortel Investing In Bci To Spark Offshore Business Abstracted from Globe & Mail 02/02/99 Northern Telecom is investing \$150 mil in Bell Canada International (Montreal) in effort to win more contracts from offshore startups launched by its sister firm (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 114** Canadian Operator Dispute In Mediation, Strike Possible Abstracted from Newsbytes News Network 02/24/99 Bell Canada facing possible strike by 2,400 operators over planned paycuts and relocations (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 113** Tests du nouveau commutateur Nortel Abstracted from Zero Un Informatique Hebdomadaire 02/05/99 Nortel's new Passport 15000 backbone network switch will first be tested by Transpac in Europe (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 112** Formus, Bell Canada to bid in Australia Abstracted from RCR Radio Communications Report 03/01/99 Formus Communications and Bell Canada International team up seeking broadband wireless local multipoint distribution services in Australian spectrum auctions (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 111** **Telecommunications** Abstracted from Globe & Mail 02/24/99 **SNC-Lavalin Group will buy 25% stake in Expertech Network** Installation subsidiary of **Bell Canada (Montreal)**; agreement covers firms' activities in wire line **telecom network** construction and installation sector (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 110** Cgi Group Focuses On U.S. For Acquisition Abstracted from Globe & Mail 02/26/99 CGI Group (Montreal) will make major acquisition in US this year in order to boost its computer business; will probably involve outsourcing or systems integration firm (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 109** SEE EYE - Take your partners. Abstracted from Communications International 03/99 Manitoba Telecom Services and Bell Canada signed pact under which the firms will work together to expand Bell Nexxia, the new national broadband and Internet protocol company of Bell Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 108** Bell Canada Abstracted from Global Wireless 03/99 A group including WLL International inc, Bell Canada Intl Inc, Qualcomm Inc, the Liberman Group and the Vicunha Group won a mirror license to operate basic telephony services in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 107** Cgi Group Wins 10-Year Service Contract With Bce Abstracted from Globe & Mail 03/02/99 CGI Group has won 10-year contract to provide computer services for BCE Inc's Bell Mobility wireless division; contract is worth estimated \$100 mil in its first year (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 106** CGI Groups wins 10-year service contract with BCE. Abstracted from Globe & Mail (Toronto, Canada) 03/02/99 BCE Inc has awarded a 10-yr computer services contract to CGI Group Inc. The contract, valued at \$100 million in its first year, is for the development of a new billing and customer services system for BCE's Bell Mobility subsidiary and to administer millennium bug problems. Analysts think that the contract will deepen the links between CGI and BCE. CGI concentrates mainly on telecommunications and financial services firms. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**105** Telecommunications Abstracted from Globe & Mail 03/04/99 Bell Canada (Montreal) and US long-distance telephone giant MCI WorldCom Inc. have renewed their seven-year-old alliance (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**104** Chicago-Based Ameritech Sets Sights on Canadian Market Abstracted from Akron Beacon Journal 03/25/99 Ameritech Corp to acquire 20% stake in Canada's No one carrier, Bell Canada, for \$3.4 bil, taking advantage of deregulation in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**103** Canada's telecom landscape gets makeover Abstracted from RCR Radio Communications Report 03/29/99 Four smallest Canadian telecom companies decide to merge into one company and Bell Canada created strategic alliance with Ameritech (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**102** Ameritech, Bell Canada to Partner in Telephony Abstracted from Cable World 03/29/99 BCE, Ameritech are collaborating to create a telecommunications giant; Ameritech paying around \$3.4 bil for a 20% holding in Bell Canada subsidiary of BCE (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**101** meritech to Buy 20% Stake In Unit of Canadian Carrier Abstracted from New York Times 03/25/99 Ameritech Corp will acquire a 20% stake in Bell Canada for Can\$5.1 bil (US\$3.4 bil) from BCE Inc in an effort to take advantage of deregulation (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**100** meritech to buy 20% of Bell Canada. Abstracted from Wall Street Journal. Europe 03/25/99 Ameritech Corp. is planning to acquire a 20% share of Bell Canada. Bell Canada is a unit of BCE Inc. The acquisition price will be approximately C\$5.1 billion (US\$3.38 billion). The deal would be part of a strategic partnership between Ameritech and BCE, which will own approximately 42% of merged entity. BCE stated that it proceeds raised from the deal would be used primarily to invest in high-growth sectors. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**99** Ameritech to buy part of bell Canada. Abstracted from Detroit Free Press (MI,1995) 03/25/99 Ameritech Corp of Chicago, IL, will acquire a 20% stake in Bell Canada from BCE Inc for \$3.4 billion. The acquisition gives Ameritech a base from which it could further expand its operations in the deregulated Canadian telecommunications industry. BCE plans to use the proceeds to boost its other businesses particularly in electronic commerce and satellite services. The deal still needs the approval of several states and the Federal Communications Commission. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**98** Satellites Called A Key To Extending Bce's Reach Abstracted from Globe & Mail 03/26/99 BCE Inc (Montreal) has sold a 20% stake in Bell Canada to Ameritech Corp for \$5.1-billion; will use the proceeds to finance new opportunities in satellites and media (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**97** BCE shares jump to all-time high on Ameritech deal. Abstracted from Globe & Mail (Toronto, Canada) 03/26/99 BCE Inc's stock closed at an all-time high of C\$69.55 on Mar 25,1999, following the announcement of a deal to sell a 20% stake in Bell Canada to Ameritech Corp. The stock's previous all-time high was at C\$68 in May 1997. The shares in other BCE subsidiaries also jumped on the expectation that these companies will also benefit from the deal. The subsidiaries include Teleglobe Inc, BCE Emergis Inc and Northern Telecom Ltd. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**96** Ameritech invests \$3.4 billion in Bell Canada, becomes 'strategic partner' of BCE. Abstracted from Telecommunications Reports 03/29/99 Ameritech Corp. says it will acquire a 20% stake in Bell Canada for \$3.4 billion as part of a strategic partnership with Bell Canada's parent company, BCE Inc. The deal mirrors a frenzy of merger and acquisition activity that has hit the North American telecommunications market. Observers say Canadian companies have begun to join the fray with the awareness that they cannot be domestic-oriented for long without losing their global competitiveness. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**95** Canada's maritime telcos agree on merger proposal. Abstracted from Telecommunications Reports 03/29/99 Telecommunications companies in Canada's maritime provinces are planning to create the third biggest carrier in Canada. The CEOs of Bruncor Inc, Island Telecom Inc, Maritime Telegraph and Telephone Co Ltd and NewTel Enterprises Ltd have been holding negotiations. Meanwhile, BCE Inc, the parent company of three of the four merging companies, wants to sell its holdings in the maritime telcos to Bell Canada. Thus, Bell Canada stands to own 41.6% of the new entity when the merger is completed. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**94** Bell Ceo Pushes For Internet Deals Abstracted from Globe & Mail 03/31/99 Bell Canada CEO Jean Monty is looking to expand his firm's Internet business as part of his strategy to find new sources of growth for Canada's biggest telephone firm (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**93** Bell Expects Internet Access Sale To Aol Canada Abstracted from Globe & Mail 03/31/99 Bell Canada expects to sell high-speed Internet access to AOL Canada Services (Toronto) under agreement expected to be signed between BCE Inc and AOL Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**92** Welcome To The New Bell Abstracted from Globe & Mail 04/03/99 Ameritech Corp's \$5.1 bil acquisition of 20% stake in Bell Canada will give Bell Canada's parent, BCE Inc (Montreal), the size and resources to develop new products (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**91** Welcome to the new Bell. Abstracted from Globe & Mail (Toronto, Canada) 04/03/99 Ameritech Corp.'s acquisition of a 20% interest in Bell Canada for C\$5.1 bil bolsters BCE Inc's plans of outflanking its competitors in Canada by establishing a continental partnership. Montreal, Canada-headquartered BCE, the parent of Bell Canada, intends to be at par with big phone companies that include Germany's Deutsche Telekom AG, AT&T Corp and BT PLC of the UK. BCE CEO Jean Monty stresses that Ameritech, which is double the size of BCE, will become bigger once the latter completes its merger with San Antonio, TX-based SBC Communications Inc. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**90** BCE Buys Remote Communications Firm Abstracted from Newsbytes News Network 04/27/99 BCE Inc, through its BCE Media Business Solutions unit, has acquired Infosat Communications, remote communications firm based in Vancouver, for Can\$25 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**89** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 04/09/99 Acquisitions, mergers, and alliances, in addition to new equipment and currency changes, have influenced the various sectors of the foreign telecommunications industry since Jan 1999. The Internet and new and alternative forms of services, such as data communication, are being felt by the industry, as well. Designers and manufacturers of equipment, such as Nokia Corp and Northern Telecom Ltd, are among the better stocks that investors could consider in this industry. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**88** Bell Canada Strike Tied to Job Security Abstracted from Wall Street Journal 04/12/99 Bell Canada phone operators and technicians go out on strike (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 87** Online Billing Gathers Interest Abstracted from Wireless Week 05/03/99 Bell Mobility will add online shopping to the Internet-based services it offers its wireless customers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 86** Licenses recently granted for the "Austin Powers" property Abstracted from TLL The Licensing Letter International 05/10/99 New Line Cinema has licensed its "Austin Powers" property to Bell Canada and other companies outside the US for a variety of products (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 85** Bell Canada Workers To Vote On Agreement Abstracted from Newsbytes News Network 05/11/99 Bell Canada may settle on new contract with members of the Communications, Energy and Paperworkers Union (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 84** Telecommunications Abstracted from Globe & Mail 04/24/99 Megatel do Brazil consortium has expanded in Brazil acquiring a license to provide competing local phone service in Sao Paulo for \$41 mil (US) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 83** Canada's Bell Mobility Discovers Wireless E-mail Abstracted from Newsbytes News Network 05/21/99 Bell Mobility has introduced a range of Internet, e-mail and e-commerce services over its digital mobile cellular network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 82** Mirror licenses Abstracted from Latin Trade 05/99 Canbra Telefonica has won a "mirror" license to offer fixed telephone service to Brazil's northeast region (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 81** Canada's telecom landscape gets makeover Abstracted from Global Wireless 05/99 Four small telecommunications firms in Canada to merge into AtlanticCo on 5/31/99; Ameritech and Bell Canada form strategic partnership (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 80** Bell Mobility Selects Neopoint Phone Abstracted from RCR Radio Communications Report 05/24/99 Bell Mobility to help launch NeoPoint 1000, new smart phone of NeoPoint; to introduce product to Bell Mobility Digital PCS customers in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 79** Short Takes: Bell Canada, Toronto Abstracted from Computer Reseller News 05/24/99 Bell Canada will begin marketing Windows NT-based LAN/private branch exchange solution developed by Vertical Networks Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 78** Canada Leads The Data Way Abstracted from Wireless Week 05/31/99 Personal communications services companies Microcell Solutions and Bell Mobility will launch Internet e-mail and other digital services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 77** Carriers Roll Out The Wireless Web Abstracted from Wireless Week 05/31/99 Bell Mobility, Nextel Communications and AT&T Wireless are introducing new Wireless Application Protocol phones (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 76** Bank Of Montreal Abstracted from Globe & Mail 05/11/99 Bank of Montreal and Bell Mobility will launch 90-day trial of their new Veev wireless banking service today; service allows wireless Internet banking and tracks stock quotes (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 75** Nortel Networks Corp. Abstracted from Globe & Mail 05/11/99 Nortel Dasa Network (Germany) joint venture of Nortel Networks (Brampton, Ontario) gets contract to provide Colt Telecom Group (London) with new high-speed fiber-optic network system (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

- 74** Cellular Firms Form 2 Canada Groups Abstracted from Wall Street Journal 05/12/99 Canada: Eight provincial cellular phone companies will form 2 alliances and drop noncompete agreement in force since 1992 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 73** AT&T Merger & Bell Alliance Close, Reshaping Canadian Telecom Abstracted from Newsbytes News Network 06/02/99 AT&T Canada Corp completed its merger MetroNet Communications Corp to form AT&T Canada; Bell Canada has completed its deal with Ameritech Corp (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 72** Bce Aims To Create Internet Mega-Site Abstracted from Globe & Mail 05/13/99 BCE Inc (Montreal) is trying to create Internet mega-site by merging Sympatico.ca and Canoe, two most popular Canadian content sites with over 50 mil page views/month each (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 71** BCE aims to create Internet mega-site. Abstracted from Globe & Mail (Toronto, Canada) 05/13/99 BCE Inc, a Montreal, Canada-based conglomerate, is eyeing to merge Sympatico.ca and Canoe where it both owns substantial holdings. Sympatico.ca is 75%-owned by BCE through MediaLinx Interactive LP. BCE also controls 40% of Canoe, with the remaining 60% being owned by Quebecor Inc. The two sites are considered to be among the most popular Canadian Web sites, with over 50 million page views every month. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.
- 70** Jarvis and BT unveil 'hotel of the future' Abstracted from Travel Trade Gazette UK & Ireland 06/07/99 Jarvis Hotels and BT form UKPd1.5 mil joint venture to bring together 18 telecommunications products from BT and Nortel Communications (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 69** Telecommunications Abstracted from Globe & Mail 05/21/99 Bell Mobility will buy about \$300 mil worth of communications equipment from Nortel Networks over the next three years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 68** Nortel Networks Corp. Abstracted from Wall Street Journal Europe 05/22/99 Nortel Networks (Brampton, ON) to acquire X-Cel Communications (UK) for an undisclosed amount (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 67** SURVEY - CANADA: Dominant carrier shapes up PROFILE: BCE Abstracted from Financial Times 05/25/99 Canada's BCE says it is becoming an efficient telecommunications distribution channel capable of supplying a variety of services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 66** Bell Canada Operates Tourist Rewards Program Abstracted from Card Fax 06/21/99 Bell Canada introduces smart card that rewards consumers for patronizing 53 tourist attractions in Ontario, Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 65** Bell Canada Looks For Revenue Abstracted from Card Fax 06/29/99 Bell Canada to issue iTravel Ontario smart cards and provide operating foundation to support Attractions Ontario Passport Program (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 64** To Drop and Drop Not -- Bell Canada Learns That Killing A Service May Be A Cop-Out Abstracted from tele.com 07/05/99 Bell Canada to drop Smartroute advanced intelligent network services due to its not making money (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**63** Stentor To Vanish As Canada's Telcos Diverge Abstracted from Newsbytes News Network 07/07/99 Bell Canada of Montreal and Telus Corp announce new national network management agreement that means the end of Stentor, with Bell Canada taking over most of Stentor's former functions (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**62** Telecommunications Abstracted from Globe & Mail 06/16/99 Bell Canada International unit of BCE Inc (Montreal) has invested another \$91.5-million in KG Telecom (Taiwan) and increased its 10% stake in the telephone firm to 20% (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**61** Nortel Networks und sein deutsches Joint-venture/Abstracted from NET 07/99 Colt Telecom awarded a contract to Nortel Networks and Nortel Dasa to install a 1.6 Tbit/sec network in Germany (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**60** Nortel Dasa gibt Vertrieb an Detewe ab Abstracted from Handelsblatt 07/03/99 Nortel Dasa Network Systems appoints Detewe as its direct sales agent in Germany (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**59** COMPANIES & FINANCE: INTERNATIONAL: Brazil rings in telecoms competition DEREGULATION TELEFONICA TRIES TO REGAIN INITIATIVE AFTER ALIENATING CUSTOMERS IN SAO PAULO STATE: Abstracted from Financial Times 07/05/99 Brazil's government lets three regional telephone companies to battle for the country's long-distance telephone services, which had been handled only by Embraer previously (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**58** Bell Canada And Bct.Telus Communications Inc. Abstracted from Globe & Mail 07/07/99 Bell Canada (Montreal) and BCT.Telus Communications Inc. (Burnaby, B.C.) have agreed to wind down Stentor Canadian Network Management (SCNM) by the end of this year (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**57** Bell Canada To Buy Bce Mobile Minority Interests Abstracted from RCR Radio Communications Report 08/09/99 Bell Canada will purchase minority interests in BCE Mobile Communications from minority shareholders for \$1.06 bil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**56** Telecommunications Abstracted from Globe & Mail 07/20/99 Nortel Dasa has won a contract from Mannesmann AG (Germany) to supply digital telephone equipment to Deutsche Bahn AG, Germany's national railway (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**55** Telecommunications Abstracted from Globe & Mail 07/29/99 Bell Canada unit of BCE Inc (Montreal) has launched an Internet service that allows users to see and pay their telephone bills over the World Wide Web (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**54** Bell To Pay \$1.6-Billion In Bce Mobile Buyout Abstracted from Globe & Mail 07/31/99 Bell Canada (Montreal) will buy back 35% stake in BCE Mobile Communications (Montreal) for \$1.6 bil in cash (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**53** Bell Canada to Pay \$1.06 Billion For Remainder of BCE Mobile Abstracted from Wall Street Journal 08/02/99 Bell Canada will acquire the 35% of BCE Mobile Communications that it does not currently own in a Can\$1.6 bil (US\$1.06 bil) deal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**52** Thailand's TAC Nears Deal With Bell Canada Abstracted from Newsbytes News Network 08/23/99 Bell Canada in talks to buy 20%-25% stake in ailing Total Access Communication plc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**51** Quebecor buys BCE's Canoe stake. Abstracted from Globe & Mail (Toronto, Canada) 08/07/99 Quebecor Inc, based in Montreal, Canada, acquired a 40% stake in Canoe LP, one of Canada's most popular Web sites, from Montreal-based BCE Inc for an undisclosed amount. The sale will help BCE concentrate on growing its Sympatico.ca unit. Canoe, which draws around 50 million pages views a month, provides free services including stock quotes, e-mail and news. Quebecor will take Canoe public to make it the first publicly traded Internet portal site in Canada. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**50** Tac Woos Canadian Cash Abstracted from Telenews Asia 09/09/99 Total Access Communication hopes to develop alliance with Bell Canada to fulfill terms of its \$537 mil debt restructuring agreement (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**49** Nortel to equip Bell Canada's Venezuela broadband network Abstracted from RCR Radio Communications Report 09/20/99 Bell Canada International signs deal with Nortel Networks for the supply of a Nortel Networks Reunion wireless local multipoint distribution system for broadband wireless service in Venezuela; no financial terms disclosed (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**48** Nortel to equip Bell Canada's Venezuela broadband network Abstracted from RCR Radio Communications Report 09/20/99 Bell Canada International signs deal with Nortel Networks for the supply of a Nortel Networks Reunion wireless local multipoint distribution system for broadband wireless service in Venezuela; no financial terms disclosed (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**47** Family magic as BCE pulls Rabbitt out of hat Abstracted from AB Europe 09/99 BCE, which makes snooker and pool equipment, bought out former chief executive Mike Rabbitt (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**46** Bell Canada nao fara guerra de precos no RJ e em SP Abstracted from O Globo 09/02/99 Bell Canada plans to establish Internet and cable television services in Brazil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**45** Bell Canada Tries "Broadband" On Copper Lines Abstracted from Newsbytes News Network 09/29/99 Bell Canada to test technology to pipe digital television and high-speed Internet access into homes over ordinary phone lines (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**44** Telecommunications Abstracted from Globe & Mail 09/09/99 Bell Canada International (Montreal) will invest \$65 mil (US) in its Comunicacion Celular SA (Colombia) affiliate, raising stake to 53.9% from 49% (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**43** Advertising Abstracted from Globe & Mail 09/15/99 Bell Canada (Montreal) is terminating its 16-year relationship with OMD Canada as of December and awarding its media buying account to Cossette Communication-Marketing (Quebec City) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**42** Bell Canada seeks to acquire Aliant Abstracted from RCR Radio Communications Report 10/11/99 Bell Canada wants to purchase for cash up to 15.8 mil outstanding common shares of Aliant (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**41** Bell Canada Abstracted from Globe & Mail 09/22/99 Bell Canada unit of BCE Inc. (Montreal) will invest \$1.6 mil to expand local calling connections in Barrie, Ontario, and surrounding areas on October 15 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**40** Bell Relaunches Digital Trial To Test Power Of Phone Line Abstracted from Globe & Mail 09/29/99 Bell Canada will test this fall how 140 digital television channels, high-speed Internet access and telephone service can be offered simultaneously over standard phone line (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**39** Security Abstracted from Globe & Mail 09/30/99 Ameritech Corp buys Bell Canada's Bell Gardium security unit as part of partnership aimed at offering electronic security services to Canadian consumers and businesses (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**38** Bell Poised To Take Control Of Sympatico Abstracted from Globe & Mail 10/01/99 Bell Canada will buy 16.2% stake held by BCT.Telus Communications in MediaLinx Interactive LP, which was created by several telephone firms to own and operate Sympatico.ca Web site (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**37** Everything Old is New Again: Canadian Telecom Evolution Continues. Abstracted from Telecommunications 10/01/99 The Canadian telecommunications services industry and their telephone companies continue to acquire and merge. Several companies are focused on including who they have merged with and what their plans are for the future. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**36** ean Monty. Abstracted from Telecommunications 10/01/99 According to Jean Monty, CEO and chairman of Bell Canada and President and CEO of BCI, these companies are going to continue to grow and expand in the fields of telecommunications and e-commerce. Bell Canada has been acquiring companies across Canada and is investigating additional traffic interconnection with American companies. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

**35** Telecommunications Abstracted from Globe & Mail 10/04/99 Bell Canada will invest \$3.1 mil to expand its free local calling zones for several communities on the outskirts of the Greater Toronto Area (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**34** VeloCom Eyes Long-Term Growth Potential Of Brazilian Market Abstracted from Wireless Week 10/25/99 VeloCom consortium purchased two licenses in Brazil for \$74 mil to provide wireline services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**33** Answering Taipei's telecoms call Abstracted from Singapore Business Times 10/06/99 Taiwan: Four consortia will bid for fixed telecommunications network licences to be offered by Directorate General of Telecommunications starting in early 2000; Taiwan domestic telecommunications market has 16 mil subscribers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**32** Commutation de niveau 3: les start up se font distancer Abstracted from Zero Un Informatique Hebdomadaire 10/08/99 World: The emerging market for Layer 3 switches reached \$505.7 mil in 2nd-qtr 1999, for increases of 46% vs 1st-qtr 1999 and 380% vs 2nd-qtr 1998 (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**31** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 10/08/99 Stocks in the foreign telecommunications industry have become less timely in 1999 due to deregulation, shifting investor focus, and recent earnings reports. Deregulation, technological advances, and increasing international alliances have become important industry characteristics, as has the increasing change from voice to data communications. Investors need to be selective in their choices as these stocks are not timely in 1999 and the industry's three-to-five year performance outlook is not altogether positive. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.

- 30** Bell Canada International Inc. Abstracted from Globe & Mail 10/19/99 Consortium led by Bell Canada International will begin operating a new phone company called Vesper Sao Paulo in Sao Paulo, Brazil, in December (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 29** COMPANIES & FINANCE: THE AMERICAS: BCE ponders Nortel sale to cut discount Abstracted from Financial Times 10/28/99 Bell Canada Enterprises may spin off its 40% stake in Nortel Networks, a data networking concern; there is pressure on BCE to reorganize (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 28** SecurityLink from Ameritech and Bell Canada Create Strategic Partnership Abstracted from SDM 11/99 Ameritech's SecurityLink and Bell Canada will form a strategic alliance to deliver electronic security services in Canada (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 27** Bell Canada reforca interesse no Pais Abstracted from Gazeta Mercantil 11/19/99 Bell Canada will spend US\$3 bil on investments in Brazil over the next 3 yrs; with its 33% interest in Canbras, it boasts 1 mil cable television subscribers (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 26** Bct.Telus Communications Corp. Abstracted from Globe & Mail 11/19/99 BCT.Telus Communications Corp (Burnaby, BC) has sold its 16.6% stake in MediaLinx Interactive LP to Bell Canada (Montreal) (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 25** High-speed Internet access will boom by 2001 Abstracted from Broadcaster 12/99 A study from Convergence Consulting Group Ltd indicates that Canada will have over 1 mil net surfers on high-speed networks by 2001; Rogers Communications Inc will continue to dominate the market with 800,000 users (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 24** Nortel Dasa und die TeleColumbus-Tochter Concepta/Abstracted from Funkschau 01/07/00 Concepta and Nortel Dasa introduce their high-speed InfoCity NRW cable Internet service in the Oberkassel district of Dusseldorf, Germany, and the Flittard district of Cologne, Germany (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 23** Foreign telecommunications industry. Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 01/07/00 Shares of the foreign telecommunications industry rose on average more than 50% during the 4th qtr of 1999 and have become timely in spite of problems stemming from deregulation and other factors in a number of countries. Telecommunications systems producers have been among the biggest gainers in the market, but service providers should also gain from efficiencies of scale and greater market share. Most of these shares are expected to outperform the market in the year 2000, but investors need to be selective. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.
- 22** Canada's Bell Mobility Boosts Wireless Content Abstracted from Newsbytes News Network 02/09/00 Bell Mobility names new wireless Internet content partners and will revamp rates (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 21** Bell Canada Sells India, China Stakes Abstracted from Wall Street Journal 01/27/00 Bell Canada International to sell its interests in Tata Communications (India), Shandong Bell and Yantai Bell (both China) to its local partners for a total of Can\$85 mil (\$59.2 mil); reports fourth-quarter loss (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.
- 20** BCE Plans U.S. Acquisitions After Spinoff Abstracted from Wall Street Journal 01/28/00 BCE will continue to build its home base in Canada, while pursuing acquisitions in the US telecommunications and e-commerce sectors (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**19** Bce Reaches Internet Deal With Lycos Abstracted from Globe & Mail 02/03/00 BCE Inc (Montreal) buys 71% stake in new Internet portal venture that will link Bell Canada's Sympatico site with Lycos Inc in three-year investment of up to \$125 mil (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**18** BCE Details \$8bil Shopping List Abstracted from Newsbytes News Network 02/25/00 BCE Inc makes \$2.3 bil bid for CTV Inc; plans for remainder of \$8 bil war chest include \$1 bil for Bell Canada's expansion projects, \$1.5 bil to expand Teleglobe Inc, among other plans (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**17** Cable Deal Will Push Bell To Spend More On Internet: Analysts Abstracted from Globe & Mail 02/09/00 Merger of Rogers Communications Inc (Toronto) and Groupe Videotron Ltd may force Bell Canada to invest more on providing high-speed Internet access (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**16** Bell Mobility Adds To Browser Service Abstracted from Globe & Mail 02/10/00 Bell Mobility has expanded its wireless Internet browser service by adding four Web sites, and has started selling a new pocket-size phone from NeoPoint Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**15** Canada Poised For Two-way Revolution Abstracted from Wireless Week 03/06/00 Rogers AT&T, Bell Mobility and PageNet Canada, three top paging carriers in Canada, plan to launch two-way paging networks (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**14** BCE of Canada Offers \$6.7 Billion to Buy the Rest of Teleglobe Abstracted from New York Times 02/16/00 BCE aims to expand globally, making \$6.7 bil stock deal to buy final 77% of Teleglobe and invest in the Teleglobe network (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**13** Bell Mobility In Pact With Amazon.Com Abstracted from Globe & Mail 02/17/00 Bell Mobility and Amazon.com Inc (Seattle) have signed a deal that will give Bell Mobility customers access to Amazon.com Inc's on-line shopping services (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**12** BCE of Canada to Offer \$1.59 Billion for CTV Abstracted from Wall Street Journal 02/28/00 BCE is to pursue acquisition of CTV for Can\$2.3 bil (\$1.59 bil) or Can\$38 per share (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**11** Profac Taking Over Bell's Nexacor Unit Abstracted from Globe & Mail 03/11/00 Profac Facilities Management Services buys outstanding shares of Bell Canada's Nexacor Realty Management, which will still provide facilities management and other real estate services to Bell Canada under 10-year outsourcing deal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**10** Bid for broadcaster Abstracted from New York Times 03/14/00 CTV (Canada), TV broadcaster, to be acquired by BCE, telco, in Can\$2.3 bil deal (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**9** **BCE** Closer To Purchase Of Canadian TV Network Abstracted from Newsbytes News Network 04/05/00 BCE (Canada), telecommunications company trying to acquire television network CTV, now owns about 98% of voting and non-voting shares of Electrohome Broadcasting, one of CTV's major shareholders (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**8 Bci In Brazil Internet Venture** Abstracted from Globe & Mail 03/23/00 Bell Canada International, Qualcomm Inc and VeloCom Inc are forming venture to offer Internet access in Brazilian market; venture will be called BV Interativa Ltda (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**7 Bell Accelerates Investment In Internet** Abstracted from Globe & Mail 03/28/00 Bell Canada will invest \$1.5 bil over next three years to expand high-speed Internet access business as part of efforts to fill gap in its online strategy (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**6 Bell To Sell Bce Emergis Services** Abstracted from Globe & Mail 03/30/00 Bell Canada will invest \$40 mil over four years under agreement to resell BCE Emergis Inc's electronic commerce services to utility's business customers; both firms are units of BCE Inc (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**5 The Mobile Concierge** Abstracted from Globe & Mail 03/30/00 Mobile phone is set to become a 24-hour concierge, as wireless devices are combined with tracking technologies to create location-based e-commerce; Bell Mobility is testing service called "Where I Am" with partner NeoPoint Inc. (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**4 Nortel Gets Majority Of 2 European Ventures** Abstracted from Globe & Mail 03/31/00 Nortel Networks raises stakes in Nortel Dasa Network Systems and Matra Nortel Communications SAS to 58% and 55%, respectively (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**3 Share Of New Wireless Subscribers In Canada** Abstracted from Globe & Mail 03/31/00 Rogers AT&T Wireless captured 27% of new wireless subscribers in Canada in 1999, vs 21% for Bell Mobility, 20% for Microcell, 15% for Clearnet and 10% for Telus Mobility (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**2 Nortel Networks** Abstracted from Lightwave 04/00 Nortel Networks and Nortel DASA chosen as solutions integrator for EINSTEINet, the first facilities-based application service provider in Germany; deal is anticipated to be worth \$200 mil over three years (c)Copyright 1994-1999, Responsive Database Services, Inc, All Rights Reserved.

**1 Foreign telecommunications industry.** Abstracted from Value Line Investment Survey (Part 3 - Ratings & Reports) 04/07/00 Increased exposure to Internet-related services, along with the demand for lower prices and faster performance has made the foreign telecommunications industry more timely in the year 2000. Acquisitions have also increased due to less regulation and greater competition within the industry, and this is likely to continue. Investors must be selective in their choices as recent share prices increases have lessened the industry's potential for the next three to five years. (c)Copyright 1996-1999, Gale Group, All Rights Reserved.