

LanSer Technologies has also signed a purchase agreement with PLDT to supply CELLPAC wireless communications equipment and to service point of sale networks and the Automatic Teller Machines of large retail networks and major banks. The agreement has a potential value over five years of more than \$50 million.

**LVM Tech Inc., Montreal, Quebec**

LVM Tech Inc., a subsidiary of The Dessau Group Ltd., has entered into a joint venture with Philnor Consultants & Planners Inc. to provide ISO 9000 quality management services for Philippine exporters. The new partners also signed a memorandum of understanding with the University of the Philippines Engineering Research Foundation to collaborate on this project. The Dessau Group Ltd. is an engineering and construction firm and LVM Tech Inc. provides quality control management services. Philnor Consultants & Planners Inc. undertakes feasibility studies and provides engineering design, construction supervision and management services.

**NorTel, Mississauga, Ontario**

NorTel has signed a contract, valued at close to \$100 million, with the International Communications Corporation (ICC) to supply and install switching and transmission equipment in Metro Manila and five provinces in the Philippines. The transaction is supported by EDC (Export Development Corporation). ICC is one of the new franchise holders licensed to offer telephone services in the Philippines.

**SaskTel International, Regina, Saskatchewan**

SaskTel International has signed a contract with Philippines Long Distance Telephone (PLDT) to organize and develop ways to improve PLDT's ability to develop capital works projects in switching and transmission, and operational support. Operating in the Philippines since 1986, SaskTel provides technical consulting, network planning, project management, turn-key installation, operations and maintenance of telecommunications systems.

**SaskTel International, Regina, Saskatchewan  
Teleglobe International, Montreal, Quebec**

SaskTel and Teleglobe have signed a contract to assist in the preparation of design and bid documents for a digital backbone system to run throughout the Philippines for Telec Phil.

**Worldwide Telephonic Corporation (WorldTel), Vancouver, British Columbia**

WorldTel has entered into a joint venture with Prudentiallife to establish a Global Trading and Investment Network on the Information Highway worth about \$1.5 million. WorldTel provides commercial Internet services and network systems integration capabilities for voice, data, telex and facsimile using land- and satellite-based