

- [Auto](#)
- [Real Estate](#)
- [Careers](#)
- [Personals](#)

- [Home](#)
 -
- [National](#)
 - [British Columbia](#)
 - [Prairies](#)
 - [Ontario](#)
 - [Quebec](#)
 - [Atlantic](#)
 - [Politics](#)
 - [Education](#)
- [World](#)
 - [Americas](#)
 - [Europe](#)
 - [Asia-Pacific](#)
 - [Africa-Mideast](#)
- [Report on Business](#)
 - [News & Comment](#)
 - [Columns & Blogs](#)
 - [Energy & Resources](#)
 - [Agenda](#)
 - [The Law Page](#)
 - [Marketing](#)
 - [Search Archive](#)
 - [Magazines](#)
 - [ROB](#)
 - [ROB \(Small Business\)](#)
 - [TQ@Work](#)
 - [Special Reports](#)
 - [Board Games 2007](#)
 - [C-Suite Survey](#)
 - [2008 Budget](#)
 - [Market Action](#)
 - [Where To Find It](#)
 - [Market Blog](#)
 - [Streetwise Blog](#)
 - [Market Indexes](#)
 - [Earnings Surprises](#)
 - [Cdn. Co. Earnings](#)
 - [Commodities](#)
 - [Forex](#)
 - [Dividends](#)



What is your Credit Score?

| | |
|--------------|-----------|
| Excellent | 750 - 850 |
| Good | 660 - 749 |
| Fair | 620 - 659 |
| Poor | 350 - 619 |
| I Don't Know | ???? |

[Find out INSTANTLY!](#)
privacymatters.com

- [Options](#)
- [Bonds](#)
- [Rates](#)
- Special Reports
- [ROB Top 1000](#)
- [Globe Investor](#)
 - [My Stocklist](#)
 - [My Portfolio](#)
 - [My Streaming Tracker](#)
 - [Stock Quotes](#)
 - [Investor News](#)
 - [Event Calendar](#)
 - [Mobile Quotes](#)
 - [Stock Charts](#)
 - [Stock Filter](#)
 - [Stock Profile](#)
 - [5-Star Ratings](#)
 - [Help/Contact Us](#)
 - Special Reports
 - [Trade By Numbers](#)
- [Globe Fund](#)
 - [My Fundlist](#)
 - [My Portfolio](#)
 - [Top Movers](#)
 - [Fund Selector](#)
 - [Fund News](#)
 - [Fund Changes](#)
 - [Fund Charts](#)
 - [Fund Filter](#)
 - [Fund Profile](#)
 - [5-Star Ratings](#)
 - [Monthly Fund Review](#)
 - [Help/Contact Us](#)
 - Special Report
 - [15-Year Review](#)
- [Your Money](#)
 - [Trust Centre](#)
 - [Savings Rates](#)
 - [GIC Rates](#)
 - [Mortgage Rates](#)
 - [Auto Loan Rates](#)
 - [Credit Card Rates](#)
 - [Line of Credit Rates](#)
 - Special Report
 - [RRSP 2007](#)
 - [Alternative Investing](#)
- [Managing](#)
 - [Morning Manager](#)
 - [Executive Decision](#)
 - [At The Top](#)
 - [Appointment Notices](#)
 - [Career Advice](#)

- [Career Advice Archive](#)
- [Jobs By Industry](#)
- [Special Reports](#)
- [Start Up Blog](#)
- [Start Your Own](#)
- [Best Companies](#)
- [Best Small Companies](#)
- [Small Business](#)
 - [Incubator](#)
- [Globeinvestor Gold](#)
 - [Introduction](#)
 - [Free Trial](#)
 - [News and Analysis](#)
 - [Financial Information](#)
 - [Globe Portfolio](#)
 - [Research Tools](#)
 - [Technical Analysis](#)
 - [Real-time Quotes](#)
 - [Streaming Quotes](#)
 - [Live BNN](#)
 - [Price and News Alerts](#)
 - [Mobile Access](#)
- [Sports](#)
 - [Hockey](#)
 - [Baseball](#)
 - [Basketball](#)
 - [Football](#)
 - [Golf](#)
 - [Soccer](#)
 - [Others](#)
 - [Columnists](#)
 - [Yesterday's Stories](#)
- [Opinions](#)
 - [Columnists](#)
 - [Cartoon](#)
 - [Editorials](#)
 - [Letters to the Editor](#)
- [Arts](#)
 - [Movies](#)
 - [Television](#)
 - [Theatre](#)
 - [Music](#)
 - [Books](#)
- [Technology](#)
 - [Personal Tech](#)
 - [tq@work](#)
 - [Science](#)
- [Life](#)
 - [Food & Wine](#)
 - [Family & Relationships](#)
 - [Work](#)

- [Travel](#)
- [Health](#)
- [Style](#)
- [Deaths](#)
- [Marketplace](#)
 - [GlobeAuto](#)
 - [Careers](#)
 - [Classifieds](#)
 - [Newspaper Ads](#)
 - [Personals](#)
 - [Real Estate](#)

TELECOMMUNICATIONS: OPENING UP THE AIRWAVES

U.S. PLAYERS LEAP AT WIRELESS

In the race to get a slice of Canada's cellphone market, much of the muscle is provided by American investors - a challenge to foreign ownership restrictions

CATHERINE MCLEAN AND GRANT ROBERTSON

March 19, 2008

U.S. investors are sizing up the next frontier in the North American cellphone industry - and they're looking to Canada.

Some of the largest bidders vying for a slice of the market in upcoming auctions of wireless spectrum will be heavily financed by U.S. and overseas backers, according to bids submitted to industry Canada.

M/C Venture Partners, a Boston-based investment firm whose executives sit as directors on U.S. wireless companies, has revealed itself as one of the bidders in the May auction that will allow new cellphone companies to launch.

The bid, which was submitted last week using a numbered company, will see M/C Venture and Virginia-based Columbia Capital align themselves with Canadian investment firm Novacap in an effort to buy enough spectrum to become a national player.

[Print Edition - Section Front](#)

They are among several potential bidders that will be significantly backed by foreign money, putting down a deposit of \$154.9-million with Industry Canada to take part in the auction. They join others that are believed to have large amounts of foreign venture capital, including Globalive Communications Corp. and Niagara Networks Inc.

"Between us and Columbia Capital, we have experience in almost every single kind of wireless carrier you could imagine," said Salvatore Tirabassi, a partner at M/C Venture Partners.

"We think there's a lot of opportunity up there," Mr. Tirabassi said.

It's not the first time U.S. companies have invested significantly in the Canadian wireless industry. However, such foreign alliances could spark controversy.

The entry of new players will be welcomed by some consumers who want more competition in the wireless sector, but it could raise questions about whether they will meet Canadian ownership requirements.

Mr. Tirabassi wouldn't discuss his group's strategy for Canada, but he is optimistic about the industry's prospects considering the lower rate of wireless penetration here than in the U.S., Europe and Asia, he said. M/C Venture Partners has backed many cellphone carriers in the U.S., including MetroPCS Wireless Inc., which offers unlimited cellphone calling plans in a number of big cities.

Other bidders may include foreign investors, but the size of the stakes is not known. They include Data & Audio-Visual Enterprises Wireless Inc., submitted by fast-food and satellite radio executive John Bitove, and Triple Five Universal



[Enlarge Image](#)

More Report on Business Stories

- [Quebecor World faces another loss](#)
- [Handhelds and laptops, the next privacy frontier](#)
- [Canada begins tracking U.S. into slump](#)
- [Fed's dilemma: credit or inflation](#)
- [The weekly web poll](#)
- [Go to the Report on Business section](#)



Enterprises Ltd., said one source who intends to participate in the auction.

More details about the ownership structure behind the applicants will be revealed on March 31.

Industry Canada will make sure the winners of the auction, set to begin May 27, comply with foreign ownership rules.

According to the rules governing Canada's telecom industry, foreigners can only hold 20 per cent of an operating company and one-third of the holding company. But there are different ways to meet those requirements, and Industry Canada examines each case separately. A spokeswoman declined to comment yesterday.

Mr. Tirabassi insisted the syndicate will meet foreign ownership rules. "We've had very professional regulatory advisers advising us along the way," he said in a phone interview.

Yak, a unit of privately-held Canadian firm Globalive Communications Corp., has some foreign backers: Weather Investments, which is controlled by Egyptian billionaire Naguib Sawiris, and Novator, which has wireless investments throughout Europe.

New wireless titans?

Some of the hopeful new cellphone entrants

6934579 CANADA INC.

The lead investors from the United States, M/C Venture Partners - of which Salvatore Tirabassi is a partner - and Columbia Capital, have loads of experience backing wireless carriers. Their Canadian partner is private equity firm Novacap.

GLOBALIVE WIRELESS LP

The Canadian partner is Globalive Communications Corp., whose founder, Anthony Lacavera, is 33. He has teamed up with two billionaires: Egyptian Naguib Sawiris, above, who controls Weather Investments, and Bjorgolfur Thor Bjorgolfsson of Iceland, who is behind the European wireless investment firm Novator.

DATA & AUDIO-VISUAL

ENTERPRISES WIRELESS INC.

John Bitove, who founded XM Canada satellite radio service and is in charge of Prizm Income Fund, which owns hundreds of KFC, Taco Bell and Pizza Hut outlets across Canada. It is not known whether he has other backers.

TRIPLE FIVE UNIVERSAL

ENTERPRISES LTD.

The Ghermezian family of Edmonton, including Raphael Ghermezian, above, own Triple Five Group. Its assets include the West Edmonton Mall and the Mall of America. It's not known whether they have other backers.

- [Print](#)
[E-mail](#)
[Share](#)
[License](#)
[Letter to Editor](#)

Search the NewsSearch
 News Stock

- [Print](#)
[E-mail](#)

-  [Share](#)
-  [License](#)
-  [Letter to Editor](#)
-  [Text Size](#)

Report on Business Columnists



- [Derek DeCloet: Don't believe everything they say on TV](#)
- [Eric Reguly: VW has all the tools to be No. 1 except one: A big North American presence](#)
- [Avner Mandelman: A history lesson: Beware the makings of an echo crash](#)

Top Stories by Section


- [Report on Business: Visa racks up big gains in trading debut](#)
- [National: Serbia recalls envoy over Kosovo recognition](#)
- [World: China ready to hold talks with Dalai Lama: British PM](#)
- [Sports: The longest of shots](#)
- [Arts: Arcand's 'mistake'](#)
- [Technology: U.S. players leap at wireless](#)
- [Life: Bacon with benefits](#)


Most Popular


- [Most Viewed](#)
 - [Most E-mailed](#)
 - [Most Discussed](#)
-
- [Report on Business](#)
 - [All News](#)


| Rank | Headline |
|------|--|
| 1. | Homebuyers rush to pay down mortgages 8:47 AM  5 |
| 2. | Canada begins tracking U.S. into slump 18/03/08 8:50 PM  34 |

3. [Visa racks up big gains in trading debut](#) 9:42 AM 

4. [Strong equity sales buoy Morgan Stanley results](#) 9:12 AM 


5. [Why more moms do the daycare shuffle](#) 18/03/08 10:51 PM 

6. [Gold slides 3% after Fed cut](#) 9:29 AM 

7. [Lehman borrows from new Fed facility: WSJ](#) 8:31 AM 

8. [Fed's dilemma: credit or inflation](#) 18/03/08 8:54 PM 

9. [U.S. Stocks open higher](#) 9:46 AM 

10. [U.S. eases capital restraints on Fannie Mae, Freddie Mac](#) 9:45 AM 

[More popular news items](#)

On-line:

- [Help](#)
- [Contact Us](#)
- [Staff](#)
- [RSS](#)
- [Subscriptions](#)
- [Group Subscriptions](#)
- [Member Centre](#)
- [Mobile](#)
- [Newspaper Ads](#)

Newspaper:

- [Customer Care](#)
- [Contact Us](#)
- [Staff](#)
- [Press Room](#)

- [Corrections](#)
- [Subscribe](#)
- [Vacation Stops](#)
- [Change Address](#)
- [Recognition Card](#)

Advertise:

- [Advertise With Us](#)
- [Newspaper](#)
- [Magazines](#)
- [Online](#)
- [Marketing Solutions Group](#)
- [Media Central](#)
- [Classifieds](#)

- [Privacy Policy](#)
- [Terms & Conditions](#)
- [Disclaimer](#)



© Copyright 2008 CTVglobemedia Publishing Inc. All Rights Reserved.

globeandmail.com and The Globe and Mail are divisions of CTVglobemedia Publishing Inc., 444 Front St. W., Toronto, ON Canada M5V 2S9
Phillip Crawley, Publisher


globeandmail.com

- My Globe
- My Portfolio
- My Weather
- Most Popular
- Print Edition
- Last Updated: Newspaper Subscription
- Wednesday, March 19, 2008 9:56 AM
- Newspaper Ads

weather Enter the city, then press "Submit":

globeandmail.com

Home National World Report on Business Sports Opinions Arts Technology Life Marketplace



Stanley Cup hoisted in Kandahar

Morale-boosting trip includes ball hockey games between soldiers, retired NHL stars 7:16 AM

Web-exclusive comment


Why carbon capture is an illusion

Bruce Cox »

Taking carbon dioxide out of emissions isn't easy or cheap and won't happen in time to save

climate 18/03/08 5:29 PM 112

Style



Hit or miss?

We'll do the trendspotting each week, then let you have your say 18/03/08 7:56 PM

Editor's choice




China ready to hold talks with Dalai Lama: British PM

But different message coming from Beijing — state media calls spiritual leader 'wolf in monk's robes' 9:35 AM 100

- » Related: Photo evidence of Tibet horror comes to light
- » Live, noon ET: Geoffrey York on unrest in Tibet
- » Video: Chaos in Tibet




Visa racks up big gains in debut

World's largest credit card network sees shares jump 48 per cent in New York after its record breaking \$17.9-billion IPO 9:42 AM 1

Nfld. cancer inquiry keeps medical files private

Search News Stock

Multimedia Centre

| | | |
|--|---|--|
| Day in Pictures  Best from the past 24 hours | NHL Highlights  Long-shot night for Leafs | Video Picks  Madeleine apology |
|--|---|--|

Exclusive Online Globe Documentaries



Call from beyond

Video: Recovered message lets man hear wife's voice years after her death 9:40 AM

Judge approves ban on broadcast, publication of patients' information 9:34 AM

Related: 108 women died after botched cancer tests, Newfoundland says

A powerful testament, an enormous risk

Barack Obama gambles his hopes for the presidency by asking Americans to contribute to his campaign 18/03/08 9:52 PM

Live, noon ET Live, 1 p.m. ET

Globe's Geoffrey York on unrest in Tibet Ottawa bureau chief Brian Laghi on federal politics

Advertisement: Higher Technology - Following Business and Technology Trends in 2008 - Sponsored by Intel.

Marketplace

- Auto
- Careers
- Classified
- Newspaper Ads
- Personals
- Real Estate

In Depth

- Alberta's oil sands
- Afghanistan
- U.S. Election
- Boy in the Moon
- Census 2006
- Conrad Black
- Cancer
- Incubator
- Mulrone & Schreiber
- More In Depth



More Sections

- Appointments
- BNN
- Births & Announcements
- Deaths
- Contests
- Facts & Arguments
- Lives Lived
- Newsletters
- Obituaries
- Social Studies

Headlines Top Story + Headlines Summaries

Report on Business

Canada begins tracking U.S. into slump
Forecast expected to show slowdown happening at the same time and to the same extent as the U.S. 18/03/08 8:50 PM

Fed's dilemma: credit or inflation
Mega Brands to take \$30-million charge

National

Serbia recalls envoy over Kosovo recognition
Harper government says decision in no way opens door to Canada's breakup 18/03/08 8:45 PM

Mixed results provide little clarity for Liberals
Stowaways' brief run blamed on lax security
Ryerson won't expel student over study group
Obituary: Geoffrey Pearson, 80

World

Gun-control case starts to split U.S. court
Several of the court's nine justices hint at differing positions on the meaning of the Second Amendment 18/03/08 10:37 PM

2 U.K. papers apologize to Madeleine McCann's parents
African Union to stage rare coup in Comoros
Australia plans carbon storage under ocean

Life

Vitamin pork: Bacon with benefits
Raised on a specialized mix of flax and grains, healthful piggies enriched with selenium and omega-3 have left the farm and gone to market 8:58 AM

The five-minute Ramsay: recipes for 'busy' foodies
Why more moms do the daycare shuffle

Health

How we are and how we seek health services

Globe Poll

When co-workers take popular holidays off, leaving you stuck on the job ...

I end up covering their workload.

I wish I was off work too.

I get more work done.

I score brownie points with the boss.

Results & Past Polls

Video Picks



Poland's Anne Frank

Heart-wrenching diary of 14-year-old Jewish girl who died at Auschwitz comes to light

Manson neighbour speaks

Man who once lived near Manson compound says it's possible more victims are buried there

Naked man runs amok

Man does \$40,000

Today's Markets

| Market | Change | Value |
|-------------------------|---------|-----------|
| Data delayed 20 minutes | | |
| S&P/TSX | -125.99 | 13,010.71 |
| DJIA | -18.73 | 12,373.93 |
| S&P 500 | +2.03 | 1,332.77 |
| Nasdaq | -2.10 | 2,266.16 |

Stock Profile Quote

GO

Lookup

Sponsored by:



Market Update

At the open: Will that be cash or Visa?

Plus: BoC, it's your move

Podcast

Talking Management - Strategy isn't dead

Oxford University's Richard Whittington tells Karl Moore how the corner office is learning to adapt


Audio: Download the MP3 interview (right-click and choose 'save target as')



RSS: Get the feed

Energy & Resources

Inside Energy Blog
Transalta 1, Luminus 0



- [Travel](#)

Gay men more likely than heterosexual men to seek doctors' advice; lesbians less likely to have tests, statscan study finds 9:43 AM 


Patient guidelines fall short of saying 'sorry' 24
Online Q&A: Trouble sleeping? 


Science »

Thickest, oldest Arctic ice melting, NASA finds
 Area almost one-quarter the size of Canada of perennial ice has been lost, ice scientists say 8:56 AM 


A sweeping strategy to save a tiny fish 6
Canada losing ground in space 

Technology »

U.S. players leap at wireless
 In the race to get a slice of Canada's cellphone market, much of the muscle is provided by American investors – a challenge to foreign ownership restrictions 18/03/08 9:01 PM 


Search and seizure: Handhelds, laptops are next privacy frontier 6
Apple talking to labels about unlimited music 




Sports »

French foreign minister backtracks on Olympic mini-boycott
 Bernard Kouchner says some economic decisions must be made 'at the expense of human rights' 9:56 AM 

In profile: 30 years after Jonestown 
CFL closes in on deal to revive Ottawa franchise 20
The longest of shots 

Arts »

Arcand's 'mistake'
 An outright jovial Denys Arcand talks openly about his latest film, Days of Darkness, and why he, an Oscar-winning filmmaker, willingly created a middle fantasy sequence that runs 'contrary to every law of dramatic structure' 2:41 AM 

Video: Hard day's night for Idol's top 11 
Judge says Heather Mills 'her own worst enemy' 32
Obituary: Arthur C. Clarke, 90 

in damage to U.S. businesses while in his birthday suit

Duct tape in space 

Astronauts use tape to help fix problem on board space shuttle

Travel »





Austin's other club scene

Festivals like South by Southwest may draw indie music groupies. But even unplugged, this city still swings. A growing number of golfers are flocking to this central Texas town

The Red Carpet »



The Red Carpet  • 
 The stars come out to play


Style »



Art works

Canadian designs are becoming synonymous with luxury and craftsmanship

In Pictures: Toronto Fashion Week Preview 

In pictures: Groovy gardening 

Plus: Good luck with Harper government


Streetwise Blog »

Andrew Willis
 Hedge funds are stuck

Plus: ACE Aviation pushed to spin out Jazz

Commentary »

Jeffrey Simpson
 The Liberals triumphed on by-election night? 

Roy MacGregor
 From the tragic past, Gainey looks to the future 

Gary Mason
 The amazing grace of forgiveness 

Interactive Puzzles »

Challenge yourself with today's puzzles

Crossword Puzzles
Canadiana Crossword 

Universal Crossword 

Cryptic Puzzle 

Sudoku Puzzles

Sudoku Classic 

Sudoku Mega 

Most Popular

- [Most Viewed](#) • [Most E-mailed](#)
 - [Most Discussed](#)
1. [Homebuyers rush to pay down mortgages](#)
 2. [Canada begins tracking U.S. into slump](#)
 3. [China ready to hold talks with Dalai Lama: British PM](#)
 4. [A powerful testament, an enormous risk](#)
 5. [Judge says Heather Mills 'her own worst enemy'](#)
 6. [Photo evidence of Tibet horror comes to light](#)
 7. [Global capitalism teeters on the brink](#)
 8. [Strong equity sales buoy Morgan Stanley results](#)
 9. [Stowaways' brief run blamed on lax security](#)
 10. [2 U.K. papers apologize to Madeleine McCann's parents](#)
- [More popular news items](#)

On-line:

[Help](#) [Contact Us](#) [Staff](#) [RSS](#) [Subscriptions](#) [Group](#) [Subscriptions](#) [Member](#) [Centre](#) [Mobile](#) [Newspaper](#) [Ads](#)

Newspaper:

[Customer Care](#) [Contact Us](#) [Staff](#) [Press Room](#) [Corrections](#) [Subscribe](#) [Vacation](#) [Stops](#) [Change](#) [Address](#) [Recognition](#) [Card](#)

Advertise:

[Advertise With Us](#) [Newspaper](#) [Magazines](#) [Online](#) [Marketing](#) [Solutions](#) [Group](#) [Media](#) [Central](#) [Classifieds](#)

CTVglobemedia

© Copyright 2008
CTVglobemedia Publishing
Inc. All Rights Reserved.

globeandmail.com and The Globe and Mail are divisions of CTVglobemedia Publishing Inc., 444 Front St. W., Toronto, ON Canada M5V 2S9
Phillip Crawley, Publisher

[Privacy Policy](#)
[Terms & Conditions](#)
[Disclaimer](#)

globeandmail.com

- My Globe
- My Portfolio
- My Weather
- Most Popular
- Print Edition
- Newspaper Subscription
- Member Centre
- Newspaper Ads

- Auto >>
- Real Estate >>
- Careers >>
- Personals >>



Home National World Report on Business Sports Opinions Arts Technology Life **Marketplace**

GlobeAuto

- Careers
- Classifieds
- Newspaper Ads
- Personals
- Real Estate

Search News Stock

Long on flair, and with a familiar face

If the Mini rings your bell, it's hard to imagine anything coming close to its emotional appeal.

13/03/08 12:00 AM 2

PHOTOS & SPECS: 2008 Mini Cooper S Clubman



Accommodating wagon has 'drive me' flavour

No longer square and utilitarian, Volvos don't stand out in a crowd

13/03/08 12:00 AM 8

PHOTOS & SPECS: 2008 Volvo V50 T5



BMW M3



GENEVA MOTOR SHOW

Tata steals the show

In swank, overpriced Switzerland, the Tata Nano was the oddity in an auto show filled with glitzy, sexy models. But the little city car from India represents the future of the industry

13/03/08 12:00 AM 41

- Top models: Highlights of the show
- In Pictures: Geneva auto show
- Emissions: Environmental debate in Europe

MY CAR: A stylish choice for a fashion diva

She's a major player in Canada's fashion industry, a diva with more than three decades of experience under her belt. But Robin Kay isn't concerned only with how her wardrobe looks, she wants style in her wheels as well.

13/03/08 12:00 AM

Certified Pre-Owned Partners Centre >>

Click on a partner logo for more information and search for cars on the lot.

| | |
|------------------------------|-------------------------------|
| Optimum USED VEHICLES | ▶ Manufacturer's Warranty |
| | ▶ 150+ Point Inspection |
| | ▶ Exchange Privilege |
| | ▶ 24 Hour Roadside Assistance |

Multimedia Centre

Cato's picks | video Picks | VIDEO

