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MEDIA BACKGROUNDER

Overview

Glentel Inc. is one of Canada's largest multi-carrier retailers of mobile phones and a leading provider of wireless communications solutions across Canada. With well-developed business and industry market segments, Glentel has focused on providing service and value to people whose lifestyle demands are leading them to find new ways to keep in touch. The company operates a Retail Division as well as a Business Division.

Glentel's three retail brands – WirelessWave, Tbooth / la cabine T, and WIRELESS etc. – all service the wireless communications needs of consumers. The company's Business Division meets the telecommunications needs of business, industry and government – providing integrated wireless solutions to a variety of sectors.

Glentel has been operating in Canada since 1963. Today, the company employs more than 1,400 employees, with head offices in Burnaby, British Columbia. 2008 is an important year in the company's history as it marks Glentel's 25th anniversary of trading on the Toronto Stock Exchange (GLN:TSX) and 45th anniversary as a company.

Glentel Retail Division

Glentel's three retail brands provide consumers with unparalleled selection and choice of communications products and services through retail outlets in major shopping malls and Costco Wholesale stores across Canada.

Glentel's stores provide a unique experience to customers seeking leading-edge mobile electronics. Customers have the choice of five mobile phone providers including: Rogers, Bell, Fido, Solo Mobile and Virgin Mobile. Mobile phone brands include: LG, Motorola, Nokia, Samsung, Sony Ericsson, Blackberry and HTC. VoIP service from Vonage and Primus is also available, as well as accessories for each mobile phone brand including a wide range of the popular Bluetooth handsfree wireless products. Glentel's knowledgeable in-store staff provides unbiased, informed service in a comfortable and friendly shopping atmosphere where customers can compare rate plans and learn about the most up-to-date mobile phone promotions.

Through a network of 107 mall-based stores located in British Columbia, Alberta, Manitoba and Ontario, Glentel's original brand, WirelessWave, has been providing mobile phone customers with freedom of choice since 1997. In 2005, Glentel acquired Tbooth / La Cabine T, increasing the number of locations from 49 to 68 stores in top-tier shopping malls across Canada.

WirelessWave and Tbooth / la cabine T are now located in more than 120 malls – with both brands residing in 38 of those locations. The two distinct brands continue to thrive in competition

by differentiating their offering and shopping experience for different consumer demographics and needs.

In 2007, Glentel introduced WIRELESS etc., a store-in-store brand meant to reach consumers with needs and attitudes very different from mall shoppers. WIRELESS etc. stores are now in 72 locations of Canada's premier big-box retailer, Costco Wholesale, delivering multi-product, multi-carrier offerings to a large new group of consumers.

As a result of the rapid growth of WIRELESS etc. and the continued expansion of WirelessWave and Tbooth / la cabine T, Glentel's retail division grew by 33 per cent in 2007, ending the year with 224 retail outlets.

Glentel Business Division

Glentel's Business Division is one of Canada's leading suppliers of wireless communications solutions to small and medium-sized companies and to local, regional and federal governments. With more than 40 years' experience designing and commissioning wireless networks for commercial applications, and with 17 Wireless Business Centres coast-to-coast, Glentel has the largest and most advanced technical service staff of its kind in Canada helping to develop, install, and support a broad range of end-to-end solutions.

The company's expertise, products and infrastructure help a wide variety of industries, government departments and agencies communicate quickly, reliably and profitably. Customers include resource sectors (oil and gas, forestry, mining, agriculture and fishing); transportation companies (taxi, courier, transit and trucking); tourism; utilities; first responders (police, fire, medical, search and rescue and other emergency teams); institutions (colleges and universities); and municipal and regional governments.

Glentel's voice and data communications solutions incorporate terrestrial (ground-based) radio narrowband and wireless broadband systems, MSAT (mobile satellite) and VSAT (very small aperture terminals) satellite-based systems, or combinations of narrowband, broadband and satellite. Solutions include system design, implementation and after-sales service. Partners and suppliers include Motorola, Vertex Standard, Tait Radio Communications, Kenwood Electronics Canada Inc., Mobile Data Systems, Zetron and Mobile Satellite Ventures.

Glentel has installed and maintained systems in the most difficult of situations; refineries with explosive environmental requirements, mines and excavation sites where the terrain and signal paths are constantly changing, mountain ranges where full coverage is required, and city wide communications systems where interference and in-building coverage are day to day issues.

Recent Business Division projects include implementing a new wireless communications system in Alberta's Yellowhead County, to be used by the county's fire and emergency medical teams as well as transportation, enforcement and agricultural services; completing a project to extend the life of the wireless communications system on the University of Saskatchewan's Saskatoon campus; and implementation of the first phase of a fixed city-wide wireless broadband communications system in the city of Regina.

Glentel Management

Thomas Skidmore is Glentel's chairman, president and chief executive officer. Mr. Skidmore has been a director of Glentel since 1989, president and chief executive officer of Glentel since 1992, and has been actively involved in wireless communications for more than 20 years. Mr. Skidmore is also very active as a community volunteer. He currently chairs the Greater Vancouver Advisory Board of the British Columbia Division of The Salvation Army in Canada and is a board member of BC Women's Hospital & Health Centre Foundation and of Mission of Mercy (Canada). He is a past director of BC Children's Hospital and was a founding director of Pacific Parklands Foundation.

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Note to editors/reporters:

The following materials are all available upon request:

- Photo and bio of Tom Skidmore, Glentel President and CEO
- A Glentel Fact Sheet

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