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Attention: Financial Editors
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FOR IMMEDIATE RELEASE

GLENTEL INC. ANNOUNCES 4TH QUARTER AND YEAR-END RESULTS SALES INCREASED TO \$181.2 MILLION AND NET INCOME PER SHARE OF \$0.62

Glentel Inc. today reported its results for the 4th quarter and the year ended December 31, 2006.

Operating income before interest and taxes for the 4th quarter ended December 31, 2006 was \$4,637,000, compared to \$3,389,000 in the 4th quarter of 2005. Net income was \$3,246,000, \$0.32 per share, compared to \$2,999,000, \$0.30 per share, for the same quarter last year.

Sales for the 4th quarter ended December 31, 2006 increased to \$55,061,000, compared to \$50,391,000 in 2005. Growth in sales was due to a 4% increase in sales in the Retail Division and a 45% increase in sales in the Business Division. During this period Glentel completed the acquisition of Time Mobile Communication Inc. ("Time MCI") on November 1st, which had a solid performance in the Business Division over the final two months of the year.

The Retail Division sales of cellular products and services grew to \$44,964,000 for the 4th quarter ended December 31, 2006, compared to \$43,442,000 for the same period in 2005. Operating income before interest and taxes increased 24% to \$5,932,000, compared to \$4,789,000 in 2005. *WirelessWave* continued to have a strong sustainable performance in the 4th quarter, while *Tbooth / La Cabine T* had an outstanding turnaround performance on a year-over-year basis.

The Business Division sales of terrestrial radio systems, satellite network services, advanced mobile solutions, and service/engineering support grew 45%, to \$10,097,000 for the 4th quarter ended December 31, 2006, compared to \$6,949,000 for the same period in 2005. Operating income before interest and taxes was \$913,000, compared to \$350,000 in 2005. This growth includes the performance of the acquisition of Time MCI in the 4th quarter.

Glentel had a very active year in 2006 as the company completed three acquisitions in its Business Division, improved the operating performance of *Tbooth / La Cabine T*, and continued to achieve a strong performance from *WirelessWave*. Sales increased 27%, to \$181,188,000 for the year ended December 31, 2006, compared to \$143,102,000 the previous year. Operating income before interest and taxes increased to \$9,289,000, compared to \$8,900,000 in 2005. Net income for the year was \$6,324,000, \$0.62 per share, compared to \$6,114,000, \$0.65 per share, in 2005. Weighted average number of shares outstanding was 10,180,000 in 2006, compared to 9,438,000 in 2005.

Growth in sales and net income was through both organic growth and acquisitions in 2006. The Retail Division sales grew 27% to \$146,238,000 as *WirelessWave* opened two new stores during the year, bringing the total to 97 retail mall-based stores. The number of same-store cellular phones and other wireless devices sold in the year increased 14% over the previous year in stores that were open throughout both 2006 and 2005. *Tbooth / La Cabine T*, acquired

in 2005, operated its 49 mall-based stores for a full twelve months in 2006, compared to seven months in 2005. As a result of the focused efforts on the turnaround in the performance of this brand, the number of same-store cellular phones and other wireless devices sold in the year increased 37% over the previous year. In November 2006, the Company added 15 new store-in-store kiosks in select Costco Canada stores, which combined with four new stores opened in the 1st quarter of 2006 and three that were opened in 2005, brings the total to 22 *WIRELESS etc* kiosks. Additional kiosks within the remaining Costco Canada stores are being planned for 2007 and beyond.

In the Business Division, sales grew 26% during 2006 to \$34,950,000 compared to \$27,726,000 in 2005. Growth in sales was complemented by three acquisitions made during the year, which provided strength in breadth and depth of operations to the Business Division in Ontario and northern British Columbia. Organic growth in sales has been broad-based in all product segments of the division, fueled by the strength of the oil and gas sector in Alberta and northern BC.

The three acquisitions of businesses that were made expand the reach of the Business Division, and make it truly a national wireless solutions provider in the business to business market segment. The 2nd quarter acquisition of the radio business of Quasar Communications Ltd. in Fort St. John, B.C. solidified our position in northern British Columbia. The acquisition of Time MCI on November 1st, combined with the acquisition of Digital Mobile systems Inc. on July 1, 2006 help to continue to position Glentel as a strong communications solutions supplier to the public safety and government sector in Ontario. With these acquisitions, Glentel now has a terrestrial radio infrastructure of 240 tower sites and over 470 repeaters in Canada.

“We are pleased with the strong year of operational performance for 2006,” said Thomas Skidmore, Glentel’s president and chief executive officer. “Both the Retail and Business divisions delivered increased sales and profitability.”

Financial highlights, in thousands of Canadian dollars (except percentage and per share data), are:

	Three months ended December 31		Year ended December 31	
	2006	2005	2006	2005
Sales	\$55,061	\$50,391	\$181,188	\$143,102
Income, before interest, taxes and amortization	5,880	4,502	13,952	12,872
Operating income, before interest and taxes	4,637	3,389	9,289	8,900
Net income	\$3,246	\$2,999	\$6,324	\$6,114
Net income per share	\$0.32	\$0.30	\$0.62	\$0.65

About Glentel:

Glentel is an international wireless solutions provider operating 186 corporate locations in Canada through its Retail and Business Divisions, under the trading names of *Glentel Wireless*, *WirelessWave*, *The Telephone Booth* (“*Tbooth*”), *La Cabine Téléphonique* (“*La Cabine T*”), and *Wireless etc*.

Forward-Looking Statements:

Statements in this release relating to matters that are not historical fact are forward-looking statements based on current expectations, forecasts, and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Factors that could cause or contribute to such differences include, but are not limited to general economic conditions, changes in technology, reliance on third party manufacturing, managing rapid growth, limited intellectual property protection, and other risks and uncertainties described in Glentel's public filings with securities regulatory authorities.

NO STOCK EXCHANGE, SECURITIES COMMISSION OR OTHER REGULATORY AUTHORITY HAS APPROVED OR DISAPPROVED THE INFORMATION CONTAINED HEREIN.

To request a copy of Glentel's annual report, go to www.newswire.ca, Tools for Investors, and click on reports@cnw.

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