

**MOTOROLA PAGING INFRASTRUCTURE PROVIDES BACKBONE FOR  
SBA YOUNG ENTREPRENEUR OF THE YEAR**

*Island Page Chief credits Motorola Technology in Carrier's Success*

FORT WORTH, TEXAS June 1, 1998 - Motorola paging technology helped vault Island Page to Hawaii's top three paging carriers in less than three years and achieve the prestigious SBA National Young Entrepreneur of the Year Award for its president, Charles Fortner. Fortner was recognized today at a White House ceremony for his entrepreneurial excellence and robust business growth.

Island Page's exceptional success, in less than three years, far exceeded its original sales volume projections and today is among the state's top paging companies based on market share of subscribers. Currently operating on a single bandwidth frequency, Fortner is creating the infrastructure to deploy Motorola's FLEX™ advanced digital paging system, enabling Island Page to offer more capacity applications. The move toward statewide coverage will be completed by the end of July, 1998, with 90 percent of the main island currently served.

"Motorola advanced paging infrastructure maximizes the 900 MHZ spectrum so that our network has huge capacity, enabling us to build revenue through new subscribers and to carry roaming traffic from other paging carriers," said Charles Fortner, president of Island Page.

The SBA Young Entrepreneur of the Year award is given to owners and operators of small businesses with a three-year track record and who are under the age of 30. Fortner received the award based on evidence of success as measured by sales and profits, increased employment opportunities, development or utilization of innovative or creative business methods, and demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

Tony Marshall, Vice President & General Manager of Motorola's Paging Systems Group, said, "Whether small or large, Motorola technology gives paging providers the power they need to be competitive and anticipate tomorrow's demand, in terms of subscriber growth and new applications."

The FLEX Protocol, created by Motorola, is the global de facto standard for one-way high-speed paging. Adopted by operators in all of the top ten world's largest paging markets, Motorola's FLEX paging protocols include FLEX one-way, ReFLEX™ protocol-based paging infrastructure including terminals, radio frequency controllers, transmitters and receivers. PSG Service solutions include network design and engineering, testbedding and an award-winning customer service hotline. Further information is available at <http://www.mot.com/pagers>.

The Motorola Paging Systems Group (PSG) delivers advanced paging solutions for service providers worldwide. PSG systems solutions include the full range of FLEX\* protocol-

based paging infrastructure including terminals, radio frequency controllers, transmitters and receivers. PSG service solutions include network design and engineering, testbedding, training, and an award-winning customer service hotline.

Motorola is one of the world's leading providers of semiconductors, wireless communications, and advanced electronic systems and services. Equipment businesses include paging and data communications, personal communications, cellular telephone, two-way radio, automotive, defense and space electronics and computers. Further information from Motorola's Paging Systems Group is available at <http://www.pagingsystems.com>. Information about FLEX technology is available at <http://www.mot.com/FLEX>.

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