

COMPANY OVERVIEW

Backed by more than 40 years of wireless industry expertise, Visao provides sophisticated wireless products and services via terrestrial and satellite-based networks. The company's products and services enable customers to monitor remote operations; track and manage vehicles; and provide information regarding the location of individuals, supplying a communication link to alert appropriate personnel automatically in the event of an emergency.

Wireless telemetry provides machine-to-machine or machine-to-person communications, enabling immediate notification of changes in condition. A basic telemetry device is a

transmitter/receiver that is programmed to send or receive a signal to a predetermined location. Using sensors and switches, such as a temperature gauge set to signal unusually high or low operating temperatures, Visao allows companies to detect changes that need attention.

Visao uses advanced telemetry devices and satellite data transmission to enable customers to monitor and track far-flung assets from the desktop. Combined with the company's mapping software, the battery-powered, self-contained, satellite-based mobile asset-tracking device provides location information on trailers. Dispatchers and fleet managers can monitor and track truck and trailer movement remotely. Assets equipped with Visao's solution report back to the monitoring station on customer-defined intervals and upon the occurrence of user-defined events. Such events include breaking the borders of a designated area - or - "geofence," the opening of a door or the failure of a refrigeration unit.

Visao also uses wireless telemetry to enhance safety for those in high-risk professions - servicemen, dignitaries, government officials and lone workers. Should a device-wearer become injured or otherwise endangered, the device signals an emergency distress call to a dispatcher, pinpointing the wearer's location and providing vital medical history information.

Visao's wireless telemetry products have proven invaluable to companies in many industries, including trucking and fleet management, construction, criminal correction facility management, oil and gas pipeline and tank management, rail transportation and many others.

Visao will continue to evolve, providing vital business applications that meet customers' needs for more effective remote operations. Whether monitoring a workforce for safety or trailers to ensure complete delivery, Visao will continue to use its expertise in the wireless industry to provide the best solutions for its customers.

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News Release

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Teletouch Has Vision to Create Telemetry-Focused Subsidiary – Visao™

*Newly Formed Company to Develop and Distribute
Personal Monitoring and Asset Tracking Technology*

TYLER, Texas — June 9, 2004 — To strengthen its commitment to the rapidly growing telemetry market, Teletouch Communications (AMEX: TLL) has created a new subsidiary – Visao™ Systems Inc. The newly formed Visao (pronounced “vih-Say-oh” and derived from a variation of the Portuguese word for “vision”) will develop and distribute wireless telemetry-based mobile asset tracking and personal monitoring products.

“Visao is focused entirely on telemetry. This focus will enable the new company to establish a position of leadership in this emerging market,” said Visao President Kernan Crotty. “The phenomenal growth in wireless telemetry services has created a demand for quality and innovation that we are uniquely situated to meet.”

“The Teletouch and Visao offerings are built on the same foundation of wireless expertise, but we recognize that the telemetry offerings and services vary in terms of resources and market/customer need,” said Crotty. “As a separate subsidiary, Visao will have the available resources, separate staff, policies and procedures necessary for it to become a leader in telemetry.”

Creation of the new subsidiary company also ensures Teletouch’s unfaltering commitment to its core business will remain the same. Teletouch will continue to maintain superior levels of development, support and customer service for its paging and two-way radio offerings.

The Visao vision is initially to develop and market innovative wireless telemetry products in two specific categories – trailer tracking and personal monitoring systems.

The trailer tracking system utilizes a fully self-contained device, which is attached permanently to the roof of a trailer. It is battery operated and transmits location either on a pre-programmed basis or on the occurrence of a particular event, such as door opening or closing. It also can be activated by motion, reporting when the trailer starts or stops.

The personal monitoring system uses similar technology to provide location information of individuals and supply a communication link to alert appropriate personnel automatically in the event of an emergency. The small, lightweight, intrinsically safe personal alert device can be carried or worn on a belt. It offers a sense of security to lone workers as well as employers that need to assure workers that help can be on the way within seconds. Government agencies and dignitaries also can use the personal monitoring system to enhance a security detail by adding an additional layer of monitoring and notification.

All Visao tracking and monitoring systems can utilize the GeoFleet™ mapping and monitoring software. The systems also can be customized and integrated with other asset tracking and accounting programs.

About Teletouch Communications Inc.

In the wireless business for 40 years, Teletouch Communications Inc. (AMEX: TLL), based in Tyler, Texas, has evolved its service offerings to provide wireless telemetry products and services to business and government customers. Teletouch provides sophisticated wireless services that are used to monitor remote operations, track and manage mobile assets and notify authorities when a lone worker has been injured or incapacitated, among many other applications. More information can be found on Teletouch’s Web site: www.teletouch.com.

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TS900 ASSET TRACKING AND MONITORING UNIT

▶ **WHAT ARE YOU TRACKING?**

▶ **WHY DO YOU WANT TO TRACK IT?**

▶ **WHERE IS IT?**

THE SOLUTION IS HERE!

With the VisionTrax TS-900, tracking of your remote assets has never been easier. Using the latest satellite technology, accurate location information is collected using the Global Positioning Satellite (GPS) system. Extremely long battery life is achieved by using a low power consumption one-way satellite transmitter. Estimated battery life of over 8 years is possible. In addition to accurate location tracking, the TS-900 has the option for up to four (4) additional inputs from external devices such as doors or hatch covers, temperature sensors or any other 'switched type' connection.

The TS-900 is totally self-contained which means that the battery and antennas are all inside the device. No external connections are needed for normal operations.

These cutting edge products are the culmination of our 40 years of work. In that time, we've provided reliable wireless service for the most important of mission-critical communications. Today, our sophisticated satellite networks cover every square inch of North America to monitor customer assets. And looking to the future, we believe no other tracking products shall come before ours.

ABOUT VISAO SYSTEMS

At Visao™ Systems, Inc., our sophisticated terrestrial and satellite networks cover the planet to help businesses monitor their personnel safety, assets and keep people communicating. Throughout four decades, our products have proven themselves time and time again with mission-critical quality and dependability. Whether customers need to stay in touch with people or resources, they can rely on Visao.

For more than 40 years, our parent company Teletouch, has led the wireless industry, originally expanding from a two-way radio specialist to include paging products and services. As customer needs have evolved, Teletouch has too. This willingness to reinvent to meet customer needs has cemented our status as one of the most experienced, stable providers in wireless today. In fact, every day, Teletouch companies deliver millions of wireless transmissions for customers nationwide.

A **Teletouch** company

TS900 ASSET TRACKING AND MONITORING UNIT



SPECIFICATIONS

Installation Mechanism

Industrial adhesive, attached on top of a trailer or other asset parallel to the ground with a clear view to the sky

Power

Internal battery; no power connection to the trailer or any external power source

Position Accuracy

Standard 15m accuracy

Antenna

Internal patch antenna

Data Throughput

72-bit messages at 100 bps

Operating Temp

-30° to +60°C
-22° to +140°F

Environmental Testing

Tested to SAE 1455 standards

Mass

Less than 1 kg total

Volume

9" x 6.25" x 1"

Data Interface

Four digital inputs for alarms

A **Teletouch** company

- VisionTrax™ TS-900 is a ready-to-use, totally self-contained, satellite-based mobile asset tracking device, specifically designed for tracking and monitoring trailers and non-powered assets.
- TS-900 provides GPS (Global Positioning System) location and status information based on:
 - Reports on regular intervals (programmable)
 - Exception reporting with up to four external alarm inputs
- The user can interface with the device for custom programming through a PDA or laptop computer.
- The unit features a compact rugged enclosure designed to attach easily and can be installed in a matter of minutes. Each unit measures only 9" x 6.25" x 1" high, providing a very low profile, making it simple to mount while not interfering with normal operations.
- The device's transmitter unit uses far less power because it is a one-way system. A typical battery life is 2.7 to 8.9 years, depending on the frequency of transmission.
- Applications include fleet management, asset tracking, alarm-event reporting, and geo-fencing.

Supervisory Position Reporting Per day	Alarms with Position Reporting Per day	Message Repetition	Calculated Battery Life
2	0	3	8.9 yrs
4	0	3	4.6 yrs
6	0	3	3.1 yrs
2	1	3	6.1 yrs
4	1	3	3.7 yrs
6	1	3	2.7 yrs

PANTHER TRAX™*

PANTHER TRAX GSM/GPRS MOBILE UNIT

TRACKING

MONITORING

SECURITY

*The **Power of Knowing** is accomplished with the Panther Trax mobile data communications device*

TRACKING

Knowing the location of your fleet and assets is critical to your success. Panther Trax incorporates the latest in GPS satellite positioning technology to give you pinpoint street-level locations. Get the most from your fleet by monitoring excessive idle time and reporting excessive speed. Geo-fencing a vehicle or asset will report unauthorized trips or activities. Lock down your vehicles and let the illegal movement alarm notify you of violations.

MONITORING

Knowing the condition of your fleet and assets has been difficult with previous technology. Panther Trax can monitor and report on such critical points as temperature, voltage, door control and engine disable. Whether monitoring on a frequent schedule or only when alarmed, Panther Trax can connect you with your mobile assets.

SECURITY

Knowing you can track the fleet is vital, but now you can monitor the person. The LifeGuard™ Safety Monitoring System used with Panther Trax will monitor the safety of your workers as well as Tracking and Monitoring of assets. With the LifeGuard Safety Monitoring System, your worker wears a small personal device that monitors the condition of the individual. Lack of motion or the pressing of the emergency button on the personal device activates an alarm condition that can be monitored and reported to first responders or safety officials. In addition Panther Trax provides the option of voice communications which adds an additional layer of security for your workers. The personal device works up to 1/4 mile from the Panther Trax affording an additional zone of security.

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VISAO™ SYSTEMS, INC.
1913 DEERBROOK DRIVE
TYLER TX 75703
888.800.0232

A Teletouch company



PANTHER TRAX™*

PANTHER TRAX GSM/GPRS MOBILE UNIT

Technical Specifications

Models PGE 9-18 PGE 1900

Environmental

- ◆ Operating Temp: -40 C to +70 C
- ◆ Storage Temp: -50 C to +85 C
- ◆ Shock and Vibration: SAE 1455
- ◆ Humidity: 95% RH @ 40 C

Radio GSM: Enfora Enabler G

- ◆ Bands: GSM 900, DCS 1800, and PCS 1900
- ◆ Protocol: GSM/GPRS
- ◆ Transmit Power: 2 W@ 900, 1W@1800/1900 Mhz
- ◆ RF Connector: SMA Female
- ◆ Audio Out: External earplug supported
- ◆ Audio In: External MIC Supported

GPS Receiver

- ◆ Receiver Core: 12 Channel SIRF Star IILP

Acquisition Time:

- Cold Start: 45 sec typical TTFF
- Warm Start: 38 sec typical TTFF
- Hot Start: 8 sec typical TTFF

Re-Acquisition Time

- General: .1 sec
- Max Blockage: up to 30 sec
- Position Accuracy: 10m, 2D, without SA imposed
100m, 2D RMS, with SA imposed

General:

- ◆ Power
 - Power input: 10-28 Vdc
 - Current TX: 1.8mA
 - Current RX: 600 mA
 - Battery Backup: GPS Receiver Rechargeable Lithium

Input/Output:

- ◆ 5 Inputs
- ◆ 2 Outputs
- ◆ 4 Additional (application dependant)

Connectors:

- ◆ Serial: RJ 11
- ◆ Interface: 24 Pin Molex
- ◆ GSM Antenna: SMA Female
- ◆ GPS Antenna: SMA Female



Firmware

Reporting:

- ◆ Polling: Single record, or multiple records by range
- ◆ Auto Reporting: Time - in seconds, distance - in kilometers, or both
- ◆ I/O: Upon state change by I/O number
- ◆ Entering and Leaving Point: Send time plus point number

A Teletouch company



PantherTrax is a registered ™ of DataLogic International.

PantherTrax.cdr 02/07/05

www.VisaoSystems.com

DUAL MODE

DUAL MODE MODEM

TERRESTRIAL/SATELLITE WIRELESS MODEM FOR REMOTE MONITORING AND CONTROL

The Dual Mode Modem is specifically designed for applications operating over the GSM or CDMA networks and ORBCOMM satellite network providing two-way global data communications.

The Dual Mode Modem has been ruggedly designed to ensure reliable operation in remote and severe environments. The J1708 interface allows for direct connection to the electronic computer system of many trucks, buses and heavy equipment vehicles, enabling system monitoring for alerts and warnings from the on-board monitoring system.

User programmability is a key feature of the Dual Mode Modem. It can be programmed using a simple windows based program. Individual inputs can be specifically configured to continuously monitor sensors and/or report at selected intervals. Alarm conditions can be pre-programmed so the unit reports the condition automatically and immediately. Reports can be generated on a regular schedule, by exception only, or a combination of both.

FEATURES

- ✓ Dual mode capability
- ✓ Latest CDMA module
- ✓ or GSM Module
- ✓ Superior ORBCOMM transceiver
- ✓ Over the air programming
- ✓ Memory available for on-board applications
- ✓ Built for durability and reliability
- ✓ Robust features built in

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A **Teletouch** company

VISAO™
SYSTEMS

DUAL MODE

DUAL MODE MODEM

Technical Specifications

CDMA or GSM with Orbcomm
(European model also available in GSM/Orbcomm)

Communications

	CDMA	or	GSM	and	ORBCOMM
Transmit Freq.	824-849 MHz or 1850-1910 MHz		824-849 MHz or 1930-1990 MHz		148-150 MHz
Receive Freq.	869-894 MHz or 1930-1990 MHz		869-894 MHz or 1930-1990 MHz		137-138 MHz
Transmit Power	2-3 W (typical)		2-3 W (typical)		5W minimum

Power

External Power Source: 9-36 VDC

Power Consumption

Transmit	1A @ 12VDC	1A @ 12VDC	2.5A (typical) @ 12VDC
Standby	130mA	100mA	170mA (typical) @ 12VDC
Sleep	2 μ A	2 μ A	100 μ A (max)

Operation Modes

Transmit:: Communication with GSM or PCS/Cellular and/or Satellite

Standby: Continuous satellite reception

Sleep: Waits for external input of scheduled start interval

Physical Specifications

Size: 8.4" x 4.8" x .97" (213mm x 124mm x 25mm)

Weight: Less than 1 lbs (436 grams)

Environmental Specifications and Certifications

Operating Temperature: -30°C to +60°C

Data Interfaces

- 4 Digital Output Switches
- 8 Digital Inputs
- 4 Serial I/F Ports
 - 2 RS-232 Serial Ports
 - 1 Direct RS-232 connection to CDMA 1xRTT
 - 1 J1708, RS-485
- 2 Analog Inputs (0-5V)

Application Interface

- QUAKE Base Application
 - User Programmable
- Application Programmer's Interface (C)
- AT Command Set for CDMA Module
- ORBCOMM Serial Protocol

Operating System

- Vx Works Operating System
- Advanced DSP Algorithms

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VISAOTM
SYSTEMS



DualModeModem.cdr 03/02/05

www.VisaoSystems.com

LIFEGUARD™

LG II PERSONAL MONITORING SYSTEM

The Power of Knowing

LifeGuard personal monitoring system by Visao is an instant communication link and location monitor that provides lone working employees, individuals and dignitaries the ability to send an emergency alert with precise location detail automatically to notify response personnel instantly of a distress situation requiring immediate help. Another benefit of the system is the ability to send an alert upon entry of a restricted area.

Location is reported every two minutes to a base station that stores the data and forwards it to emergency response personnel upon activation. The instant alert can be sent if the individual is conscious or unconscious due to automatic and manual activation modes. Within seconds an audible and text alert notifies response personnel, and the individual's location and personal information is displayed by Visao's GeoFleet™ software on a map in the response center.

From harsh remote areas and mobile environments to ports or in-plant facilities, monitoring location and providing instant notification capabilities by satellite offers higher levels of safety and security measures to lone workers or individuals. Knowing that help can be on the way within seconds if needed provides a greater sense of freedom, comfort and peace of mind to those needing protection and to those providing protection, ultimately resulting in maximum productivity.

Key Features

- + Satellite GPS Location Technology
- + Automatically Pinpoint Location
- + Display Medical Data
- + Email, Pager, Cell Phone Notification
- + Coverage Options
- + Street Address Tracking Ability
- + Fast Message Delivery
- + All-inclusive Solution
- + Panic Button for Manual Activation
- + Motion sensor for Automatic Activation

Key Benefits

- + Safeguard Worker
- + Security of Facilities
- + Peace of Mind
- + Save Resources
- + Quick Response
- + Instant Notification of an Emergency
- + Pinpoint precise location
- + Greater ROI and efficiency



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A **Teletouch** company

VISAO™
SYSTEMS

For more information contact
LifeGuard@VisaoSystems.com

www.VisaoSystems.com

LIFEGUARD™

PRODUCT DESCRIPTION AND SPECIFICATIONS



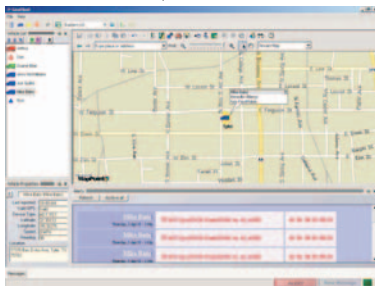
LG II PD
Personal Alert Monitoring Device



LG II RX



Transceiver



GeoFleet™

LifeGuard II Personal Device (500-559) is worn or carried by the individual. This device is activated automatically by lack of motion or by pressing a panic button. When activated, the personal device sends a wireless alert to the mobile micro receiver located up to ¼ mile away from the personal device. Device selection is based on the application of the individual:

Device	Audible Alert	Silent Alert	Motion Alarm	Panic Button	Digital Readout	Power	Intrinsically Safe
LG II PD	Yes	Optional	Yes	Yes	No	Internal Battery	Pending

LifeGuard II Receiver (500-560), located in vehicle, receives a signal from the personal device at a distance of up to 1/4 mile away. The alert message is processed by the mobile micro receiver which is linked to the transceiver.

LG-II PDT Transceiver (500-517) receives the alert signal from the micro receiver and transmits the alert data over it's specific network.

Transceiver	Network Type	Message Delivery Speed	Options			Communication	Coverage
			Messaging	Tracking	Polling		
LG II PDT	Satellite	5-30 sec	Yes	Yes	Yes	Two-Way	North America

GeoFleet™ (550-640) Software displays a visual alert on the PC monitor and also generates an audible alarm which continues until acknowledged by the response team. The individual's location is automatically pinpointed to the nearest street address, latitude and longitude location, and pertinent medical information (optional) is displayed. The distress alert can also be sent simultaneously via email, pager or cell phone to any and all necessary personnel.

Processor	Pentium III® class processor or higher
RAM	128 Mb
Operating System	Microsoft Windows® 98 or higher
Drive	CD-ROM
Display	800 x 600 (1024 x 768 with 256 colors recommended)
Hard Drive	1.5 GB minimum
Internet	Dial-Up or High-Speed connection

A **Teletouch** company

VISAQ™
SYSTEMS

*LifeGuard™ is a communications device and is not intended to be used for life support.

LifeGuard II PD.cdr 3/11/05

www.VisaoSystems.com

LIFEGUARD™

PERSONAL MONITORING SYSTEM

The Power of Knowing

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Location is reported every two minutes to a base station that stores the data and forwards it to emergency response personnel upon activation. The instant alert can be sent if the individual is conscious or unconscious due to automatic and manual activation modes. Within seconds an audible and text alert notifies response personnel, and the individual's location and personal information is displayed by Visao's GeoFleet™ software on a map in the response center.

From harsh remote areas and mobile environments to ports or in-plant facilities, monitoring location and providing instant notification capabilities by satellite offers higher levels of safety and security measures to lone workers or individuals. Knowing that help can be on the way within seconds if needed provides a greater sense of freedom, comfort and peace of mind to those needing protection and to those providing protection, ultimately resulting in maximum productivity.

Key Features

- + Satellite GPS Location Technology
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- + Email, Pager, Cell Phone Notification
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For more information contact
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www.VisaoSystems.com

PRODUCT DESCRIPTION AND SPECIFICATIONS



Personal Alert Monitoring Devices

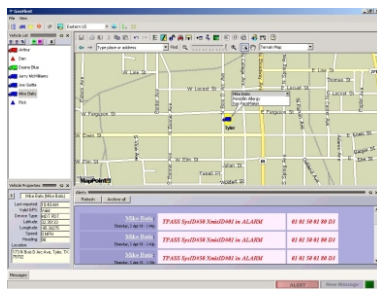


Micro Receiver

Transceivers



GeoFleet™



A Teletouch company

Personal Alert Monitoring Device is worn or carried by the individual. This device is activated automatically by lack of motion or by pressing a panic button. When activated, the personal device sends a wireless alert to the mobile micro receiver located up to ¼ mile away from the personal device. Device selection is based on the application of the individual:

T-Pass II - used in the industrial environment for Lone Worker protection.

PA-1000 - used in the criminal protection and public safety services.

SuperCell - used in the protective service, guard detail, or dignitary protection teams.

Device	Audible Alert	Silent Alert	Motion Alarm	Panic Button	Digital Readout	Unit to Unit Relay	Intrinsically Safe
T-PASS II	Yes	Optional	Yes	Yes	No	No	Yes
PA-1000	Yes	Yes	Can be Disabled	Yes	No	No	Yes
SuperCell	Optional	Yes	No	Yes	Yes	Yes	No

Micro Receiver, located in vehicle, receives a signal from the personal device at a distance of up to 1/4 mile away. The alert message is processed by the mobile micro receiver which is linked to the transceiver.

MR 900	Frequency	902-928 Mhz
	Power Input	8-20 VDC, 15mA-20mA (max)
	Dimensions	2" x 3" x 0.75"

Transceiver receives the alert signal from the micro receiver and transmits the alert data over it's specific network (dependant of transceiver model).
 LG-PDT uses a geo-stationary satellite network that affords contiguous coverage of North America.
 LG-AVL uses the ground-based Cellular coverage of the United States and Canada.
 Select the transceiver that best meets coverage, message delivery speed and messaging options.

Transceiver	Network Type	Message Delivery Speed	Options			Communication	Coverage
			Messaging	Tracking	Polling		
LG-PDT	Satellite	5-30 sec	Yes	Yes	Yes	Two-Way	North America
LG-AVL	Cellular	1-2 min	No	Yes	Yes	Two-Way	United States Canada

GeoFleet™ Software displays a visual alert on the PC monitor and also generates an audible alarm which continues until acknowledged by the response team. The individual's location is automatically pinpointed to the nearest street address, latitude and longitude location, and pertinent medical information (optional) is displayed. The distress alert can also be sent simultaneously via email, pager or cell phone to any and all necessary personnel.

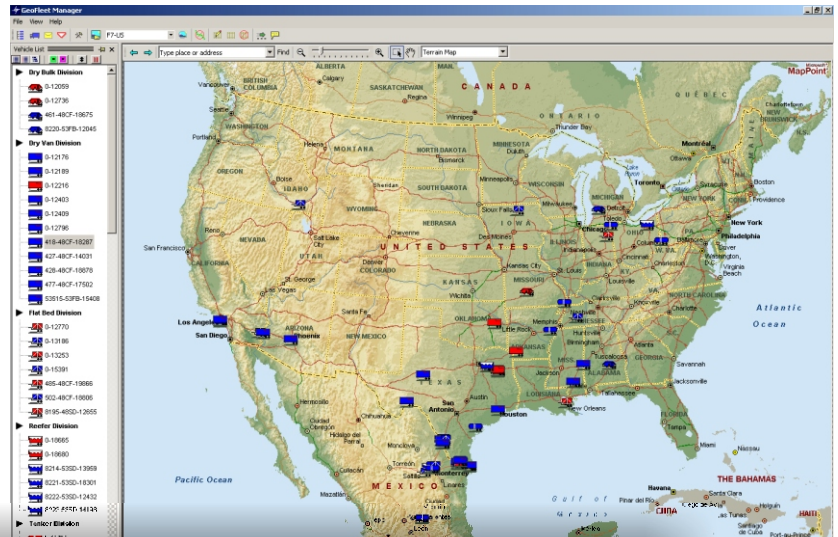
Processor	Pentium III® class processor or higher
RAM	128 Mb
Operating System	Microsoft Windows® 98 or higher
Drive	CD-ROM
Display	800 x 600 (1024 x 768 with 256 colors recommended)
Hard Drive	1.5 GB minimum
Internet	Dial-Up or High-Speed connection

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GeoFleet™

FLEET MANAGEMENT SOFTWARE

OUT-OF-THIS-WORLD PERFORMANCE...



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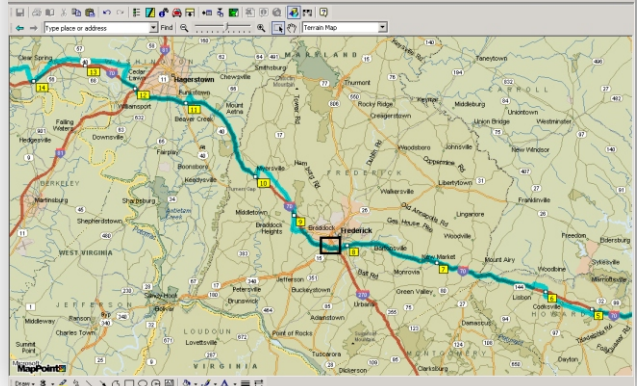


Vehicle History for DCG-314621

From 11/12/2002 to 11/12/2002 11:59:59 PM

Seq	Date/Time	Speed(Mph)	Direction	Address	Lat	Long
1	Tuesday, 12 Nov 02 - 2:22a	5	W	[Pine Bluff area] Jefferson County, Arkansas	34.22107	-91.91268
2	Tuesday, 12 Nov 02 - 7:28a	20	E	[Pine Bluff area] Jefferson County, Arkansas	34.22475	-91.91577
3	Tuesday, 12 Nov 02 - 7:36a	11	S	281 SR-81, Pine Bluff, AR 71601	34.22188	-91.92192
4	Tuesday, 12 Nov 02 - 7:40a	0	N	109 SR-81, Pine Bluff, AR 71601	34.19955	-91.92238
5	Tuesday, 12 Nov 02 - 9:21a	24	E	6166 US-65, Pine Bluff, AR 71601	34.19473	-91.92023
6	Tuesday, 12 Nov 02 - 9:57a	21	S	466 US-65, Dumas, AR 71639	33.89007	-91.48473
7	Tuesday, 12 Nov 02 - 10:22a	22	S	692 US-65, McGehee, AR 71654	33.61162	-91.38323
8	Tuesday, 12 Nov 02 - 10:43a	20	S	S Rucks St, Lake Village, AR 71653	33.33065	-91.29193
9	Tuesday, 12 Nov 02 - 11:21a	20	S	US-65, Lake Providence, LA 71254	32.84797	-91.22388
10	Tuesday, 12 Nov 02 - 11:29a	24	SE	452 Lake St, Lake Providence, LA 71254	32.80648	-91.17395
11	Tuesday, 12 Nov 02 - 12:00p	24	SW	438 N Chestnut St, Tallulah, LA 71282	32.41087	-91.18653
12	Tuesday, 12 Nov 02 - 12:00p	0	SW	266 N Chestnut St, Tallulah, LA 71282	32.40938	-91.18743
13	Tuesday, 12 Nov 02 - 12:03p	20	SW	103 S Chestnut St, Tallulah, LA 71282	32.40815	-91.18817
14	Tuesday, 12 Nov 02 - 12:07p	0	W	US-65, Tallulah, LA 71282	32.38658	-91.19982
15	Tuesday, 12 Nov 02 - 1:06p	21	N	US-65, Tallulah, LA 71282	32.38722	-91.19923
16	Tuesday, 12 Nov 02 - 1:13p	21	E	I-20, Vicksburg, MS 39183	32.35215	-90.79428
17	Tuesday, 12 Nov 02 - 1:59p	72	SE	I-20, Clinton, MS 39056	32.31717	-90.30902
18	Tuesday, 12 Nov 02 - 2:13p	24	SE	1098 US-49, Jackson, MS 39218	32.21615	-90.15318
19	Tuesday, 12 Nov 02 - 2:19p	17	SE	70113 -MY- W.S. Florenti, MS 39073	32.17482	-91.17473
20	Tuesday, 12 Nov 02 - 3:00p	65	SE	US-49, Young China, MS 39119	31.72038	-90.60360
21	Tuesday, 12 Nov 02 - 3:30p	22				
22	Tuesday, 12 Nov 02 - 3:35p	22				
23	Tuesday, 12 Nov 02 - 3:40p	41				
24	Tuesday, 12 Nov 02 - 3:42p	24				

Seq	Date/Time	Speed(Mph)	Direction	Address	Lat	Long
22	Tuesday, 23 Sep 02 - 7:14a	20	E	1423 E. Parkville, Tronox, MD 21785	38.43010	-76.52520
23	Tuesday, 23 Sep 02 - 7:18a	13	SW	1426 E. Parkville, Tronox, MD 21785	38.37843	-76.74230
24	Tuesday, 23 Sep 02 - 7:26a	65	W	1700 Virochs, MD 21784	38.29837	-76.77462
25	Tuesday, 23 Sep 02 - 7:43a	61	NW	1700 Virochs, MD 21784	38.31395	-76.86661
26	Tuesday, 23 Sep 02 - 7:54a	64	W	1700 Virochs, MD 21784	38.32375	-77.04680
27	Tuesday, 23 Sep 02 - 8:04a	65	W	1700 New Market, MD 21774	38.37053	-77.24472
28	Tuesday, 23 Sep 02 - 8:14a	62	W	1700 Federal, MD 21703	38.39852	-77.43079
29	Tuesday, 23 Sep 02 - 8:17a	59	NW	7601 Ridge Rd, Federal, MD 21702	38.44445	-77.50884
30	Tuesday, 23 Sep 02 - 8:24a	65	NW	1700 Myersville, MD 21775	38.49022	-77.57079
31	Tuesday, 23 Sep 02 - 8:34a	65	W	1700 Hagerstown, MD 21740	38.59947	-77.99907



...DOWN-TO-EARTH PRICES.

www.VisaoSystems.com

SYSTEM REQUIREMENTS AND FEATURES

GeoFleet™ is a highly customizable software package that receives data from multiple networks or hardware, and displays that information on your computer in a very easy-to-read map display. Data is available for integration into existing third-party tracking solutions and management programs.

SYSTEM REQUIREMENTS

- ◆ PC with Pentium II® class processor or higher
- ◆ Microsoft Windows® 98/2000XP operating systems
- ◆ Microsoft Internet Explorer® 6.0
- ◆ 128 MB of RAM or higher
- ◆ CD-ROM
- ◆ 1.5 GB available hard-drive space
- ◆ Includes full installation of Microsoft MapPoint®
- ◆ 1024 x 768 resolution or higher recommended

Requirements subject to change without notice.

A Teletouch company



Vehicle List

- ◆ Alphabetical
- ◆ By Status (color coded)
- ◆ By Group
- ◆ Detailed Vehicle Properties
- ◆ Emergency Alerts
- ◆

Mapping

- ◆ All vehicles in group viewed at one time
- ◆ Multiple Group capability
- ◆ Freehand GeoFencing by street, polygon, circle
- ◆ Real time tracking mode
- ◆ User customized map views and layouts
- ◆ Street address plus lat/long
- ◆ Route prediction
- ◆ Track and follow

Reports

- ◆ Set by time or distance
- ◆ Set by city or highway
- ◆ Arrival and departure
- ◆ Overspeed and other events
- ◆ Starts and stops
- ◆ GeoFence violations

Other Features

- ◆ Vehicle "lockdown"
- ◆ Two-way text messaging
- ◆ Canned message capability
- ◆ Two-way control options
- ◆ LifeGuard™ compatible



News Release

Contact:

Teletouch Communications, Inc.
David Alston, Manager of Market Development
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It's 10 p.m. – Do You Know Where Your Trailer is? Teletouch's GeoTrax Does

*Up to 800,000 U.S. Trailers and Containers Are Missing at any Given Time –
Teletouch's New GeoTrax Product Offers a Way to Pinpoint Their Location*

TYLER, Texas — Aug. 18, 2003 — Of the six to eight million detachable trailers and containers in the United States, as many as 10 percent are unaccounted for at any given time. Assuming an average loss of \$100,000 for each missing trailer and its cargo, the costs add up quickly. Teletouch Communications Inc. aims to significantly reduce the number of missing trailers with its new GeoTrax product, which enables companies to use wireless telemetry to monitor and track non-powered assets, either fixed or mobile.

“Companies have literally millions of dollars tied up in trailers, containers and their cargo,” said Teletouch President Kernan Crotty. “GeoTrax gives them a way to know where their assets are. And, when you’re talking about protecting millions of dollars worth of assets, the peace of mind Teletouch offers is substantial.”

The small GeoTrax unit (about the size of a magazine) transmits information via satellite and can be attached to a trailer or any other asset. The totally self-contained, maintenance-free device boasts a battery life of up to seven years. GeoTrax can be configured to report an asset’s whereabouts on a customer-defined schedule, and, in combination with Teletouch’s GeoFleet tracking software, GeoTrax can pinpoint the asset’s location on a map. Monitoring mobile assets on a daily basis helps a transport company bill for demurrage and prevents unauthorized use of trailers and containers by non-owners. Because GeoTrax enables a company to know where its assets are at all times, it can also help companies fight the hijacking of trailers for use in criminal activity or terrorism.

“It’s a shame that people can’t be trusted, but that’s the way the world is, so, we’ve put together a technology package that keeps people honest,” added Crotty. “With the combination of GeoTrax and GeoFleet, Teletouch provides a complete asset monitoring solution that helps companies make sure they know where their assets are at all times.”

In addition to its scheduled location-reporting feature, GeoTrax enables users to monitor up to four customer-defined events at a time. For example, the unit can be configured to monitor and provide notification of a refrigeration unit failure, helping to protect valuable frozen cargo, or it can notify when a unit’s door has been opened or closed, potentially alerting authorities of unauthorized entry.

GeoTrax can also be used in fixed applications where power is unavailable, such as on remote pipelines, reporting when the pipeline has been damaged or has experienced some type of problem.

GeoTrax service is available throughout North America and is ideal for businesses of any size that need to monitor non-powered assets.

About Teletouch Communications, Inc.

Teletouch Communications provides telemetry and related monitoring services, cellular, two-way radio communications and wireless messaging services in ten states including Alabama, Arkansas, Georgia, Florida, Louisiana, Mississippi, Missouri, Oklahoma, Tennessee and Texas. Teletouch's common stock is traded on the American Stock Exchange under stock symbol:TLL.

Additional financial information on Teletouch is available at the Internet web address: <http://www.teletouch.com>.

* * *

Forward-looking statements in this release are made pursuant to the safe harbor provisions of the federal securities laws. Information contained in forward-looking statements is based on current expectations and is subject to change, and actual results may differ materially from the forward-looking statements. Teletouch does not undertake to update any such forward-looking statements or to publicly announce developments or events relating to the matters described herein.

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VisaoTM Keeps Eye on Baja 1000

Race Car and Chase Vehicle Tracked Using Latest GPS Technology

TYLER, Texas — November 22, 2004 — The 37th Annual Baja 1000 race consists of harsh desert, a couple of ruts in the sand for roads, bone-jarring terrain and speeds in triple digits. The race began at Ensenada, California and covered 1016.3 miles, running the entire length of the Baja Peninsula ending at La Paz, Mexico.

To keep an eye on their team, Polo Motorsports uses vehicle tracking supplied by **VisaoTM Systems Inc.**, a Teletouch Communications (AMEX: TLL) company. This is the 8th year that Don Floyd and his son, Mark have competed in the Baja 1000. Both the race and chase vehicles are tracked in near-real-time via satellite using the latest GPS vehicle tracking equipment.

Live location data is fed from the vehicles via satellite to the GeoFleetTM mapping system. By logging onto the GeoFleet Web Portal, the Polo Motorsports Team tracks their progress as they push their Hummer through the grueling 1000 mile course. In addition, the GeoFleet mapping system automatically emails a short message containing the lat/long of both the Hummer race car and it's chase (support) vehicle to the race team's satellite phone. Because breakdowns and accidents are a common occurrence, it is vitally important for the chase vehicle to know the location and condition of the Hummer. Visao's latest technology gives the team the eyes they need.

Visit www.VisaoSystems.com for more information on tracking your race team, transportation fleet or monitoring the safety of your work force.

About VisaoTM Systems Inc.

Backed by more than 40 years of wireless expertise, Visao, a Teletouch (AMEX: TLL) company, provides wireless telemetry products and services to business and government customers. Visao provides sophisticated wireless services that are used to monitor remote operations, track and manage mobile assets and notify authorities when an official or lone worker has been injured or incapacitated, among many other applications. Visao is headquartered in Tyler, Texas. More information can be found at www.VisaoSystems.com.

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Quake Global Announces Two New Dual-Mode Satellite and Terrestrial Modems Available Through Teletouch Communications in the United States

*New QUAKE[®] Q2000-CDMA Modem Launches First During Second Quarter;
Teletouch Integrates Modems into Asset-tracking Products, Obtains U.S. Master Distribution Rights*

SAN DIEGO, Calif. and TYLER, Texas – April 5, 2004 – Quake Global Inc. announced the introduction of two dual-mode satellite modems, both of which were created in response to customer demand. They will be available in the United States through Teletouch Communications Inc., which has obtained master distribution rights for the modems. The new QUAKE[®] Q2000-CDMA modem is scheduled to launch by the end of the second quarter, while the Q2000-GSM modem will be introduced to the market later this year.

Both modems facilitate global wireless communication over Quake Global's connection to a network of low earth orbit (LEO) satellites, as well as either the CDMA or GSM networks, making them ideal choices for fleet managers whose tracking systems must be able to access the satellite network when the cellular network is unavailable, and vice versa. The new dual-mode modems automatically switch to the most effective and cost-efficient available network.

The modems offer a host of benefits, including capabilities for dual-network wireless communications, increased performance through reduced latencies, near real-time message delivery, the ability to quickly transfer large amounts of data, satellite back-up for seamless coverage and higher message delivery rates than any other QUAKE modem previously produced. The fully integrated Q2000-CDMA and Q2000-GSM modems have the same footprint as the QUAKE Q2000 modem.

“The Q2000-CDMA modem is a high-performance solution that represents another example of Quake's role in providing advanced wireless solutions for a rapidly evolving industry,” said Polina Braunstein, CEO of Quake Global. “This dual-mode, single-modem platform shows our dedication to our global customers by providing cutting edge, flexible solutions that offer uninterrupted wireless connectivity. Teletouch's vast experience with terrestrial customers will expedite the acceptance of this new product.”

“Teletouch wanted to ensure that its customers would have the ability to track their assets no matter what kind of network was most readily available,” said J. Kernan Crotty, president of Teletouch Communications, master distributor of the Q2000-CDMA. “By integrating Quake Global's advanced modem into our asset tracking systems, we are able to offer increased capability and efficiency to our customers throughout the United States. We also welcome the opportunity to distribute the Q2000-CDMA to other value added resellers who are looking for the most advanced modems available on the market.”

While the Q2000-CDMA and Q2000-GSM will use the ORBCOMM[®] network of low earth orbit satellites, customers now also can employ wireless service via Verizon and Sprint for CDMA 1xRTT and Cingular and T-Mobile for GSM data services.

About Quake Global Inc.

Founded in 1998 and headquartered in San Diego, Quake Global Inc. designs, manufactures, and markets rugged mobile satellite communicators for asset tracking and remote monitoring applications. Quake Global's design engineers offer customized state-of-the-art solutions in global position monitoring and tracking systems. Please visit the company's Web site for more information: www.quakeglobal.com.

About Teletouch Communications Inc.

In the wireless business for 40 years, Teletouch Communications Inc., headquartered in Tyler, Texas, has evolved its service offerings to provide wireless telemetry products and services to business and government customers. Teletouch provides sophisticated wireless services that are used to monitor remote operations, track and manage mobile assets and notify authorities when a lone worker has been injured or incapacitated, among many other applications. More information can be found on Teletouch's Web site: www.teletouch.com.

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News Release

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Thanks to Teletouch, Flatbed Trailer Tracking is No Longer the Stuff of Dreams for TCI

*TCI Selects Teletouch Tracking Systems to Monitor its Fleet of Flatbed Trailers
– Implementation is First of its Kind*

TYLER, Texas — Feb. 9, 2004 — Until now, the ability to track flatbed trailers electronically and economically had been a holy grail of sorts for the trucking industry. Disenchanted with high-priced tracking equipment, hampered by the lack of an adequate place to mount a unit and unable to hide a self-sufficient device effectively to avoid tampering, many flatbed trailer owners had given up hope of finding a good solution. But for Texas-based Transport Continental Inc., a carrier that specializes in flatbed trailers, that search came to an end when the company tested a single wireless tracking unit from Teletouch.

“Teletouch has provided us with something we weren’t sure we would ever have – the ability to know exactly where our flatbed trailers are,” said TCI President Jim Cowart. “We’ve already had additional business wins based on our ability to track the trailers, meaning the Teletouch devices have paid for themselves.”

In the past, the price of tracking devices has been a major sticking point for many companies, but Teletouch offers its product for less than \$300. That price point, coupled with Teletouch’s ability to covertly mount one of its wireless, self-contained, battery-powered devices on a flatbed trailer, prompted TCI to outfit all 171 of its trailers with the devices. The trucking company, which focuses its attention on shipping throughout the United States, Canada and Mexico, needs to be able to track its trailers to ensure on-time delivery and high quality service for its customers.

“Outfitting a flatbed trailer with a satellite-based tracking device wasn’t an easy task,” said Teletouch President J. Kernan Crotty. “But Teletouch was up to the challenge, and TCI has been able to serve its customers even more successfully as a result of the tracking capabilities.”

Teletouch’s wireless tracking system is small, entirely self-contained, durable and cost-effective. Placed on each vehicle or piece of equipment, it utilizes transmission of information via satellite to provide users with a logistically simple, low-cost method of tracking and monitoring far-flung assets from their desktops.

About Teletouch Communications Inc.

In the wireless business for 40 years, Teletouch Communications Inc. has evolved its service offerings to provide wireless telemetry products and services to business customers. Teletouch provides sophisticated wireless services that are used by companies to monitor remote operations, track and manage mobile assets and notify authorities when a lone worker has been injured or incapacitated, among many other applications. More information on Teletouch can be found on the company’s Web site: www.teletouch.com.

About Transport Continental Inc.

Transport Continental Inc. (TCI) is an open-trailer specialist positioned in the tip-of-Texas to respond to all locations in the continental United States, Canada and Mexico. TCI is an international, market-driven company focused on flatbed and heavy-haul transportation services. TCI maintains the newest fleet in the region. From tractors to trailers, the company’s contracted dealer maintenance cuts costs. TCI specializes in transport solutions for North American international trade and maintains a tractor-to-trailer ratio geared for the international customer. More information on TCI is available on the company Web site: www.trans-con.com.

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THE WALL STREET TRANSCRIPT

Questioning Market Leaders For Long Term Investors

Teletouch Communications, Inc. (TLL)



J. KERNAN CROTTY serves as President and Chief Operating Officer of Teletouch Communications, Inc., playing the key role in transitioning the company from one solely focused on paging services to one that is a pioneer in the telemetry industry. As such, he focuses his attention both on maintaining relationships with the company's existing customers and spearheading the creation of the new telemetry product lines and customers. Mr. Crotty joined Teletouch in 1998 as Executive Vice President and Chief Financial Officer. During that time, he oversaw the daily financial and administrative affairs of the company. Prior to joining Teletouch, he served for 14 years with General Dynamics Corporation in various financial positions, serving the last five years as Staff Vice President. In addition to his duties as President, Mr. Crotty retains the responsibility of Chief Financial Officer for Teletouch.

(YAG611) TWST: Would you begin with a brief historical sketch of Teletouch Communications, Inc., and a picture of what you are doing at the present time?

Mr. Crotty: This is really a tale of a company in transition. Teletouch Communications is about 40 years old. It started as a two-way radio business, with a small paging operation. Over time, the paging operation grew fairly dramatically. In the mid-1990s, Teletouch went public, raised some money and bought a number of other paging companies. Today, these businesses cover 10 states, from Florida to Texas and north to Missouri. Back about three years ago, I took over as President of the company and we decided to move into other growth areas, while retaining our paging base. We discovered that the telemetry industry was a high-growth industry, which leveraged all of the technical capabilities that Teletouch Communications has had in its past. And that is Teletouch today, an American Stock Exchange listed communications company with infrastructure covering the Southeast and tremendous opportunities to move into the high growth area of telemetry.

Telemetry is really two-way machine-to-machine or machine-to-people communications, whereas paging and two-way radios are one- or two-way people-to-people communications. So telemetry really utilizes the same technologies and all of the same capabilities that we had developed over the years in paging. Over the past two years, we have developed our telemetry products and today we are moving heavily pri-

marily in two vertical markets. One is in the trailer tracking market and the other is in the personal monitoring market.

We have some products that we have brought out over the past year and we have been quite successful in getting those products into various trials with major companies and some of the branches of the federal and state governments.

TWST: What is the future of the paging side of the business?

Mr. Crotty: We see the paging business continuing to be steady to a slight decline. Cash flows from the paging and two-way businesses are really the family fortune at this point. We are using these cash flows to develop the telemetry business.

TWST: Could you expand on the theme of telemetry and tell us what's involved in each of the two products and where you are heading with them?

Mr. Crotty: In the trailer tracking world, there are approximately 8-10 million trailers in the United States. At any time, about 10% of those trailers are misplaced; they can't be found by their owners. The product that we have is a fully self-contained unit, which is normally attached permanently to the roof of a trailer. It is battery-operated and it transmits the trailer's location and other information either on a pre-programmed basis or on the occurrence of a particular event, such as a door opening or closing, or it could be when the trailer starts to move or stops, any of those types of things. The data goes back to Teletouch's information

systems and is available to our customers either on proprietary mapping software or we can easily integrate the data into many existing systems, which means companies don't have to change data management packages.

We've been very successful in showing companies the ability to improve their trailer-to-tractor ratio. For the most part, if companies have approximately three trailers for every tractor, we can get that ratio down. The improvement in assets and the return on investment for these particular units is excellent.

TWST: Is the trailer tracking business nationwide?

Mr. Crotty: Yes. The beauty of telemetry as far as Teletouch is concerned is that telemetry takes us out of a regional business, which is paging, and puts us into a national and international arena. Historically, within our legacy businesses, we have provided the infrastructure. And therefore we have been pretty much tied to that infrastructure, that smaller footprint. Within telemetry, Teletouch doesn't provide the satellites and those types of things. We do not provide the infrastructure. This frees us to be national or international in scope. So yes, telemetry takes us nationally. And when you look at the number of containers that are coming in from offshore, and the number of US military and citizens traveling or working in other countries, telemetry actually takes us internationally.

TWST: You say that the company that owns the trailers can be more efficient with your system. Could you expand on that?

Mr. Crotty: Frequently, carriers use what they call a drag-and-drop method of shipping, where they'll bring a trailer into a customer's yard and drop it and then leave, drive the tractor to pick up another load and continue on. What happens frequently is that the trailer will sit in the customer's yard for an extended period of time. In many cases the companies lose track of these trailers and have to do a physical search of the customer's yards. Also, trucking companies try to bill for demurrage, which is the use of the trailer for a period of time. Generally, if the trailer is in a customer's yard for more than three days, the carrier attempts to bill that customer for the use of the trailer. Historically, it's been very difficult to prove. Now the carrier knows where the trailer is and he can go get it or begin to charge the customer for it. Sometimes also trucking companies provide a "pool" of trailers to each customer. By understanding the actual use of the pool assets, the trucking companies can reduce the size of the pool and use those assets for other customers.

TWST: What is the competitive landscape like in the trailer tracking business?

Mr. Crotty: There are a number of other companies doing trailer tracking. However, we have a product that is fairly unique, in that it's completely self-contained and battery-operated and has a very long battery life. Depending on the number of reports per day from the device, the battery in our unit can last up to seven or more years. Clearly, the more reports per day the company receives the shorter the battery life. We also enjoy a significant capital and operating cost advantage over our competitors. Finally, our product installs much faster than the competition, so logistically speaking, companies can install their fleet and gain the benefits much faster.

TWST: What are your expectations for this business?

Mr. Crotty: Because everyone is looking for efficiency, we expect over the next couple of years to see most of the trailers in the nation become equipped with units similar to ours. Everyone is looking to

make sure that their product gets to where they want it to be on time, every time. There is also the issue of security, and with our products you can tie into door openings and closings. So if you have a load coming from Mexico, for example, you can know that, after the load is sealed, it hasn't been opened without your knowledge. The same thing with containers coming in from offshore. There are definite advantages to that.

TWST: Can you tell us about the personal monitoring products that you have?

Mr. Crotty: We really have a personal monitoring system designed for individuals who are working by themselves or in situations where they could be in danger. The system provides a communications link between the individual and their employer, a security detail or any predetermined response personnel. It provides a safety net and sense of security in knowing someone will be notified and help sent within seconds if any emergency arises. One component is a small personal device, which can be belt worn or carried, and comes in a number of configurations. If the individual is injured, it provides the ability to send a signal to alert response personnel as to where the individual is to get assistance on the way immediately. The signal can be sent to the response center in a number of ways. It can be sent either by pushing a panic button or it can be sent automatically due to lack of motion if the worker is incapacitated. For example, if someone is working alone and gets overcome by gas or falls and hurts himself and becomes unconscious. Over a preset period of time, anywhere from seconds to minutes, if the unit senses no movement by the worker, it will start to chirp and after about 20 seconds, if there is still no movement, it will automatically send a signal back to the response center. In the response center, our software has the ability to be preloaded with any medical or other personal information pertinent to the employee. When the alert comes in, it is displayed on a map in the response center that shows the employee's location — both latitude/longitude and nearest street address, to the extent that there's a street near him. At the same time, it shows any personal information that the company has previously put into the system.

TWST: What kinds of customers do you have there?

Mr. Crotty: Both industrial and governmental customers. Anyone who is in a position of possible danger is a potential customer. For example, we have a large pipeline company that has purchased several units and is putting them on its employees. A government agency, which has just purchased some units, is going to be using them both domestically and overseas. You can also use it for executives who could be in harm's way. As I mentioned, we have devices for different situations; one of which is a small, black device that provides the same capability. And it's very unobtrusive. One of our state Governors carries one of these devices at all times.

Interestingly, there really aren't any products exactly like the products we have in the personal monitoring system. I shouldn't say "none." I don't know of anyone who is a direct competitor to Teletouch in this particular environment. We are in the process of developing the industry opportunities. When we go into a company and talk to them about the need for this, it's like somebody turned the lights on. "Wow! We didn't even think about that. You're right. This is a need that we have." Its time definitely has come. In other cases organizations knew what they wanted, but didn't know the technology had advanced to the point it has. One of our challenges is to get the word out that the capability is available today.

For example, when we went into the pipeline company that I mentioned earlier, personal monitoring was something that their worker roundtables had been suggesting for some period of time. But they had been unable to find the right solution. They have now acquired a number of units. And over time we expect them to put units on many or most of their lone workers.

TWST: With regard to these separate product areas, which one will you be promoting most and which has the greatest potential, looking down the road?

Mr. Crotty: It's difficult to say. They're being promoted in different ways. In the trailer tracking industry we're doing some advertising and going to all the trade shows and things like that. We expect that to be a higher-volume, lower-cost product. The personal monitoring is just the other way. It's a higher-cost, lower-volume product. We expect to be marketing that a little bit slower. We're spending a lot of time in Washington at the moment, working with some individuals to get us into various government agencies. We're doing a few shows. But so far, we have done very, very little advertising in that. The advertising will probably be turned up some time over the next six to 12 months.

TWST: Are there any other elements in your strategy for the next few years that you wish to talk about?

Mr. Crotty: We have some other areas that we're going to be looking at. But trailer tracking and personal monitoring are the two that we're focusing on right at the moment. Recently, we announced that we had been named the master distributor for a dual-mode, two-way unit that allows two-way communication over either a CDMA or GSM cellular network and a satellite network between a dispatch center and either a vehicle or any other piece of equipment. This is a device that we've received a lot of positive response from in the business community. We expect over the next six months to be manufacturing a number of these units and selling them to other value-added resellers. Whether we go directly into business with that particular product or just go through value-added resellers, we're not sure at this point.

TWST: Looking ahead, what problems or challenges, if any, might arise for you?

Mr. Crotty: I'd say the biggest challenge at this point is the challenge of very rapid growth. Teletouch is a very small company, as you're probably aware. We're about \$25 million in sales right now. When we are successful in moving into the trailer industry and the personal monitoring industry, to the extent that we expect to move into it, managing that rapid growth is going to be the challenge. But it's one that we welcome.

TWST: What measures will you be taking? How are you gearing up for this?

Mr. Crotty: We are exploring alternative financing, bringing in some additional people, working the back-office logistics of a higher-volume industry.

TWST: The company did restructure its debt a year or two ago.

Mr. Crotty: Yes, we did. We renegotiated our debt. Teletouch bought down the debt that we had brought on when we acquired all of the different paging companies back in the mid-1990s. We bought that

back from the banks at a reduced value. We were successful in not going into bankruptcy, the way virtually every other paging company has done. We have been very successful in that, as long as I've been with the company, we have been cash flow positive, even though we haven't always earned a bottom-line income. We have always been cash flow positive. And as I said, we've been successful so far in taking that cash flow and putting it into what we expect to be a very high-growth business over the next year or two.

TWST: You said most of the paging companies went into bankruptcy. What was the problem?

Mr. Crotty: Too much debt. If you look at most of the paging companies, they acquired other companies in the heyday of paging. They brought on a lot of debt. When the market flattened and then turned negative, they just didn't have the cash flow available to pay back the banks.

TWST: What is the future of paging?

Mr. Crotty: I see paging as being a long-term, stable market. It's very much like the two-way radio business, which has been stable for a number of years. There are certain industries that are always going to need paging. It is a low-cost alternative for getting messages to people, particularly groups of people. We have been very successful in retaining doctors, hospitals, police, volunteer fire departments, those types of industries. We believe that those industries are always going to have a need for paging.

TWST: Besides restructuring your debt, are you going to be taking any further steps to improve your capital structure?

Mr. Crotty: Today, we have very little debt. At the end of our last quarter, we had about \$250,000 in debt. We will probably be taking on a little bit more debt as we go forward, because, as you know, growing a business requires additional capital in the way of inventory and accounts receivable.

TWST: What would you reasonably expect the company to look like three years from now? And what would be the steps along the way that investors would want to be looking for?

Mr. Crotty: My goal is for this company to be a national company, with sales of \$300-\$500 million in the next three to five years. I look forward, over the next six to 12 months, to announcing a number of successful placements of both trailer tracking products and personal monitoring products, with major companies and/or departments of the federal and state governments.

TWST: Are you very open to mergers and acquisitions and other kinds of partnerships and alliances?

Mr. Crotty: Yes.

TWST: Could you tell us about some of the people in the company, starting with yourself?

Mr. Crotty: I have been with Teletouch for five years. Prior to that I had been with General Dynamics in various financial roles for 14 years. I left there and then went into some private venture capital before joining Teletouch.

TWST: What was it about Teletouch that made you want to work there?

Mr. Crotty: The size of the company and the fact that I thought that I could really make a difference within the company. I had

worked with both multibillion-dollar companies and with startup companies. Teletouch had a base of operations that was interesting and exciting to me. I felt that it was large enough to be a viable entity and small enough so that I could make an individual difference and see that impact over a short period of time.

TWST: And your colleagues?

Mr. Crotty: Doug Sloane is our Controller. Doug has been with the company about five years. Previously, he was with Ernst & Young.

Nancy Andersen and David McClawhorn run the entire paging operation. David handles the northern region and Nancy handles the southern region. They have both been with Teletouch for a number of years.

Craig Boddy is the Vice President in charge of our trailer tracking business. Craig has been with Teletouch since the beginning of the year. He was instrumental in developing the trailer tracking product while with another company. Debbie Stewart is the Vice President for our personal monitoring systems. Debbie had been with Teletouch in the paging business for a number of years before taking on this assignment.

TWST: What about investor relations? Are you doing much there?

Mr. Crotty: We really have not done very much there at all. We've done nothing to date because we have wanted to have a good story before moving forward into the investor relations world.

TWST: So the investment community in general doesn't know too much about you at this point?

Mr. Crotty: I would say that's correct.

TWST: What do you feel about your stock price?

Mr. Crotty: I believe it's undervalued. But I don't know any CEO who is going to say anything but that.

TWST: As the COO and CFO, what occupies most of your attention on a day-by-day basis?

Mr. Crotty: My primary job is the allocation of resources. On a daily basis, I am working the strategic events within the telemetry operations to make sure that the policies that we're putting in today are policies that we're going to be able to live with over the next three to five years.

TWST: Could you give us the two or three or four best reasons for the long-term investor to start taking a very good look at Teletouch?

Mr. Crotty: The biggest thing is that Teletouch is a company that has been in change. It's been in change for the past two or three years. We are on the verge today of bringing to fruition all of the efforts that we've put in over the past couple of years. Anybody who is looking for a company that has the potential of rapid growth should be interested in looking at Teletouch. Anybody who is interested in looking at a company that has changed itself from a small, regional, infrastructure-dominated player to a national, non-infrastructure-dominated player should be interested in Teletouch. Anybody who is interested in looking at a company that is changing from a low-tech commodity player to a high-tech, value-added player should be interested in Teletouch.

TWST: Do you think that, looking down the road some years, personal monitoring will become widespread, beyond the area you're talking about?

Mr. Crotty: There are a number of companies that are trying to do it now. It's amazing. In this country, people are willing to spend more money to track their dogs than they are to track their kids. I think that that's going to change. But it's a difficult thing to define. There continue to be questions of the Big Brother aspect of monitoring a person's movements. There was an article in *The Wall Street Journal* that discussed unions beginning to be concerned about the tracking of employees. The pipeline company that we have been dealing with has been very, very careful to make sure that they are not receiving data to track their employees, other than when the employee has a problem. Fortunately, you can turn the tracking portion of our system on or off. We can either totally monitor employee whereabouts or just use the system in the panic or distress mode.

So to answer your question directly, do I think it's coming? Yes. But I think that there are a lot of personal liberty questions that need to be answered before we really get there on a broad basis.

TWST: I would guess that nobody has quite the mix that you have?

Mr. Crotty: I would say that that's correct.

TWST: Is there anything that you'd like to add to what we've been talking about, particularly with regard to the company's long-term objectives?

Mr. Crotty: Teletouch is in the telemetry business to stay. We believe that this is a growth market and it leverages all of the abilities that we have had in the past and we're bringing to bear on this. We see ourselves in these two markets today. But we believe that the industry is huge. And as such, as we get larger, I think that we're going to be able to move into other areas of the industry. But we believe strongly today that we need to focus our resources, and we've chosen these two markets as critical markets for the company because they are markets whose time has come.

TWST: Thank you.

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