



**GREATER FORT BEND  
ECONOMIC DEVELOPMENT  
COUNCIL**

For Immediate Release  
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# **NEWS**

## **PRIME COMMUNICATIONS, L.P. Sugar Land, Texas**

**October 16, 2003 (Fort Bend County, Texas)**...Prime Communications, L.P. announced its plans to relocate to Sugar Land Business Park in Sugar Land, Texas. Mr. S. Khawaja, Vice President and General Manager of 'Wireless Works', a division of Prime Communications, presented the company and its relocation plans to the Greater Fort Bend Economic Development Council's membership.

Prime Communications, L.P. is one of the largest specialty-based, retailers of wireless products, services, and accessories in Texas. The company operates 85+ locations, predominantly through kiosks and in-line stores located in regional shopping malls and shopping centers in Texas and Georgia. Prime is a Premier agent for one of the largest wireless carriers in the United States - Cingular Wireless.

Prime is currently headquartered in an out-grown leased facility and decided to relocate its headquarters, manufacturing, distribution, and logistics to the Sugar Land, Fort Bend County area. The company has acquired approximately 3 acres to construct a 42,000 square foot facility to accommodate their existing needs and provide room for plans which include exporting hand sets to Asia-Pacific, Latin American, and Eastern European regions.

Mr. Farid Virani, President of Prime Communications, expresses his enthusiasm about their plans, "We are looking forward to our new home which will not only enhance our business growth but also will improve our quality of life since most of us reside within Fort Bend County. We are also looking forward to hiring our future team members from a well qualified work-force of Fort Bend County."

Larry Indermuehle and Lang Motes, of Indermuehle and Associates, represented Prime Communications in the transaction. Construction is anticipated to begin in November 2003. The company expects to retain 30 jobs and create an additional 30 – 40 technical and administrative jobs.

"We are excited to have Prime Communications select Fort Bend County for their corporate headquarters. Their business of wireless communications is consistent with the

Prime Communications, cont'd.  
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strategic goals of the Greater Fort Bend Economic Development Council to attract technologies and corporations who represent the future in their fields,” said Herb Appel, President of the Greater Fort Bend Economic Development Council.

‘*Wireless Works*’, a division of Prime Communications, a privately held company, has been refurbishing, manufacturing, and marketing cellular phones and related products to wireless companies since early 2002.

Products and services include:

- Procurement of handsets from 3rd party wireless companies through reverse logistics
- Refurbishment of used handsets including TDMA, GSM, and CDMA phones
- Wholesale distribution
- Private label packaging of hand sets

Wireless Works is a provider of innovative, value-enhancing logistics services to the wireless communications industry. The Company facilitates the efficient delivery of handsets, related accessories and other wireless products to agents, resellers, dealers, and retailers. Wireless Works serves customers through providing value-enhancing products from several hand set manufacturers, include leading brand names as Motorola, Nokia, Ericsson, Audiovox, Kyocera, Samsung, and Sanyo.

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The ongoing diversification of industry in Fort Bend County has created a dynamic business environment conducive to economic growth. The Greater Fort Bend Economic Development Council has assisted in over 100 relocations and expansions into Fort Bend County. This has resulted in additional tax valuations of \$1.3 Billion and 14,700 jobs. Various factors contribute to attracting a wide spectrum of industry to Fort Bend County, such as high educational attainment levels, a skilled work force, training opportunities, 40+ planned communities, and a quality of life that is second-to-none. Furthermore, Fort Bend's close vicinity to the City of Houston offers easy access to transportation systems, airports, the Port of Houston, and cultural activities, which has also contributed to the area's commercial growth.

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