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NEWS RELEASE

FOR IMMEDIATE RELEASE:

CHARLES INDUSTRIES' TELECOM GROUP HIRES TRUE NORTH TECHNOLOGY INC. AS MANUFACTURER REPRESENTATIVES

Experienced Firm to Expand Market Coverage in Canada

ROLLING MEADOWS, IL (January 21, 2013) — Charles Industries, Ltd. today announced the appointment of True North Technology Inc. of Mississauga, Ontario as manufacturer representative for Charles' Telecom Group's line of innovative enclosure solutions for industrial communications applications in Canada. Charles is turning to True North Technology Inc. to lead its efforts in expanding its cabinet and pedestal enclosures into diverse Canadian industrial markets including oil and gas, mining, plastics, chemicals, forestry, pulp and paper, transit and integrated traffic systems (ITS).

"We are pleased to announce the addition of True North Technology Inc. to provide increased sales coverage throughout Canada's robust industrial landscape, identifying and developing new opportunities for Charles' enclosure solutions. Their knowledge of these industries and established relationships within them should open many new doors for Charles in Canada," stated Mark Rahmel, director of distributor and special market sales for Charles Industries.

True North Technology Inc. will represent Charles' lines of environmentally-protected and indoor metallic cabinets that protect fiber optic, copper and wireless telecommunications equipment, alarm and security systems, and other remotely deployed electronics. It will also look to identify opportunities for Charles' lines of non-metallic buried distribution pedestals and below-grade enclosures. Additionally, it will seek opportunities for products offered by Charles Industries' Marine and Industrial Group, including electronic and ferroresonant battery chargers and specialty transformers.

True North Technology Inc. has provided sales and marketing services for manufacturers of data communication and related products since 1987. The manufacturers' representative firm specializes in data communications products such as copper communication

True North Technology Inc. Partnership Add One

cables and connectivity, fiber optic cables and connectivity, wireless RF, RFID and Industrial Ethernet Switches. “Our main focus is on the industrial marketplace,” explained Normand Baldoni, president of True North Technology Inc. “Charles Industries’ products are an excellent fit for many of our clients. We’re very excited to have the opportunity to bring Charles’ enclosure solutions to them, as we feel these products will play vital roles in protecting their communications networks, improving their operations, and bringing value to their bottom lines.”

More information on True North Technology Inc. can be found on the company’s website at <http://www.truenorthtech.com>.

About Charles Industries, Ltd.

2013 marks Charles Industries’ 45th year as a privately held, diversified manufacturing and technology company serving telecommunications, wireless, broadband, utilities, marine and industrial markets throughout North America. Founded in 1968, the company is ISO 9001:2008 and TL 9000 registered and headquartered in Rolling Meadows, Illinois, with four additional U.S.-based manufacturing centers. For further information, please visit www.charlesindustries.com or call (847) 806-6300.