

For more information:
Brad Wackerlin
Charles Industries, Ltd.
(847) 258-8458
bwackerl@charlesindustries.com



NEWS RELEASE

FOR IMMEDIATE RELEASE:

CHARLES INDUSTRIES PARTNERS WITH TEL-QUIP TO BRING FIBER OPTIC, WIRELESS AND COPPER OSP SOLUTIONS TO SOUTH CENTRAL STATES

ROLLING MEADOWS, IL (May 18, 2012) — Charles Industries, Ltd., a leading provider of innovative enclosed solutions for telecommunications service providers, has entered into a manufacturer's representative agreement with Tel-Quip, LLC of Houston, Texas. Under terms of the agreement, Tel-Quip will represent Charles' fiber optic and copper product lines in the states of Missouri, Oklahoma, Kansas and Arkansas, bringing innovative outside plant enclosures and housings to telecom and wireless service providers, contractors, and engineering firms in these areas.

Founded in 1993, Tel-Quip has a strong reputation for providing a full range of outside plant (OSP) construction and maintenance products to their customers with expertise in network planning, customer service, and pre- and post-sale support.

"We're excited to add Charles Industries to our list of premier OSP equipment manufacturers," stated Steve Roach, president of Tel-Quip. "Charles has established itself as a trusted manufacturer with excellent customer service, and we hope to contribute to this legacy."

Charles Industries' buried distribution pedestals, cell site and MDU enclosures, remote terminals, multi-purpose housings, fiber interconnects and cross-connects are utilized by telecom and wireless service providers to protect fiber optic, copper and coaxial networks. The flood-proof design of Charles non-metallic distribution pedestals has proved itself time and again in the field; helping many South Central U.S. service providers maintain service during the floods and severe weather typical of the area.

Tel-Quip representative Clint Walstad (918-845-1331) will cover the territories of Oklahoma and Arkansas, while representative Vicki Story-Agro (913-972-1199) will cover Missouri and Kansas. The two will represent Charles to AT&T, CenturyLink, Windstream and numerous independent operating companies within the region. More information on Tel-Quip, LLC can be found on the company's website at <http://www.telquip.com>.

About Charles Industries, Ltd.

2012 marks Charles Industries' 44th year as a privately held, diversified manufacturing and technology company serving telecommunications, wireless, CATV, marine and industrial markets. Founded in 1968, the company is ISO 9001:2000 and TL 9000, headquartered in Rolling Meadows, Illinois with four U.S.-based manufacturing centers. For further information, please visit www.charlesindustries.com or call (847) 806-6300.