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## **NEWS RELEASE**

### **FOR IMMEDIATE RELEASE:**

#### **CHARLES INDUSTRIES ANNOUNCES HIRING OF KATHY PALMER AS SOUTHWEST REGIONAL SALES MANAGER**

**ROLLING MEADOWS, IL (October 19, 2015)** – Charles Industries, Ltd., a leading provider of Innovative Enclosed Solutions™ for telecommunications, wireless, broadband cable and utility providers and network infrastructure solutions, today announced that Kathy Palmer has joined the company's Telecommunications Group as Southwest Regional Sales Manager effective immediately. Palmer will be responsible for management, customer support, and account and market development for Telecom and Utility accounts in the states of Arkansas, Oklahoma and Texas.

Palmer brings to Charles more than 20 years of strategic account planning and management experience in the telecommunications, utility, industrial and automotive markets. Prior to joining Charles, Palmer held the positions of Sales Manager - Global Strategic Accounts, responsible for AT&T, Ericsson and Alcatel-Lucent, and Strategic Account Manager – AT&T at Belden Inc., a global leader in end-to-end signal transmission solutions for data, video and sound applications. Before joining Belden, Palmer held the position of Business Development Manager at ESI International, University Development Manager at Grand Canyon University, Area Strategic Account Manager – AT&T at Tyco Electronics, and Senior Account Manager – AT&T at ADC Telecommunications.

“We are pleased to add Kathy to our team” stated Joe Burke, vice president of sales for Charles' Telecommunications Group. “Her strategic account development and broad direct sales background combined with her experience working with craft technicians through Director and Staff Levels, make her uniquely qualified to support our current product offering as well as assist Charles in further account and market development in both telecom and utility markets.”

Palmer earned her Bachelor of Arts degree in Business Management and Organizational Communication from the University of Texas, Arlington Texas. She will be based out of her St. Hedwig, Texas sales office.

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**About Charles Industries, Ltd.**

2015 marks Charles Industries' 47<sup>th</sup> year as a privately held, diversified manufacturing and technology company serving telecommunications, wireless, broadband cable, utility, marine and industrial markets. Founded in 1968, the company is ISO 9001:2008 and TL 9000 registered and headquartered in Rolling Meadows, Illinois, with five additional U.S.-based manufacturing centers. For further information, please visit [www.charlesindustries.com](http://www.charlesindustries.com) or call (847) 806-6300.

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