

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



## **NEWS RELEASE**

### **FOR IMMEDIATE RELEASE:**

#### **CHARLES INDUSTRIES' TELECOM GROUP APPOINTS C. GRANT ERWIN AS SALES MANAGER - WIRELESS MARKETS**

**ROLLING MEADOWS, IL (May 26, 2011)** — Charles Industries, Ltd. has announced a new addition to its wireless and utility markets team with the hiring of C. Grant (Grant) Erwin. Erwin, whose experience includes more than twenty years account management experience in the telecommunications industry, will play a vital role in Charles' efforts to expand visibility and market penetration of the company's innovative environmental enclosure solutions to wireless service providers.

Erwin comes to Charles Industries with a portfolio of experience in the wireless market, including Director level positions with SKYFIBER and Purcell Systems. He also served as a Regional Account Manager with Looking Glass Networks, and early in his career held carrier sales positions with MCI, Broadwing, and TCG.

Erwin will report to Jack Wood, Vice President of Sales for Charles. In his role of Sales Manager – Wireless Markets, Erwin has primary responsibility for coordinating sales activities and increasing sales results with Wireless Service Providers and Wireless OEM's, as well as supporting Market Development activities on behalf of Charles, primarily in the wireless markets.

"Charles is fully dedicated to expanding its role as a trusted supplier of outside plant solutions to the wireless market, and the hiring of Grant Erwin is yet another milestone to accomplishing our goal," stated Wood. "Charles' recent investments, including the hiring of personnel to serve wireless and utility markets and the expansion of our environmental enclosure manufacturing facilities and production lines, further demonstrate our commitment to our customers and the markets we serve. I'm confident Grant's experience and expertise will lead to many new and successful partnerships between wireless customers and Charles."

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## **Grant Erwin Announcement Add One**

Charles Industries offers a wide range of outside plant and environmentally protected enclosure solutions for wireless applications, including Charles Universal Broadband Enclosures (CUBE), Charles Fiber Interconnect Terminals (CFIT), and Charles Fiber Building Terminals (CFBT). Applications for these products include wireless backhaul, copper and fiber broadband termination, fiber interconnects and cross-connects, and smart grids with automatic meter reading.

Erwin earned his Bachelor of Science Degree in Public Relations from the University of Texas at Austin. He resides in Montgomery, Texas and will operate from his home office.

### **About Charles Industries, Ltd.**

2011 marks Charles Industries' 43<sup>rd</sup> year as a privately held, diversified manufacturing and technology company serving telecommunications, utility, CATV, marine and industrial markets. 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 and a list of authorized Charles distributors, please visit [www.charlesindustries.com](http://www.charlesindustries.com) or call (847) 806-6300.

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