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NEWS RELEASE

FOR IMMEDIATE RELEASE:

CHARLES INDUSTRIES' TELECOM GROUP HIRES UTILITY LINE SALES, INC. AS MANUFACTURER'S REPRESENTATIVE

Experienced Sales Team to Support Cooperatives, Investor-Owned Utilities, Municipals, Distributors, Consultants, Contractors and OEMs

ROLLING MEADOWS, IL (July 9, 2013) — Charles Industries, Ltd., a leading provider of environmentally protected Innovative Enclosed Solutions™ and network infrastructure solutions, today announced that it has hired Utility Lines Sales, Inc. of Davidson, North Carolina, to represent its company and products to electric utility customer partners in Delaware, Maryland, North Carolina, South Carolina, Virginia, West Virginia, eastern Pennsylvania, southern New Jersey and the District of Columbia.

Under terms of the agreement, Utility Line Sales will represent Charles' expanded portfolio of solutions for utility communications, transmission and distribution applications, including: indoor and outdoor cabinet enclosures for telecommunications equipment, alarm and security systems, smart meters, and remotely deployed electronics; secondary power distribution pedestals; intelligent channel banks; and riser line guards and accessories. Utility Line Sales will also be charged with identifying opportunities for Charles' lines of non-metallic buried distribution pedestals and below-grade enclosures with utility service providers, contractors and engineering firms.

"We are very pleased to have Utility Line Sales and its representatives join our team," stated Cindy Cary, National Sales Manager – Utility Sales for Charles Industries. "Their combined technical knowledge and industry experience, focus on customer service, and established customer partner relationships will enable Charles to better serve our existing customers and increase our access to additional utility service providers."

Utility Line Sales Announcement Add One

Utility Line Sales, Inc. was incorporated in 1990 to bring technically oriented product representation to the Electric Utility industry. The firms' extensive product and process knowledge within Power Supply is supported through their seven outside field representatives and four inside sales professionals. "Utility Lines is pleased to have Charles Industries as one of our Principals" stated George Hovey, President of Utility Lines. "They are an expertly managed aggressive company and will grow rapidly in this slow market. We are glad Charles Industries chose Utility Lines as their Representative".

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. 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.