



Frequently Asked Questions (FAQs)
About Charles Industries' Acquisition of Corning Cable Systems (CCS)
Molded Pedestal and Housing Product Lines for CATV/Broadband Applications

Q: Who is Charles Industries?

A: Charles Industries is a privately held, diversified manufacturing and technology company that was founded in 1968. Charles designs, develops, manufactures and markets quality products and innovative solutions to the telecommunications, CATV, recreational marine and industrial markets worldwide.

2008 marks Charles Industries' 40th year in business. The company, headquartered in Rolling Meadows, Illinois, with four U.S. based manufacturing centers, is ISO 9001:2000 and TL 9000-H R4.0 registered.

Driven by "Customer Satisfaction through Continuous Improvement", Charles' strategic initiative for growth stands clear... to enable internal and external customers to better serve their customers. Charles remains committed to providing solutions that are innovative, reliable, competitively priced, and backed by industry-leading customer service.

Q: What does the Telecommunications Group do?

A: Charles' Telecommunications Group designs and markets a comprehensive line of non-metallic Outside Plant (OSP) pedestals, housings and enclosures for telecommunications, CATV, utility, and wireless service providers.

Products offered provide environmental protection and line conditioning for copper, fiber, coax, hybrid fiber/coax and wireless applications. The Pedlock®, the telecommunications industry's first non-metallic buried cable terminal housing, has proven to be the pedestal of choice amongst telecom service providers for its high-quality, durability and low installation and maintenance costs. Charles Fiber Distribution Point™ (CFDP) pedestals lead the industry in the level of environmental protection they provide for above-grade fiber splice points. Other OSP products include riser pipes, customer premises terminals, demarcation enclosures, and building entrance housings.

Q: What type of pedestals and housings were acquired?

A: The product lines feature above-grade non-louvered vertical pedestals (NLVP), louvered vertical pedestals (LVP) and louvered low-profile pedestals for CATV, broadband and telecommunications applications. The pedestals and housings were specially designed for the CATV/Broadband market and provide a wide variety of mounting options for taps, splitters, amplifiers, line extenders and nodes. Several locking options are offered for added security.

Q: Why did Charles Industries acquire CCS molded pedestals?

A: Charles' acquisition of the CCS Pedestal and Housing product line enables Charles to broaden its OSP product offerings to cable companies, multiple systems operators (MSO), private cable operators (PCO) and telecom service providers. Charles' OSP Business Unit is strategically focused to be the supplier of choice for OSP pedestals, housings and enclosures that support a broad range of transport technologies (copper, coax, fiber, hybrid-fiber coaxial) and offer superior environmental protection.

Charles will capitalize on its 40 years of product development, design, manufacturing and sales experience of OSP, network and local loop electronics to further enhance optical to copper and coax networks.





Frequently Asked Questions (FAQs): Charles Pedestal & Housing Acquisition (Cont.)

Q: When will the newly acquired CATV/Broadband products be available for purchase?

A: Charles' transition team is currently engaged in the rapid assimilation and transfer of all assets for integration with Charles' manufacturing and operations.

The OSP Business Unit is engaged in the development of all go-to-market deliverables including marketing collateral and product pricing schedules to support both direct customers and distribution partners. Meetings with former CCS Pedestal and Housing customers and distribution partners are underway to identify immediate product requirements.

Order acceptance will begin late November, with deliveries to commence January 2009.

Q: Will Charles' current telecommunications product distributors be able to offer the new CATV/Broadband products?

A: Charles has relationships with national distributors throughout North America. The new product portfolio will be reviewed with existing telecommunications distribution partners to ensure proper market coverage and customer support. In addition, Charles is engaged in a review of strategic distribution partners who specifically focus on servicing the needs of cable service providers, MSO, PCO and cable contractors.

Q: Who should customers contact regarding pricing, requests for quotes (RFQ) and requests for information (RFI)?

A: Customers should contact Charles' Telecommunications Group **Inside Sales** team by phone at (847) 806-6300 or by e-mail at mktserv@charlesindustries.com and provide specific details of their requirements.

Q: What should customers do if they have a general question about the pedestals and housings?

A: Customers are encouraged to visit Charles at www.charlesindustries.com for current information and updates on the newly acquired product lines as well as the entire portfolio of Charles OSP solutions. In addition, a full listing of Charles Customer Support contacts is available at <http://www.charlesindustries.com/main/support.html>. Customers may contact Charles at (847) 806-6300.

Q: If a customer has purchased and installed a CCS pedestal or housing previously, will the products still be under warranty and if so, with whom?

A: Corning Cable Systems LLC will honor warranties for all pedestal and housing products manufactured by CCS prior to the date of divestiture.

Q: What other products does Charles offer for CATV service providers?

A: In addition to the newly acquired Pedestal and Housing portfolio, Charles offers a variety of OSP solutions, including: Charles Fiber Flexibility Pedestals (CFFP), Charles Fiber Distribution Pedestals (CFDP), Charles Multi-Purpose Housings, Coax and Fiber Risers, Indoor/Outdoor and Demarcation Enclosures, and Universal Backhaul Remote Terminals (UB-RT).

