



Arlington Industries, Inc.

MANUFACTURERS OF QUALITY FITTINGS

Press Release

December 12, 2012

Arlington Sales Management Appointments

Scranton, PA.

Arlington Industries, Inc. is pleased to announce the appointment of Nick Montalbano to the position of Eastern Regional Sales Manager effective January 2, 2013. Nick will be based in Warwick, Rhode Island.

Montalbano began his career in the electrical industry with Dual-Lite in 1980. He joins Arlington following a 26-year career with AFC Cabling Systems (now part of Atkore), where he held increasing positions of responsibility in purchasing, manufacturing, and sales management. Most recently, Nick served as the National Sales Manager for Kaf-Tech.

In his new role, Nick will work with some of the electrical industry's leading independent sales representative agencies in promoting and selling Arlington's innovative and labor-saving special products and traditional die-cast products to distributors, end users, and installers from Maine to Virginia.

This position became available because Ray Kennedy, Arlington's National Sales Manager – who also functioned as the Regional Sales Manager for the Eastern seaboard – wanted to reduce his 2013 travel schedule. Kennedy, a recognized electrical industry figure, and the leader of Arlington's sales efforts for more than 24 years, will remain with the company, focusing on special projects, product positioning and strategic actions for Arlington President, Tom Stark.

Don Ambrose, formerly Southern Regional Sales Manager will assume Ray's position and the title of National Sales Manager effective January 2, 2013.

Arlington welcomes Nick Montalbano to the company in his new opportunity as Eastern Regional Manager, congratulates Don Ambrose on his promotion – and recognizes Ray Kennedy for his many years of service and leadership resulting in Arlington's attainment of the position it holds in our industry today.

About Arlington Industries, Inc. (www.aifittings.com)

Arlington Industries, Inc. is a leading manufacturer of unique and innovative electrical and communications products. Its products are protected by both domestic and foreign patents, which Arlington vigorously enforces.

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