



FOR IMMEDIATE RELEASE – May 8, 2013

Granite Records Most Successful Month in Its 11-Year History Adding More Than 38,000 New Telephone Lines
Granite continues to march towards its \$850M revenue projections with over 20% annual growth

QUINCY, MA – May 8, 2013 – Following the expansion of its corporate headquarters, Granite Telecommunications, LLC, a provider of telecom, data, networking and other communications and alarm services, today announced it recorded its best month ever in its 11-year history. Driving the growth was the sale of more than 38,000 new local telephone lines, the most lines Granite has ever converted in a single month. Granite also saw surges for data and broadband products, including DSL, PRIs and T1 products, as well as from its structured cabling platform.

To incentivize employees to meet goals that resulted in these record-breaking numbers, Granite offered two rewards. First, an extra vacation day on the Friday before Memorial Day weekend, if an overall sales goal of more than 40,000 units from all of the company's products was met. Second, the company also offered a bonus of \$850 to every permanent employee, if and when Granite's monthly revenue run rate exceeds \$850 million per year, a goal the company is on the verge of achieving. These new incentives come on top of an existing comprehensive and competitive benefits and incentive package that Granite has employed to encourage and motivate all employees to work as a team to meet the company's goals.

"Our stellar performance is the result of the hard work and dedication of our entire team," said Chief Executive Officer Rob Hale. "Our growth results directly from providing products and services that our customers increasingly need. Granite has become a one-stop shop for answering our business customers' communications needs."

About Granite Telecommunications

Granite provides communications products to multi-location businesses throughout the United States and Canada. Granite's core services are local and long distance telephone services, which Granite centralizes and offers a single point of billing and contact for its customers over incumbent carrier networks. Granite offers an array of other communications products, including broadband data, network and voice services, inside wiring and alarm and security and monitoring installation and services. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.3 million phone lines under management. Granite employs over 1,000 people, most of whom work at its headquarters in Quincy, MA.

PR Contact:
Matt McCarthy
PAN Communications
617-502-4358
mmccarthy@pancomm.com