

June 18, 2009



Mid-State Consultants Selects Clearfield, Inc. to Bring Fiber to Michigan

Tecumseh-area FTTH deployment emphasizes compact aesthetics;

'Clearfield has a powerfully unique product that is compact and fits anywhere.'

MINNEAPOLIS--(BUSINESS WIRE)-- [Mid-State Consultants](#), a national telecommunications, engineering and consultant firm based in Nephi, Utah, has selected [Clearfield](#), Inc. (NASDAQ: [CLFD](#)) as its sole fiber management supplier in the brownfield fiber to the home (FTTH) initiative in southern Michigan. The FTTH deployment is part of a 4,500-customer fiber conversion for [D & P Communications](#), beginning in Tecumseh, Michigan and extending through two counties.

Mid-State's Regional Vice President Gordy Caverly, who began working with D & P more than 15 years ago when it was Deerfield Farmer's Telephone Company, said, "The driving criteria for this overbuild project was aesthetics. D & P wanted as few above-ground cabinets as possible. And those that were necessary, had to be unobtrusive."

Mid-State turned to Clearfield's FieldSmart Platform of Fiber Management for the infrastructure that houses all its fiber in the central office (CO), as well as the outside plant (OSP). Clearfield is the only company in the industry that maintains a consistent architecture throughout the inside plant, outside plant and all the way to the access network. Mid-State standardized on the FieldSmart Fiber Scalability Center for its OSP cabinet lines and the FieldSmart Fiber Distribution System for the CO as well as the associated optical components, including passive splitters and WDM modules. "The nice thing is that Clearfield is doing everything with very little product. And, when you get everything done by one vendor's product line, it also means support comes from one location."

Mid-State has a history of working with Clearfield. In fact, it has the distinction of being the first company to deploy ribbon fiber in Clearfield's Clearview Cassette. Caverly acknowledged the interchangeable design of the Clearfield Cassette line saying, "We like that the Clearview Cassette - ribbon or loose tube - the identical Clearview Cassette can be deployed in the OSP cabinet in the field as well as in the fiber frame within the central office. So, you're able to maintain a single set of products within product inventory for maintenance." He added, "The interchangeability and flexibility are well thought-out. The way the product is laid up in the cabinets is about as compact and concise as possible, while maintaining an ease of entry and comfortable work space."

According to Caverly, the relationship has been a win-win. "The city of Tecumseh is very happy that we selected a product that was compact and, basically, out of sight. And we're happy with the craftsmanship, quality and workmanship of the cabinets. They're solidly built, waterproof and sealed. They're easy to set up and install, and Clearfield has always been

'Johnny-on-the-spot' - always there when I need them."

He concluded, "It's been a good relationship. I would recommend Clearfield to anyone, and I have on many occasions. They are well-positioned for growth-- as other companies start to realize that Clearfield has a powerfully unique product that is compact and fits anywhere."

About Mid-State Consultants

With more than 40 years of experience in the communications field, Mid-State Consultants offer a full range of communications engineering services including telephony, data and video networks, computerized mapping and conversion, and construction supervision. With offices in Utah, Oregon, Alaska, Hawaii, Louisiana, Michigan, South Carolina and Wisconsin, the company works with a broad spectrum of clientele including local exchange carriers, RBOC's, inter-exchange carriers, competitive access providers, ISP's, cellular and CATV operators.

About Clearfield, Inc.

Clearfield, Inc. designs and manufactures the WaveSmart platform of powered optical signal products, including the WaveSmart PowerNode 1550 EDFA, and the FieldSmart Fiber Management Platform, which includes its latest generation FieldSmart Fiber Distribution System (FDS), FieldSmart Fiber Scalability Center (FSC) and FieldSmart Fiber Delivery Point (FDP) series. The FDS, FSC and FDP product lines support a wide range of panel configurations, densities, connectors and adapter options, and are offered alongside an assortment of passive optical components. Clearfield provides a complete line of fiber and copper assemblies for inside plant, outside plant and access networks. Clearfield is a public company, traded on NASDAQ: CLFD.

More information about Clearfield, Inc., its products and its people can be found at www.ClearfieldConnection.com.

Source: Clearfield, Inc.