

Clearfield Enters Latin American Markets

Regional Account Manager in Place; Projects Already Underway

MINNEAPOLIS, Feb. 22, 2012 (GLOBE NEWSWIRE) --[Clearfield, Inc.](#) (Nasdaq:CLFD), the specialist in fiber management and connectivity platforms for communications providers, today announced Rafael Fernandez has joined the company as its Caribbean and Latin America (CALA) Regional Sales Manager. Fernandez, who resides in Miami, Florida, joins the company with the dedicated responsibility of building the company's presence in the region. Clearfield currently has pilot and early stage developments in Costa Rica, Panama, Grenada, Trinidad, Jamaica, Guatemala and the U.S. Virgin Islands.

"Rafael will be a wonderful addition to our technical sales resources," comments Cheri Beranek, president and CEO of Clearfield. "Bringing Raf on staff is consistent with our strategy of building pockets of customer references as we enter a new market, and then expand with dedicated company resources. Raf joins the company with a strong knowledge of the technology and market space, and I am confident he will make an immediate contribution."

"The Clearfield value-proposition, based around the Clearview Cassette and associated FieldSmart fiber management product line, resonates strongly with the broadband operators in the CALA region," adds Fernandez. "I am excited about growing the Clearfield business in this emerging market."

Early Successes

Telecommunications Services of Trinidad & Tobago (TSTT) has been deploying the Clearfield product line as part of its fiber build over the last year. "Clearfield has been great to work with," comments Lester Marin, OSP Engineer of TSTT. "The product line fits our footprint. The Cassette is very modular so we can use it wherever we need it throughout the TSTT network."

"We're thrilled to be working with Clearfield's expanding presence," concludes Paulo Eduardo da Silva, International Managing Director for Power & Telephone Supply, a Clearfield distributor for the region. "The CALA market is ripe with opportunity and Clearfield's product line is filling a unique niche."

For additional information on Clearfield's product offerings, please visit www.ClearfieldConnection.com or for a video demonstration of Clearfield's products, go to www.FiberPuzzle.com.

About TSTT

Telecommunications Services of Trinidad and Tobago Limited (generally known as TSTT) is the largest telephone and Internet service provider in Trinidad and Tobago. The company is jointly owned by the Government of Trinidad and Tobago and Cable & Wireless.

About Power & Telephone Supply

Power & Telephone Supply Company (Power & Tel) is an independent, full-line stocking distributor and material management provider to the worldwide communications market. Serving customers since 1963, Power & Tel is headquartered in Memphis, Tennessee and has more than 300 employees globally. For more information call 800-238-7514 or visit www.ptsupply.com.

About Clearfield

[Clearfield, Inc.](http://www.clearfield.com) (Nasdaq:CLFD) designs, manufactures and distributes fiber optic management products for the communications networks of leading ILECS, CLECs, MSO/cable TV companies and mobile broadband providers. We help service providers [solve the Fiber Puzzle](#), which is how to reduce high costs associated with deploying, managing, protecting and scaling a fiber optic network to deliver the mobile, residential and business services customers want. Based on the patented [Clearview™ Cassette](#), our unique single-architected, modular fiber management platform is designed to lower the cost of broadband deployment and maintenance by consolidating, protecting and distributing incoming and outgoing fiber circuits and enable our customers to scale their operations as their subscriber revenues increase. Headquartered in Plymouth, MN, Clearfield deploys millions of fiber ports each year throughout North America.

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