

ReThink. ReEngineer. **RESULTS.**

CLAIR GLOBAL: SAY Plastics Helps Bring New WiFi Experience to NFL Stadium.

CUSTOMER SPOTLIGHT... *Clair Global is a world-renowned provider of sound reinforcement products and services for concert tours, festival venues, arenas, theaters, and stadiums.*
Clair Global / Lititz, PA / www.ClairGlobal.com

THE MISSION

In August 2014, the NFL's Jacksonville Jaguars announced a long list of improvements to their home stadium, EverBank Field. The upgrades, ranging from new video technologies to unique seating features like spa cabanas, also included free WiFi for the fans who fill the 67,000-seat venue. The new WiFi network gives fans the bandwidth to use their mobile devices inside the stadium and get a highly connected, interactive game-day experience.

To make the WiFi network a reality, the Jaguars partnered with several wireless and technology experts, including Clair Global, a Lititz PA-based provider of sound reinforcement products and services. Clair was tasked with supplying the WiFi antennas for the stadium. To make that magic happen, Clair reached out to SAY Plastics for help with part of the project.

SAY was contacted by Clair to provide a design plan and budgetary pricing to manufacture a protective plastic cover for the WiFi antenna covers that Clair was supplying. SAY was given a part model and a delivery date that was just eight weeks away – the WiFi network needed to be up and running by the Jaguars' first regular-season home game. With this information in hand, SAY jumped into action.

THE PLAN

Using their Re-Think, Re-Engineer expertise, the SAY team redesigned the part model for thermoforming the cover and proposed a material that would be WiFi compatible and have the proper UV properties for the stadium's outdoor environment. SAY also determined the correct color match for the customer's requirements.



To meet the tight turnaround time for this project, SAY developed a low-cost composite tooling proposal that gave Clair the flexibility to make last-minute design changes if needed.

And to help Clair expedite the antenna installation process, SAY proposed the creation of a complete mounting kit, which allowed Clair to easily add the antenna and electric parts and quickly complete the project. The kit included 1 outer front cover, 1 outer back cover, 1 inner panel mount, 3 mounting blocks, and a hardware fastening kit.

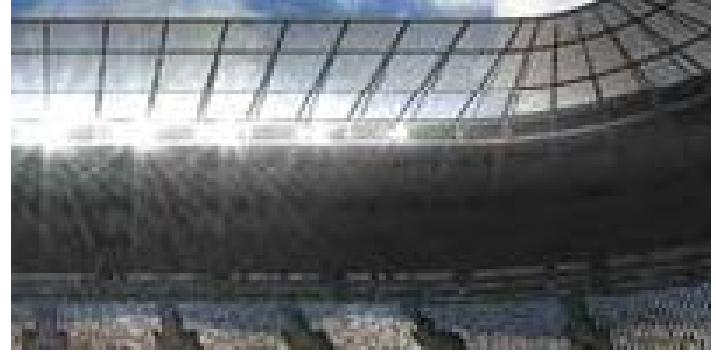
Continues on page 2...

Continued from page 1...

CLAIR GLOBAL: SAY Plastics Helps Bring New WiFi Experience to NFL Stadium.

After delivering the proposal – which included the value-added recommendation of the mounting kit – SAY was awarded the project.

SAY Plastics, Inc. re-thinks and re-engineers traditional manufacturing processes and the use of materials to help customers improve product quality, boost productivity, and reduce costs.



THE RESULT

Less than two weeks after being awarded the project, SAY delivered the mold and part sample to Clair. The part was approved with minor changes and an order for 150 kits was placed.

Just 12 days later, the first group of kits was delivered. The balance of the kits was delivered by the critical due date, which guaranteed the installation of the antennas and set up of the WiFi network in time for the Jaguars' first 2014 home game against the Indianapolis Colts. Unfortunately, the Jaguars faced a tough loss that day – but only on the playing field. The fans' WiFi access was a big win, no doubt. ■