



*Sweeping views of Seattle's downtown skyline and breathtaking sunsets over Puget Sound—combined with excellent views of game action from all angles—give fans at Safeco Field an experience unequalled in Major League Baseball.*

SUCCESS STORY:

# Seattle Mariners and Safeco Field

## Upgrading a Communications Infrastructure with Digital Two-Way Radios

### The Customer

In the spring of 1977, Major League Baseball returned to Washington State when the Seattle Mariners played the California Angels in the Kingdome. More than 22 years later, the Mariners began a new chapter in club history by opening its new open-air ballpark, Safeco Field.

### The Challenge

With a seating capacity of nearly 50,000 patrons in a stadium area over one million gross square feet, Safeco Field needed a stable communications system to facilitate not only the widespread area and large crowds, but also the dozens of departments that run behind the scenes. The current fleet of 250 analog two-way radios had been in use for more than nine years. The radios were operated year round for games, stadium tours, guest services, engineering, maintenance, and housekeeping. Additional channels were desired, and the antennas on the repeaters were not getting the widespread coverage the staff needed. Only three repeaters had been installed, and that compounded the problem.





### The Solution

Continuing its decade-long relationship, the Mariners brought BearCom in for advice. After a detailed analysis of the stadium and the needs of the management and staff, BearCom recommended upgrading the communications infrastructure using the Motorola MOTOTRBO solution, consisting of six digital repeaters, two repeater antennas, and a multi-coupler/combiner. For the immediate future, the MOTOTRBO repeaters will run in analog mode so they can interface with the existing fleet of analog radios, but a transition to digital mode is anticipated in the near future.

### The Results

During a recent out-of-town game, BearCom helped the Mariners test two MOTOTRBO portable radios. When asked for his thoughts about the new digital two-way system and BearCom's role in helping to implement it, the Seattle Mariners' Security Supervisor, Erik Hackmann, said, "I really don't want to work with anyone other than the people at BearCom. They know the equipment and the level of service we require, and they always deliver the solutions that we need."

*"I really don't want to work with anyone other than the people at BearCom."*

**Erik Hackmann**  
Security Supervisor  
Seattle Mariners

**Learn more about how BearCom's state-of-the-art wireless products and solutions can help increase productivity and deliver true mobility to your workforce. Call 800.527.1670 or visit one of our 28 branches across the U.S.:**

**ATLANTA, GA**  
800.417.6272

**BOSTON, MA**  
617.939.0260

**CHANTILLY, VA**  
800.955.0003

**CHARLOTTE, NC**  
704.615.5839

**CHICAGO, IL**  
800.900.2327

**COLUMBUS, OH**  
800.782.5458

**COSTA MESA, CA**  
800.513.2660

**DALLAS, TX**  
800.458.9887

**DENVER, CO**  
720.904.5860

**DETROIT, MI**  
248.426.9400

**FT. LAUDERDALE, FL**  
800.731.2327

**HARTFORD, CT**  
800.522.6080

**HOUSTON, TX**  
800.856.2022

**LAS VEGAS, NV**  
800.535.2489

**LOS ANGELES, CA**  
800.546.2327

**NASHVILLE, TN**  
615.986.9103

**NEW YORK, NY & NJ**  
888.841.3600

**ORLANDO, FL**  
407.426.7744

**PHILADELPHIA, PA**  
215.351.9302

**PORTLAND, OR**  
888.371.2327

**RIVERSIDE, CA**  
800.314.2327

**SACRAMENTO, CA**  
866.612.2330

**SAN DIEGO, CA**  
619.263.2159

**SAN FRANCISCO, CA**  
800.953.2327

**SEATTLE, WA**  
800.313.2327

**ST. PAUL, MN**  
651.646.1051

**TAMPA, FL**  
888.211.0825

**WASHINGTON, DC**  
703.916.7737

### SUCCESS STORY:

## Seattle Mariners and Safeco Field

### Upgrading a Communications Infrastructure with Digital Two-Way Radios

*BearCom provides a broad line of high-performance wireless communications products, services, and complete mobility solutions. Founded in 1981, BearCom is America's only nationwide dealer and integrator of wireless equipment, serves customers from 28 branch offices located throughout the U.S., has several affiliated offices around the world, and employs more than 400 people. BearCom is headquartered in the Dallas, Texas area. For more information, visit [www.BearCom.com](http://www.BearCom.com).*

**BearCom Headquarters**  
P.O. Box 559001  
Dallas, TX 75355

**800.527.1670**

© 2009 BearCom. All rights reserved. The BearCom name and logo are registered trademarks of BearCom. The names and logos of any other companies or products mentioned herein may be the trademarks of their respective owners in the United States, Canada, and/or other countries.

SSSM0109-0K