



SitOnIt • Seating™

## Project Spotlight

Prava a Winner in the Pittsburgh Pirates Clubhouse



**The Pittsburgh Pirates**  
Pittsburgh, PA

### INSTALL FACTS:

Dealer: Workscape, Inc.

Time Frame: September – October 2012

Sales Rep: KMA & Associates Inc.

Product: Prava

### ABOUT THE PROJECT

When the five-time World Champion Pittsburgh Pirates decided to upgrade their clubhouse, they wanted to outfit it with world-class seating to match their world-class team. The team began looking for luxurious chairs that would evoke comfort and confidence. They found the solution at SitOnIt Seating.

Dealer Workscape Inc.'s Nick Evanovich had been working with the Pittsburgh Pirates for 10 years, completing many of their seating projects, including the team's corporate offices at PNC Park. For the clubhouse, he wanted something elegant that would look good on television in post-game interviews and maybe celebrations. Nick worked with Tim Byce and Emily Buhman from KMA & Associates Inc. to bring in the Prava chair – a chair with a slim profile for a room that would be filled with players. The Pirates wanted a simple look so that when they added the Pirates logo, it would pop. They chose the black leather midback model with a black base, and when the Prava arrived with the logo, the organization loved it.

### WHAT MADE THE DIFFERENCE?

The top selling points for Prava were its slim profile, quality and the speed of delivery. The chair's lean look creates a sophisticated feel even in a post-game locker room. And the trust that SitOnIt Seating has earned through years of working with dealer Workscape, Inc. made a difference. They were confident they had a quality product. The fast turnaround on the Prava delivery made a big difference, too, since players use the facility year-round.

### WHAT'S NEXT

The clubhouse project was so successful that within two months, SitOnIt Seating had its next order from the Pittsburgh Pirates. The order for more Prava chairs featuring the Pirates logo goes, this time, to the conference rooms. With a record like this, SitOnIt Seating is a clear winner in ballpark luxury seating.