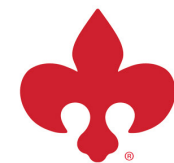




BALTIMORE RAVENS

Witt Industries specializes in custom and logo receptacles for stadiums, arenas, and ballparks across the country. We've worked with hundreds of customers, including pro and minor league sports teams, universities, municipalities, and more to create a unique look and feel for their venue. We understand each customer has very different requirements and objectives.

Venues require multiple types of receptacles, custom colors, custom logos, and custom designs; and that is what Witt excels in. We can provide the end result you are looking for and work with you from design to completion to ensure the finished product is stunning. One recent customer, the Baltimore Ravens, allowed Witt to be a part of their multi-year stadium renovation.



WITT

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"The look and feel of the entire concourse is extremely important, all the way down to the waste and recycling receptacles" said Roy Sommerhof, Baltimore Ravens Vice President of Stadium Operations.

CONCEPT

PIECES OF THE PUZZLE

When the Baltimore Ravens embarked on the first phase of a two-year, \$35 million renovation in 2013, trash cans may not have been top of mind in their grand plan. But as the pieces of the puzzle came together, they realized that the waste and recycling receptacles at the stadium were important pieces that needed to fit with the rest of the renovation plans. Witt Industries was able to complete these pieces both aesthetically and functionally for the Baltimore Ravens.



GET "RAVENIZED"

The first phase of the renovation focused on the lower concourse of M&T Bank Stadium, home to the Baltimore Ravens since 1998. The 71,000 person capacity stadium underwent extensive upgrades to the lower concourse level.




The area was redesigned with a "Ravenized" theme that has been influenced by the brick and steel look of the M&T Bank Stadium exterior and other buildings on the Camden Yards complex.



THE PURPLE PALACE

To complete this look, the Ravens chose several Witt Industries products, including over two hundred custom 55-gallon Stadium Series® logo waste and recycling receptacles to line the concourse level of the stadium. The recycling receptacles are custom painted in Raven purple with a silver Ravens logo, while the waste receptacles are black with a white Ravens logo. Both include a "message panel" feature that will allow the Ravens to sell this space to advertising sponsors in the future. Witt customized the message panel to be slightly smaller than the typical Witt message panel receptacle to allow for a larger logo on the can. The prior waste receptacles did not match the look and feel of the stadium and were purely for functional purposes.

"The branding of the Baltimore Ravens and M&T Bank Stadium, known to our loyal fans as "The Purple Palace", was a very important factor in our decision to use Witt for the waste and recycling receptacles," said Sommerhof. "Witt was able to customize receptacles for the stadium; including the paint color and logo," added Sommerhof.



"The functionality and durability of the cans were also an important factor in our decision," explained Sommerhof. "We wanted to purchase a product we felt confident would last for years to come. Plus we needed something very easy to service during game day and throughout the year as M&T Bank Stadium hosts many non-NFL events annually."

PRACTICAL

FUNCTIONAL AND DURABLE

From a functional standpoint, the receptacles chosen are also a practical purchase. Witt Industries' 55-gallon Stadium Series® products come standard with a protective coated base. The base prevents rust on the surface where the can is placed, a major concern for customers. The receptacles are made in the USA from galvalume steel and finished with durable TGIC powder coat paint finish to prevent rust and corrosion. The heavy-duty internal plastic liner is easy to service, even when there are more than 350 trash and recycling receptacles that need emptied during a capacity crowd on game day.



RECYCLING

SETTING A STANDARD

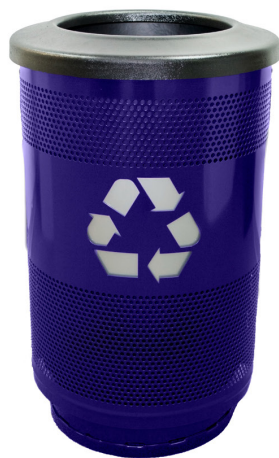
The Ravens also went a step further in their renovation effort and were the first outdoor professional sports facility in the United States - including all NFL and Major League Baseball stadiums - to receive the U.S. Green Building Council's LEED Gold certification.

A LEED certification is recognized across the globe as the premier mark of achievement in green building. The stadium recycles 29% of its regular waste and is working to increase this percentage. The new Witt recycling receptacles were an integral part of this increased recycling effort.

"The recycling receptacles fit the concourse design from a branding standpoint just like the waste receptacles, plus they make recycling easy for guests, which has increased our recycling rates at the stadium from 7% to 29%," said Sommerhof.

PHASE

2



PHASE 2 PREVIEW

The second phase of the renovation includes the upper concourse. Witt manufactured more than 150 waste and recycling receptacles to The Ravens for phase two that match the receptacles in the lower concourse. These new receptacles will greet fans in the 2014-2015 season.

"Witt Industries looks forward to a long and successful partnership with the Baltimore Ravens for years to come," said John Winfield, national sales manager for Witt Industries. "It is exciting to be a part of this historic phase in the team's history," added Winfield.

