

## **We Rally Together**

AirstreamClub.org

BRAND POSITION 2

# Our Brand Position:

# We Rally Together

Whether it's your first adventure or your hundredth, being a part of Airstream Club International means that a neighbor is never too far away to lend a hand, share an experience or shoot the breeze.

We make the most out of life when we rally together.

# Our Brand Promise:

When you're part of Airstream Club International, you're supported by a network of like-minded travelers who are eager to help you stop worrying and start relaxing.

BRAND VOICE

## Airstream Club International

#### **OUR BRAND VOICE**

Messaging from Airstream Club International (ACI) should emphasize our mantra-'We Rally Together.'

Similar to the voice of the Airstream product brand voice, the ACI tone also celebrates the joys of travelling on the road. Authenticity, camaraderie, family, warmth, and shared experiences are all essential to expressing the Club's character.

The attitude of our content should also convey that we are a tight, yet openhearted circle of friends. Whether longtime members or newbies, as Airstreamers, we share a unique bond of kinship!

Our voice should inspire readers and members to feel ready for adventure—but also feel at home—wherever they are. Or, in the words of our founder Wally Byam, our mission is to put the great wide world at the doorstep of those who yearn to travel with all the comforts of home.

Wally Byam's pioneering spirit and philosophical outlook was upbeat, optimistic, and worth upholding today. Anticipating new experiences, making new friendships, and even promoting international goodwill were all key parts of the Wally Byam Creed—and as we craft our messages, we should keep his charismatic vision top of mind!

BRAND VOICE 4

#### **OUR ACI BRAND VOICE IS:**

- Extroverted—yet relaxed and chill
- Enthusiastic and youthful in spirit
- Passionate about the journey stirs the venturesome spirit
- Independent—but always approachable

- Curious about the world
- Genial and inclusive
- Upbeat and fun
- Easygoing
- Welcoming You're in the club!

#### **GLOSSARY:**

A guide to getting fluent in ACI-speak and mind-set.

### For example,

when you want to talk about:	Think:
ACI benefits	The Good Stuff
Adventure	Exhilaration and pure joy
Bedtime	Starlight out the window
Campsite	Neighborhood
Celebration	Rally
Community	Welcome to the Club!
Detour	The Scenic Route
Flat tire	Photo Opportunity
Parking lot	Shimmering Sea of Silver
Refreshment	Sharing a toast to camaraderie—Cheers!
Retirement	Freedom!
Tomorrow	Another amazing day to explore

MARKETING LOGO

# Logo

#### **LOGO CONSTRUCTION**

The Airstream Club International **marketing logo** is made up of two components: The **marketing logo** and **icon**. The complete logo is preferred in most situations.

The **icon** can be used on its own only in a secondary role. See back of business card for example.



**Note:** Under no circumstances should the logo or icon be recreated or altered. The Airstream Club International logo should always be reproduced from master artwork supplied.

MARKETING LOGO 6

# Logo

#### **LOGO VARIATIONS**

The Airstream Club International marketing logo has two color variations.

#### **Four Color**

The Airstream Club International logo should be reproduced in 4-color process wherever possible.

#### **Black and White**

The black and white logo can be used on a light or dark background color.

# Icon

#### **ICON VARIATIONS**

The **icon** has three color variations.

#### **Four Color**

The icon should be reproduced in 4-color process wherever possible.

#### Black

The black icon should be used when placed on a light background color.

#### White/Reversed

The white/reversed icon should be used when placed on a dark background color.





**Four Color Icon** 

**Black Icon** 



**Four Color** 



**Black and White** 



White/Reversed Icon

COLOR PALETTE

## Color Palette

Color is a powerful means of identification. Consistent use of color will help build visibility and recognition for Airstream Club International and will set us apart from our competitors. The primary palette is used as a base for all brand applications.

#### **PRIMARY**

PANTONE 2995 CMYK: 81 • 21 • 1 • 0

RGB: 0 · 168 · 226 HEX: #00a8e2 PANTONE 143 CMYK: 2 · 32 · 91 · 0 RGB: 246 · 180 · 54

HEX: #f6b436

PANTONE 1795 CMYK: 9 • 97 • 92 • 1 RGB: 216 • 41 • 47

HEX: #d8292f

PANTONE 7547 CMYK: 85 • 73 • 57 • 70\*

> RGB: 29 • 39 • 50 HEX: #1d2732

#### **SECONDARY**

PANTONE 300 CMYK: 100 • 62 • 7 • 1 RGB: 0 • 93 • 185 HEX: #005db9 PANTONE 7627 CMYK: 23 • 95 • 94 • 15 RGB: 170 • 45 • 42

HEX: #aa2d2a

PANTONE 171 CMYK: 0 · 78 · 81 · 0 RGB: 255 · 92 · 54 HEX: #ff5c36

CMYK: 4 · 4 · 10 · 0 RGB: 242 · 238 · 226 HEX: #f2eee2

#### **AIRSTREAM**

PANTONE 307 CMYK: 100 • 22 • 2 • 18 RGB: 0 • 107 • 166 HEX: #006ba6 PANTONE Cool Gray 10 CMYK: 0 • 2 • 0 • 60 RGB: 128 • 127 • 131 HEX: #807f83

\*When PANTONE 7547 navy blue is used as an element of the brand, the color may need to be adjusted to a lighter value so as not to appear too dark. For example, CMYK value had its black reduced from 70% to 60% in the Welcome Folder. The Welcome Letter template was reduced to 50%. It's situational depending on the medium on which it's printed.

**TYPOGRAPHY** 

# Typography

Consistent typography enhances and clarifies messaging.

Not only does it help our audience get a better sense of brand identity, it also helps them remember and recognize the Airstream Club International brand.

## REVOLUTION GOTHIC FOR HEADLINES

REVOLUTION GOTHIC EXTRA BOLD

## **ABCDEFGHIJKLMNOPQRSTUVWXYZ** abcdefghijklmnopqrstuvwxyz

REVOLUTION GOTHIC BOLD

## **ABCDEFGHIJKLMNOPQRSTUVWXYZ** abcdefghijklmnopgrstuvwxyz

REVOLUTION GOTHIC REGULAR

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz

REVOLUTION GOTHIC LIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz

REVOLUTION GOTHIC EXTRA LIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz

## NUESA NEXT STD FOR BODY TEXT

NUESA NEXT STD BOLD

## **ABCDEFGHIJKLMNOPQRSTUVWXYZ** abcdefghijklmnopqrstuvwxyz

NUESA NEXT STD MEDIUM

## **ABCDEFGHIJKLMNOPQRSTUVWXYZ** abcdefghijklmnopgrstuvwxyz

NUESA NEXT STD REGULAR

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz

NUESA NEXT STD LIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz

NUESA NEXT STD EXTRA THIN

ABCDEFGHIJKLMNOPORSTUVWXYZ abcdefghijklmnopgrstuvwxyz

# **Graphic Elements**

Graphic elements help Airstream Club International build a specific look that defines our visual vocabulary. These components are meant to be used as accent design elements (i.e. background patterns)—not featured, standalone imagery.



















PHOTOGRAPHY 10





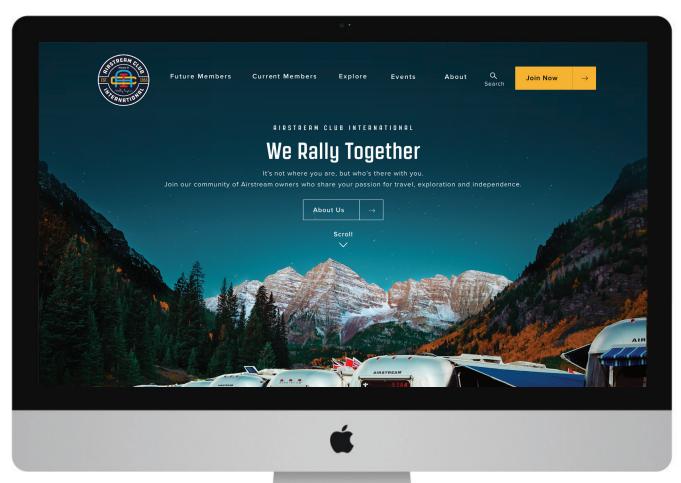


Airstream Club International's dominant photography style is meant to convey a candid feel, as though the subjects are unaware of the photographer. In cases where subjects acknowledge the camera, the feel should be spontaneous.



# SOSTREAM AIRSTREAM

INTERACTIVE 11



DESKTOP



**MOBILE** 



**COLLATERAL** 12



#### WELCOME **FOLDER**



**BUSINESS CARD** 





#### **Are You Ready to Start Your**

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WELCOME **LETTER** 

COLLATERAL 13



MEMBER RENEWAL CARD

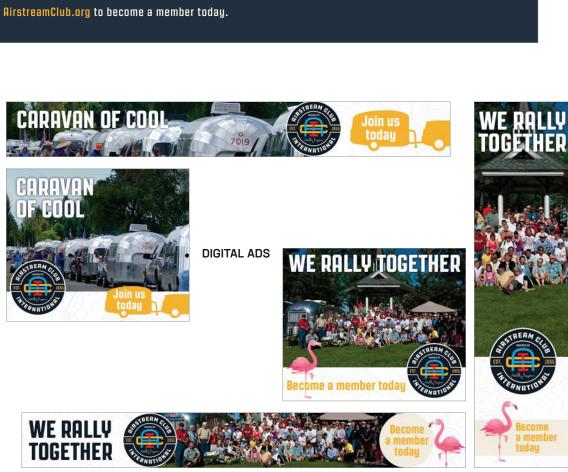
Renew online @ AirstreamClub.org or, if you prefer, complete & mail the following. #WeRallyTogether Renew & Roll Out Name: Big Red Numbers: Phone: Email: Address City: Country: **Rig Info** Size & Model: Year: Renew your membership today by fillin the card or by visiting AirstreamClub.o #WeRallyTogether VIN: RENEW YOUR AIRSTREAM CLUB International Membership Today,

ADVERTISING 14



PRINT AD





PRODUCT APPLICATION 15





AIRSTREAM CLUB INTERNATIONAL | BRAND GUIDELINES



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