

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:**

As part of the Club, you're supported by a diverse group of seasoned travelers with a common bond appreciation for the iconic Airstream brand.

BRAND VOICE 3

## 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 5

## 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.

## lcon

#### **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** 7

## 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.

#### **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

# **BRAND COLORS**

#### **PANTONE 533**

CMYK: 95 • 72 • 15 • 67 RGB: 31 • 42 • 68 HEX: #001e45

# **SECONDARY COLORS**

#### **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

#### **DIGITAL ONLY**

#### **PANTONE 285**

RGB: 10 • 84 • 237 HEX: #2553e4

#### **PANTONE 109**

CMYK: 0 • 9 • 100 • 0 RGB: 255 • 222 • 0 HEX: #f8d448

#### CMYK: 4 • 4 • 10 • 0 RGB: 242 • 238 • 226

HEX: #f2eee2

#### **DIGITAL ONLY**

#### **PANTONE 311**

RGB: 3 • 211 • 255 HEX: #03d3ff

## **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

TYPOGRAPHY 8

## 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.

Text should be a contrasting color to the background and should never be outlined, italicized, or skewed.

#### **REVOLUTION GOTHIC** FOR HEADLINES

REVOLUTION GOTHIC EXTRA BOLD

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

REVOLUTION GOTHIC BOLD

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

REVOLUTION GOTHIC REGULAR

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

REVOLUTION GOTHIC LIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

REVOLUTION GOTHIC EXTRA LIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

#### Muli Regular for body copy

**MULI EXTRA BOLD** 

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

**MULI BOLD** 

## ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

**MULI REGULAR** 

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

MULLIGHT

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

MULLEXTRA REGULAR

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

Poppins Regular may be used if Muli is unavailable

## **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.



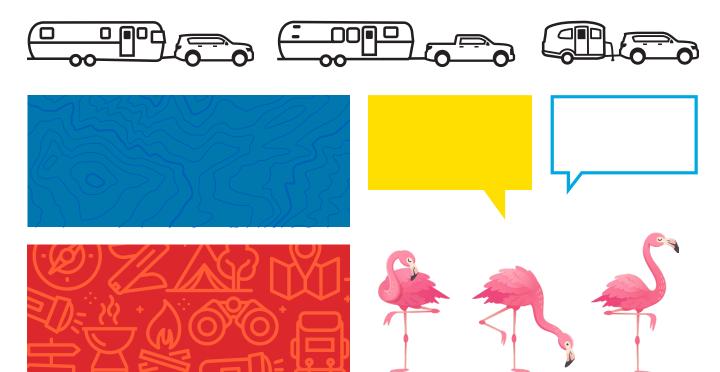




Use color image when on white or colored background



Use blue image when on PMS 533 colored background



PHOTOGRAPHY 10





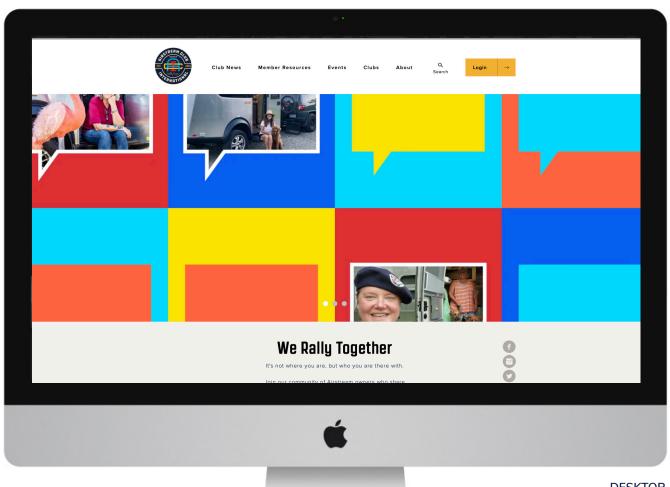


Airstream Club International's dominant photography style is meant to convey a candid feel, as though the subjects are unaware of the photographer. In cases where subjects acknowledge the camera, the feel should be spontaneous.





**INTERACTIVE** 11



DESKTOP





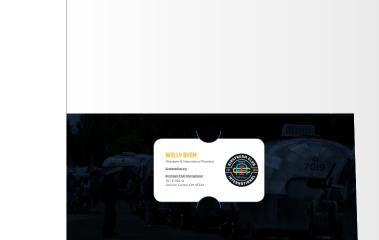
COLLATERAL 12



#### WELCOME FOLDER

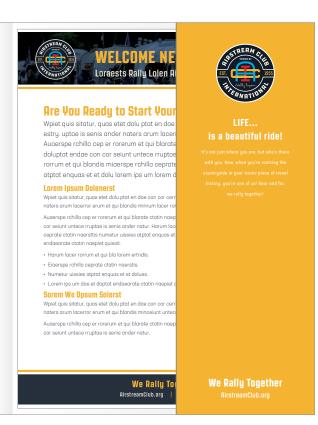


**BUSINESS CARD** 



**We Rally Together** 

AirstreamClub.org



WELCOME LETTER

COLLATERAL 13



**NEW MEMBER TRIFOLD** 

#### READY TO THE GOOD MES ROLL?

When you become a member of the Airstream Club International community, you're supported by a diverse group of seasoned travelers who are eager to help you get the absolute most enjoyment neip you get the absolute most enjoyme from your Airstream adventures. You also gain access to membership benefits including Courtesy Parking powered by Harvest Hosts across the US and Canada.

You get to immediately enjoy exclusive benefits from our partners, saving on campsites, tires and other top travel-related products throughout the year. Whether vou're new to the Airstream community or have miles of memories behind you, you're sure to find what you're looking for.

Access to fun rallies and weekend getaways? Yep. A variety of caravans? You bet. Globetrotting opportunities: You notice the International in our name, right?

All you have to do is join. It's ridiculously simple to do online or by phone, extremely affordable and totally worth it!

#### FIND YOUR FLOCK!

We are an international organization with local clubs located throughout the United States and Canada, helping you take Aurstream ownership to a whole new level! Each club is made up of ACI members who live in a specific geographic area and come together to participate in local events and activities that align with your interests and dreams



#### RALLY!

First of all, what is it? It's simply a party! A rally can be over a weekend or a week long at one camping location. Rally themes can vary from a simple get-together, trailer maintenance, interest-based, to local attractions and festivals.

#### **JOIN A CARAVAN!**

...different from a Rally, this is a rolling party!

Wanderers at heart, we continue to be inspired by the intrepid Airstream owners who explored the world over 60 years ago. As a member of the Airstream Club, you can attend any caravan throughout North America. Any member of the Airstream Club International can go on a club caravan. We can't think of a better way for couples, singles, those traveling with children or grandchildren, and of course pets, to explore the world.

There are many reasons that some people, not all, prefer to travel in a group or "caravan." as we Airstreamers call it. There is safety in numbers for one. There is always someone available to help if needed, whether it is a mechanical issue or a health issue. You are assured a campsite reservation without any effort on your part. You will participate in activities that are often only available to groups and enjoy the camaraderie of being part of a group whose members have many interests in common. A caravan is also where you will most likely make life-long friends.

By all means, get on a caravan and find out what Airstream Club "Fun, Friendship and Adventure" is all about.





AirstreamClub.org 937-596-5211





untraveled corners of the earth." Wally Byon

To lead caravans wherever the four winds blow... over twinkling boulevards, across trackless deserts... to the traveled and

**MEMBER RENEWAL CARD** 

#### It's time to renew your membership!

**Visit the Member-Only** Section of our website AirstreamClub.org/RENEW

**Questions? Contact** HQ at 937-596-5211



#### **We Rally Together**

Airstream Club International 803 E Pike St, PO Box 612 Jackson Center, OH 45334 (937) 596-5211



**ADVERTISING** 14



**PRINT AD** 







## Social Media Icons

The social media icons should be solid white or black (depending on the background color) and should appear in this order with the handles underneath the icons.



## Address and Contact Info

If space allows, the back of marketing materials should include the logo icon follwed by "We Rally Together." The address, website, and phone number should be formatted as shown.



#### AIRSTREAM CLUB INTERNATIONAL | BRAND GUIDELINES



## **We Rally Together**

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