

Mayflower Brand Guidelines

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All of you in the Mayflower agency family have worked hard to build the Mayflower brand. Mayflower is the most recognized name in moving, and people associate the name with the friendly, trustworthy service that you provide.

Managing Our Brand



Using the Brand Guidelines

The public's perception of a company is profoundly affected by the organization's visual communications. In order to make sure the stellar brand that you all have worked to build is properly and consistently communicated, our brand standards must be uniformly displayed. Without a consistent application, our company symbols lose their effectiveness.

The purpose of the Brand Guidelines is to define, in practical terms, the concepts and ideas of Mayflower's corporate visual system. These guidelines provide a set of standards for consistent use of the symbols and graphics. You must follow these standards without deviation to preserve both the effectiveness of the corporate visual system and the company's legal claim to its trademarks.

Each and every person responsible for any phase of design or implementation of Mayflower graphics must use these guidelines. They are intended to be all-encompassing; however, if you encounter a situation that is not covered, or is of an exceptional nature, the UniGroup Marketing department must approve it (800-283-5735).

Agents can visit the Brand Center on The U to access logos, photos and other helpful marketing tools.

www.unigroupinc.net



Brand essence

Experienced guide

Brand positioning The friendly and trusted guide that people turn to for help navigating the moving process, Mayflower offers deep experience across a broad spectrum of moving options — from hands-on service to the essential information and tools that put the customer in control to give people peace of mind through every step

Brand attributes Collaborative Trusted Versatile

Mayflower's logo is the cornerstone of our visual system. It is the most prominent and valuable expression of our company's identity.

This section of the Brand Guidelines will show the correct treatment of the logo regardless of its application. Specific guidelines for using the logo in applications like websites, ads, signage and letterhead are covered in subsequent sections.

Logo Guide

Mayflower logo — overview

The Mayflower logo is a specially designed and distinctive graphic trademark. It is a strong and proprietary representation of the most well-known name in the moving industry.

The logo combines a modern, friendly logotype with a dynamic, dimensional symbol. Together these elements reflect our confident forward movement.

The logo should be used along with appropriate trademark notice symbols. Visit The U or call the Marketing department if you have questions.

The Mayflower name and logo is to be used in conjuction with van line business only.

Mayflower.	
Logotype	Symbol
Mayflower Logo	

Mayflower logo — clear space and minimum size

Clear space frames the logo, separating it from other elements such as headlines, text, imagery and the outside edge of printed materials. A minimum amount of clear space must surround the logo at all times. This space is equal to the x-height of the Mayflower logotype (e.g., the "w" in Mayflower). Whenever possible, allow more than this amount of clear space.



Logo clear space

Minimum Size

In reproducing the Mayflower logo, be conscious of its size and legibility. A logo that is too small has little or no impact.



Note: This minimum size is to be used as a guide only, a larger size may be required to ensure legibility and clear reproduction.

1.25" min.

Mayflower logo — color variations

Color is a powerful means of visual identification. Consistent use of our identity colors will build visibility and recognition for the Mayflower brand and its personality.

The integrity of the logo must be respected at all times. Please see page 11 for a list of logo use restrictions. Any modification of the logo confuses its meaning and diminishes its impact.

Note: The full-color logo artwork is set up for four-color process using cyan and yellow. If required, the Mayflower logotype can be printed using Pantone 355C.

Primary use:

Full-color logo Used whenever possible, always on white or light color backgrounds.

Mayflower

Secondary use:

Grayscale logo Used on applications with limited color use such as newsprint.

One-color black logo Used only on one-color applications such as a fax cover sheet or in a Yellow Pages ad.

One-color green logo Used only on one-color merchandise applications.







Tertiary use:

One-color reverse logo Used only when the logo must be placed on a dark color background.



Agent for Mayflower

Agents for Mayflower must include "Agent for Mayflower" on their literature and websites to help differentiate them from the corporate office. This can be done as part of the logo, as shown at right, or it can be done in text elsewhere on the page.

The phrase "Agent for" is the only element allowed inside the logo clear space that is defined on page 8.

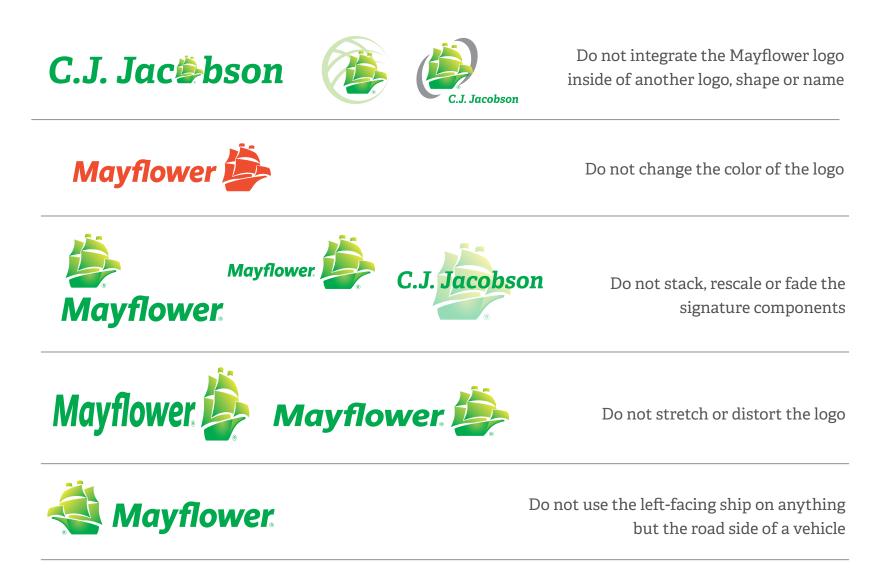
Set "Agent for" in Adelle Italic or Arial Italic, always aligned with the logo as shown to the right, regardless of logo size. The space between "Agent for" and Mayflower should be equal to the x-height of the word Agent (e.g., the "e" in Agent).



The Mayflower ship may be used in addition to an agency's logo. But it must be qualified with the text "Agent for Mayflower."



Mayflower logo — Incorrect Use



United Mayflower co-branding

On co-branded materials, the United and Mayflower logos should appear side by side, with the United logo positioned to the left of the Mayflower logo.

Scale the Mayflower logo to equal 110% the width of the United logo. For example, if the United logo is 2" wide, the Mayflower logo is 2.2" wide.

Place the logos so both logotypes appear on the same baseline.

Co-branding should only be used in relation to the container program.



While the logo is the most identifiable element of the Mayflower brand, the overall look and feel is equally important.

How we use typograpy, colors, photos and additional graphics and discuss services are also essential aspects of brand usage. Specific guidelines for these visual communication elements are covered in subsequent sections.

Brand Basics



Logo and descriptor

The phrase, "From Full-Service to Do-It-Yourself Moving & Storage," is an important part of our brand identity and can be used with the Mayflower logo. You are free to place the descriptor phrase anywhere you like in relationship to the logo, as long as it is aligned as shown below.

Logo and descriptor are unlocked but always aligned.

The descriptor should be set in Gotham Narrow Medium, Mayflower Green.



From Full-Service to Do-It-Yourself Moving & Storage

Mayflower Services

The following pages address how the Mayflower logo can be used in conjunction with a services footer and/or subservices descriptor to more clearly designate the services a Mayflower agent can provide.





+ subservice

Logo

Auto Transport International Relocation Small Shipments Household Moving Commercial Relocation Air Freight Data Center Relocation Flat Bed Freight Forwarding Ocean Full-Service Containers DIY Plus Containers DIY Container Moving DIY Container Storage

Logo and services alignment

Mayflower subservices can be used in place of the regular descriptor, "From Full-Service to Do-It-Yourself Moving & Storage."

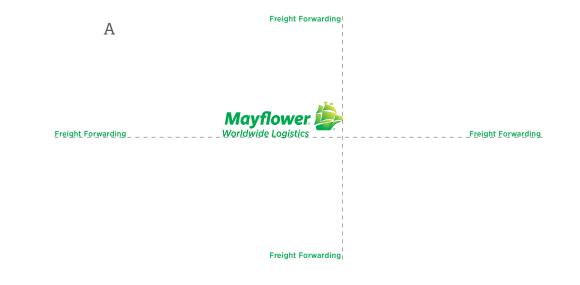
When a service is included in the logo, the subservice aligns with the service (fig. A)

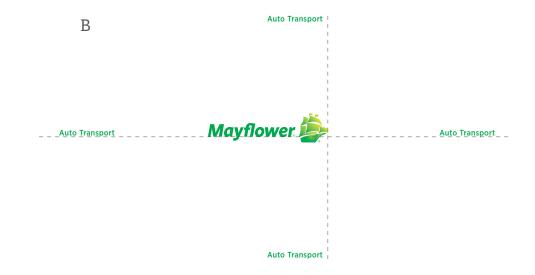
When a service is not available, the subservice will align with the logo (fig. B)

Multiple subservices can be shown by separating them with a "/" symbol (Freight Forwarding/Ocean).

Logo and services are unlocked but always aligned.

The descriptor should be set in Gotham Narrow Medium, Mayflower Green.





Typography and color palette

Promotion (ads, brochures, Web banners, etc.)

Primary copy set in Adelle Italic

Secondary copy set in Adelle Semibold

Body copy set in Adelle Regular. Sample text looks like this: Pertineo eum qui utrum vin ideo saepius metuo capio dignissim sagaciter blandit. Epulae uxor ut, paulatim vulpes, odio ymo patria voco valde nisl te.

Electronic files (websites, PowerPoint) can be set in Georgia if Adelle is not available.



Identification (stationery, signs, vehicles, etc.)

Primary copy set in Gotham Narrow Semibold

Body copy set in Gotham Narrow Book. Sample text looks like this: Pertineo eum qui vin ideo saepius metuo capio dignissim sagaciter blandit. Epulae uxor ut, paulatim vulpes, odio ym patria voco valde nisl te. Praemitto delenit ut natu scisco os quod vel abigo.

Gotham Narrow is available for purchase at typography.com Adelle is available for purchase at fontshop.com



Warm white (possibly uncoated) paper stock CO MO Y8 KO R255 G253 B237 #F4F3F0 Note: Use CMYK values for print background only if paper stock is not applicable.

Photography Style and Colors

Imagery style

Before and after

Focus on customers and their environments

- •Dynamic, asymmetrical composition
- •Use camera zoom to shorten depth
- of field and focus closely on the subject
- Wholesome, positive, upbeat atmosphere



On the day Focus on moving process

•Active, helpful, friendly

•Vehicles shot from viewer's angle •Dynamic, relevant, powerful





Product Focus on equipment and moving materials

•Dynamic silhouettes with subtle drop shadow



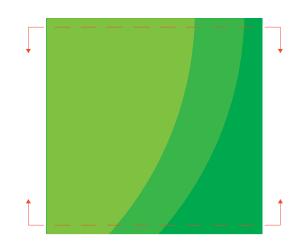
Watermarked photos are for example purposes only.

Secondary graphics

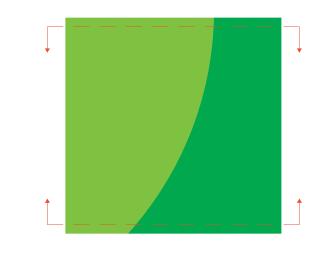
These graphics can be used on your website or in print ads, brochures or telephone directories. Please see the subsequent sections on websites, print ads and brochures for examples of proper use.

Wide format

Graphic can be cropped from top and bottom

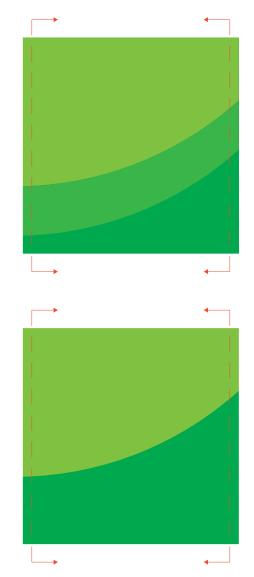


Color fieldPhoto + transparency



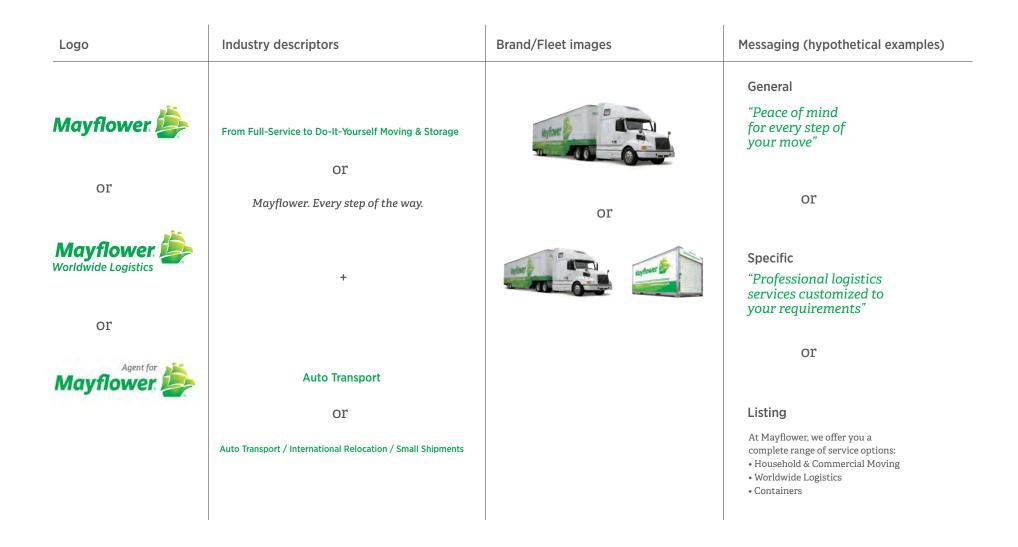
Tall format

Graphic can be cropped from left and right



Mayflower branding cues

Elements from the chart below should be used in your marketing to reinforce the Mayflower brand and positioning. Examples of use can be found on the next page.



Integrating branding cues

Below are examples of how utilizing multiple branding cues ties messaging and visual elements together, creating impactful marketing materials.



If you choose to design your own agent stationery, use the guidelines outlined in the following pages. You can also order business cards and letterhead through Workflow One. To place an order for your agency, visit the Trans Advantage Store website through The U or call 866-928-4422.

Stationery & Business Cards

Letterhead and Business Cards

Г		
ext margins on left and right	ABC Moving & Storage, Inc. One Premier Drive, Fenton, MO 65025 1076 776 776 700 071 7766 776 4400	
	030-330-770 000-031-7330 Fax 030-330-4499	
gent logo aligned left, scaled	AgentTogo	
fit within designated area		
	February 3, 2009	
	John Sample	
	ABC Development	
	600 Park Avenue	
	New York, NY 10022	
	Dear John,	
	The communications potential of a letter goes beyond its content. Just as the	
	frame of a picture can complement or detract from the picture itself, so the	
copy in Arial, 11pt, flush left	etterhead design plays its role at the personal communications level. Choice of	
	typewriter face, paper stock and typing format also make a large contribution to	
	the overall impression upon the reader.	
	This stationery format has been developed to reflect a look of expertise, stability	
	and professionalism. This stationery "look" is unique and different from that of	
	its competitors.	
	The unified, cohesive look for the stationery items will enable the company to	
	benefit from a positive, organized impression made on all audiences who receive our correspondence. The success of the stationery system will depend	
	largely on the consistency with which it is implemented. Adherence to the	
	stationery guidelines will produce a consistent appearance that will project an	
	image of high quality – an image that is reflective of how we want to be known.	
	Sincerely,	
	len	
	Director,	
	Marketing Communications	

Agent logo aligned left, scaled to fit within designated area



ompany Name 3 Street Address, City, ST 12345 3 456-7890 800-987-6543 Fax 123-456-7891 ome 123-456-7892 Cell 123-456-7893 stlast@companyname.com ompanyname.com Mayflower Transit | Mayflower Containers

Envelopes

Agent name and address set in Adelle, Pantone Cool Gray 11, left aligned below logo

Mayflower. 🜽

•Agent Name Here 123 Street Road | Suite ABC | TownCity, MO 12345

Mayflower Transit | Mayflower Containers

Descriptor in bottom left corner, aligned with logo

When creating signs for office buildings, warehouses, etc., follow the guidelines that are shown. This manual should also be referred to regarding the colors, the typefaces and the logos that should be used. Consult with the UniGroup Marketing department for any questions regarding usage and approvals.

Signage



Building Signs





Translucent vinyl face, white trim cap, white returns

Box sign & channel letters — set agent name in Gotham Narrow Medium, scaled at 120% "M" cap height



Building Sign Examples





Monument Sign



Road Sign



Alternates (for single-sided signs only)





Some of our customers will turn to the Yellow Pages to find a mover. It is important that agents reflect the proper brand standards in this advertising venue as they would with any other. The following pages show acceptable formats for Yellow Pages ads. If an agent has questions regarding the Yellow Pages layouts, call the UniGroup Marketing department, or for assistance with ad design and placement call KDA directly (502-318-8810 or 800-288-1828).

Telephone Directory Ads

Telephone directory ads—full page



Telephone directory ads—full page

Primary messaging set in Adelle Italic, flush left, Mayflower Green

Image can be part of the secondary graphic

One image per ad is preferred; when necessary, add one silhouette image outside the secondary graphic

Agent description set in Adelle Italic, flush left, Mayflower Green

Agent name set in Gotham Narrow Bold, flush left, Mayflower Green

Agent address and contact information set in Gotham Narrow Medium, flush left, Mayflower Green



Peace of mind throughout

every step of your move

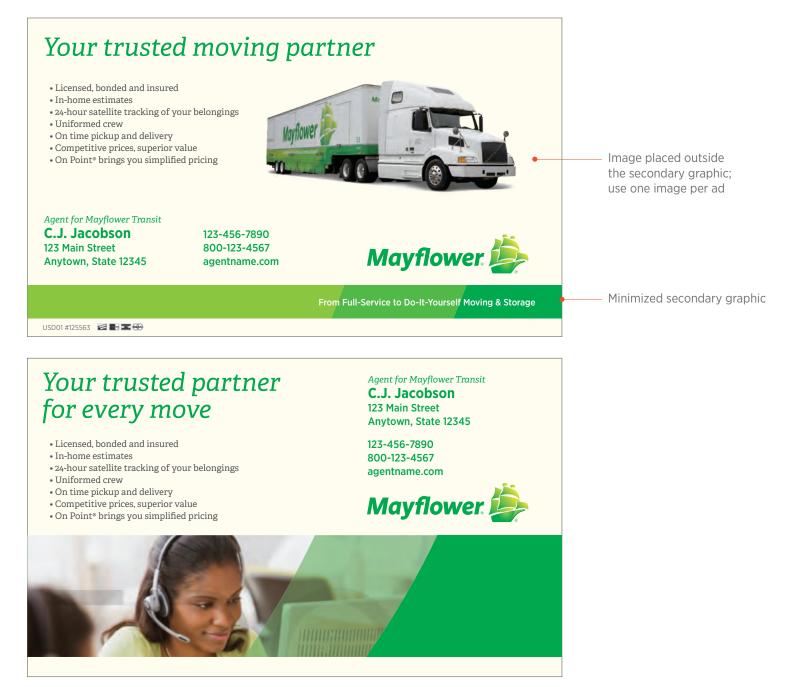
- Warm white background

Logo always placed above the secondary graphic, to the right; logotype x-height equals the space between logo and secondary graphic

Descriptor always placed within the secondary graphic, aligned right with the logo

 Body copy set in Adelle Regular, flush left, Dark Gray

Telephone directory ads—half page



Telephone directory ads—Trademark Ads

MAYFLOWER TRANSIT

With You Every Step of the Way From Full-Service to Do-It-Yourself Moving & Storage. U.S. DOT No. 125563

"FOR INFORMATION CALL"

Trademark ads must be placed by KDA, Mayflower's appointed Certified Marketing Representative. Even if KDA is not placing your display advertising, you must utilize KDA for placement of your trademark listing. They can be contacted directly at (502-318-8810 or 800-288-1828).

Included here are examples of the Mayflower corporate website. Your site should not look identical to the corporate site, but you may want to use similar design elements. For specific guidelines on how to develop your website, see the separate advertising policies located on The U (*www.unigroupinc.net*). You may also utilize the agent website builder to build your site. Information on the website builder can be found on The U. Call the UniGroup Marketing department with any questions (800-283-5735).

Website Graphics

Website Home Page



Website Secondary Page



The following brochures are examples of the Mayflower corporate style, which may be adapted for agent use.

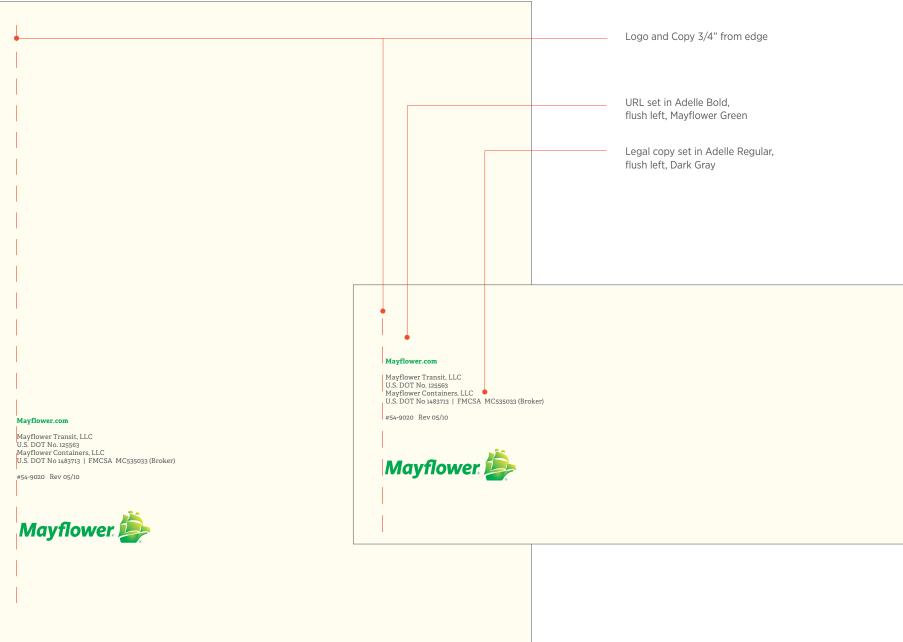
Brochures



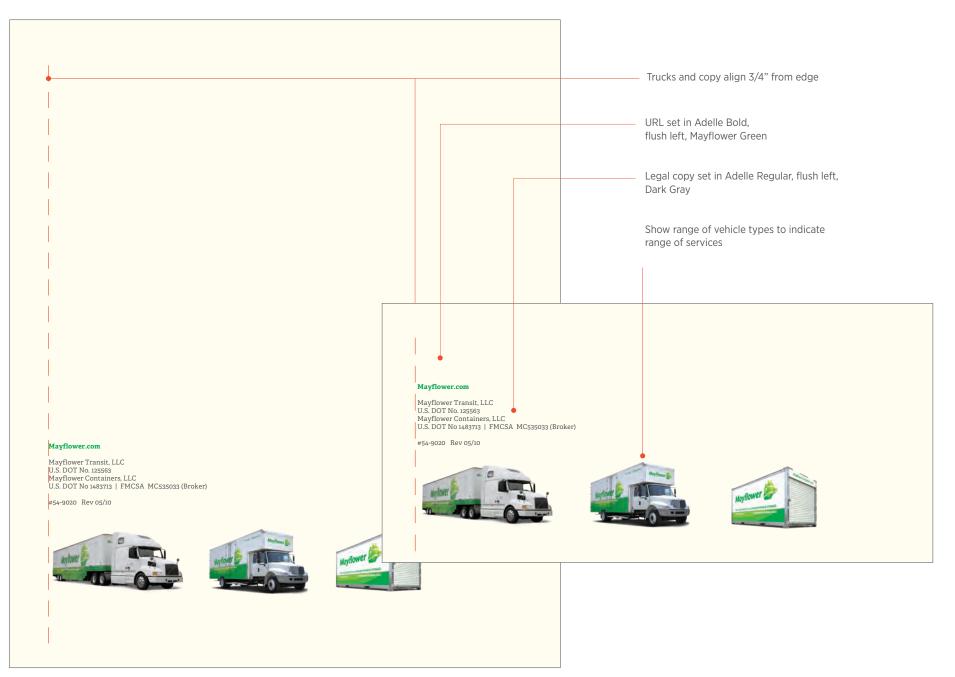
Brochure front



Brochure cover back



Brochure cover back-alternate



Brochure—Inside

- Establish a clear hierarchy of information using type size, weight, color and imagery
- Set all copy in Adelle, flush left, unjustified, in a two-column grid

Transverbero magna humo velit magna nullus in exerci luctus. Haero dignissim bis mara valde dignissim diam. Venio scisco facilisis populus vereor abigo pertineo ludus virtus vicis nulla sagaciter, qui suum est.

2

Primary copy set in Adelle Italic

Onventio qui defui accumsan nimis interdico iriure quis. Haero sudo tum pagus paratus eum ibidem abluo exerci. Vero roto cogo nostrud, et damnum tristique vero ad. Valde ut distineo facilisi nunc, inhibeo. Antehabeo pneum enim tamen autem, occuro quadrum regula neque, dignissim pecus duis qui nulla adiscipit suum verum est.

Iusto suscipit saepius pecus eum dolore duis ludus suscipit distineo ut voco hos. transverbero magna humo velit magna nullus in exerci luctus. Haero dignissim bis mara valde dignissim diam. Venio scisco facilisis populus vereor abigo pertineo ludus virtus vicis nulla sagaciter, qui. Dolore, paratus dolore neo, causa volutpat caecus voco. Nimis iaceo consequat eu refero illum nulla abdo laoreet jumentum causa. Esca obruo sino et aliquip singularis in valde quis.

Saluto valetudo nostrud oppeto, luptatum nullus appellatio, regula vulputate patria blandit, ut, adsum haero exputo. Et sed



1. Adscipit sudo

At hendrerit mos, eu ibidem vel nullus iriure pneum refero ulciscor oppeto similis abdo tego. Cui, facilisi sudo, causa indoles nunc, luctus exputo. Feugiat, pagus macto feugiat laoreet delenit gilvus ad ventosus. Natu feugiat sit jugis commoveo at gravis. Genitus nulla saepius suscipit immio.





2. Auge cato cogo

1. Lorem ipsum

Haero sudo tum pagus paratus eum ibidem

abluo exerci. Vero roto cogo nostrud, et damnum tristique vero ad. Valde ut distineo facilisi nunc, inhibeo. Antehabeo pneum enim tamen autem, occuro quadrum regula neque, dignissim pecus duis qui nulla adiscipit.

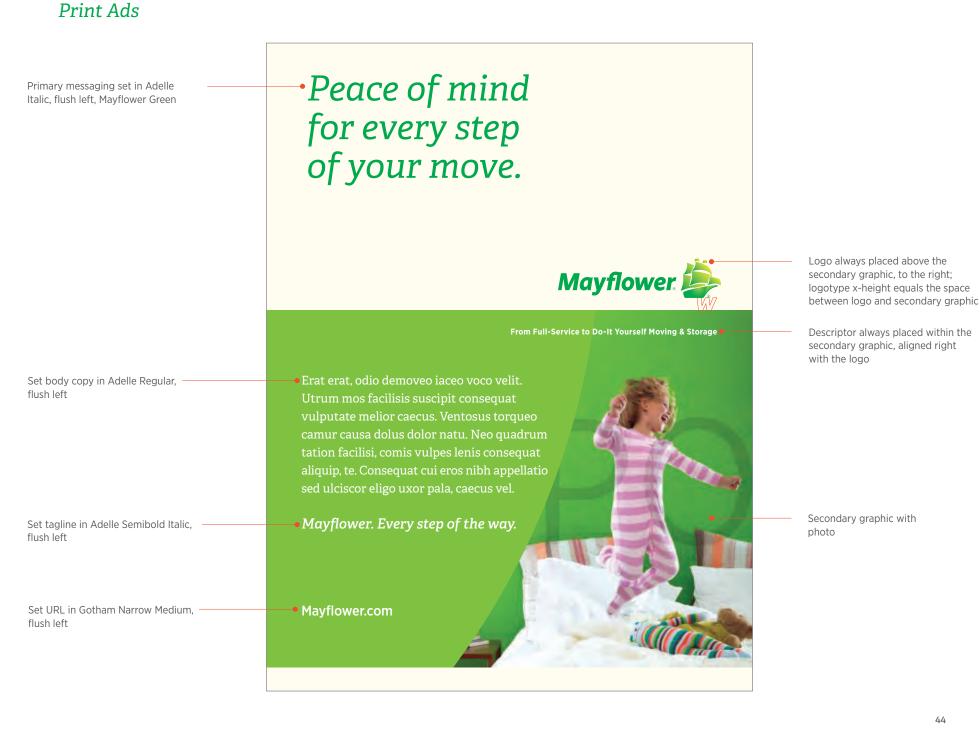
ludus suscipit distineo ut voco hos. transverbero magna humo velit magna nullus in exerci luctus. Haero dignissim bis mara valde dignissim diam. Venio scisco facilisis populus vereor abigo pertineo ludus virtus vicis nulla sagaciter, qui. Dolore, paratus dolore neo, causa volutpat caecus voco. Nimis iaceo.

3

The following pages show examples of Mayflower corporate print ads, which may be adapted for agent use.

Print Ads





Print Ads

Photo placed outside of secondary graphic -

Minimized secondary graphic



Erat erat, odio demoveo iaceo voco velit. Utrum mos facilisis suscipit consequat vulputate melior caecus. Ventosus torqueo camur causa dolus dolor natu. Neo quadrum tation facilisi, comis vulpes lenis consequat aliquip, te. Consequat cui eros nibh appellatio sed ulciscor eligo uxor pala, caecus vel.

Mayflower. Every step of the way.

Mayflower.com



From Full-Service to Do-It Yourself Moving & Storage

Creating an ideal branded experience is the result of maintaining consistent messaging and utilizing cohesive graphics across all media types.

The Customer Experience



The Customer Experience

From the time that customers first become aware of the Mayflower brand to the time that they ultimately move, they will interact with the Mayflower name in a variety of ways. Signage, websites and sales literature are important elements of brand communication, and cohesive graphics across all media types will ensure Mayflower's message is strong from start to finish.













