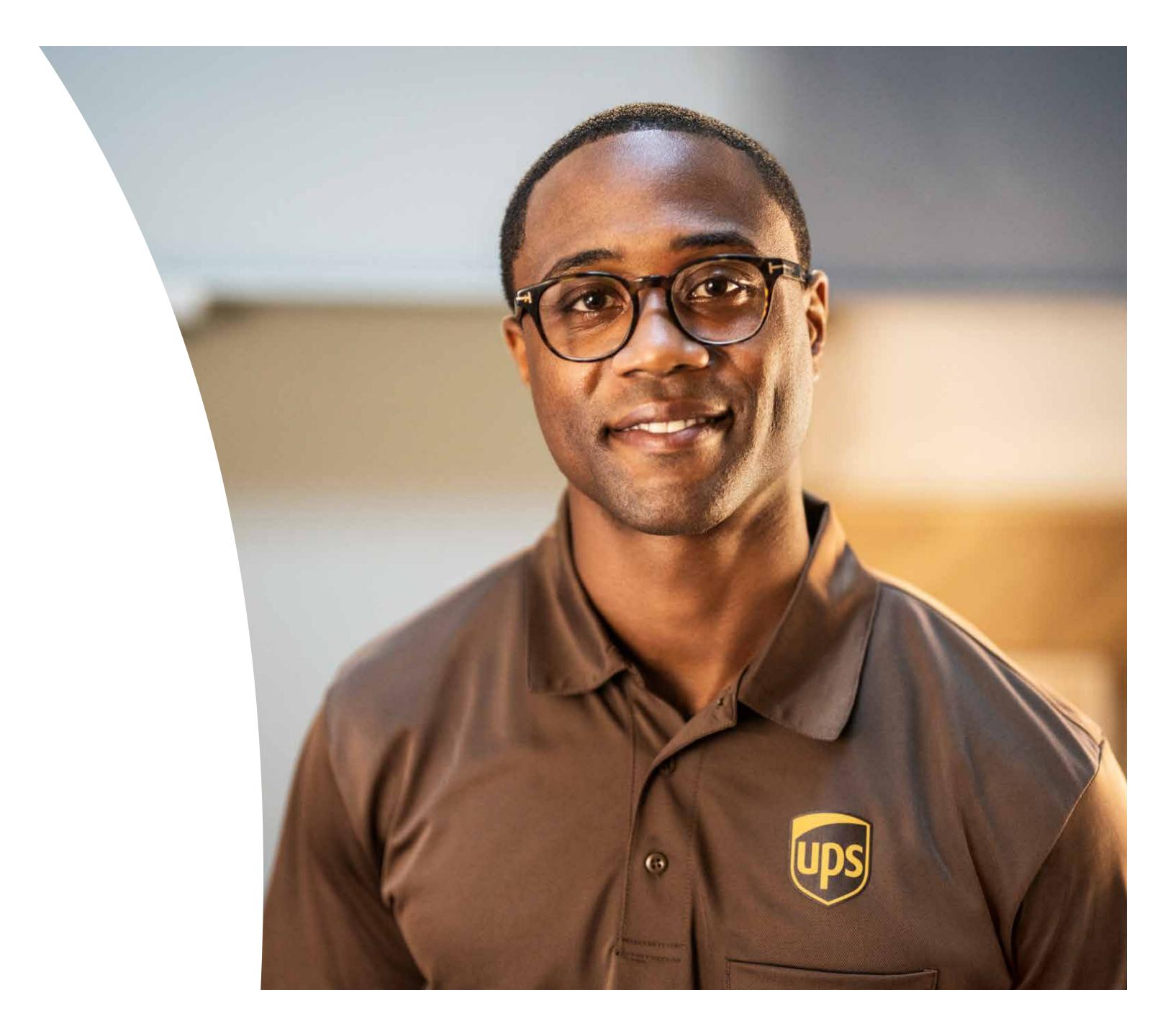


# Brand Guidelines



### **Brand Guidance Overview**

The UPS brand identity system is designed with respect for our heritage and an eye towards our future. It's all about building relevance in a worldwide market, while still creating moments of intimacy and connection for our customers.

When we work together to express and manage our brand consistently, we not only protect what has always made UPS unique, but help create new associations in line with our strategic goals.











First: 1919
Our logo made its first appearance in 1919.

Second: 1937
By the time our second logo was released In 1937, we'd added another important asset to our brand, the name "UPS," for United Parcel Service.

Third: 1961 In 1961, renowned brand designer Paul Rand created the third evolution of our logo. Fourth: 2003

Paul Rand's design endured for 42 years until March 2003, when our fourth logo was launched to address the addition of the new global

channels of commerce.

Now: 2021

Our current logo takes the best of our visual legacy and translates it into a more modern, digital-first emblem. Designed to perform across a world of experiences and touchpoints, the modernized shield is the best of where we've been and where we're going.

### **Brand Relevance**

#### **Building On a Strong Foundation**

According to Interbrand, UPS ranks in the top 25 on the list of the best global brands.\* This puts us in good company with some of the world's most iconic and influential businesses, like Apple, Google, and Disney.

Brands like these are change makers and paradigm busters. We want UPS to be thought of as a bold, dynamic brand. Always a leader, not a follower. And we're going to do it by increasing our brand relevance.

Why is brand relevance so important? A Bain & Co. study tells us the most talked about brands grow 2.5 times faster than the category average.

#### **Measuring Brand Relevance**

Our brand relevance metric evaluates UPS's brand perceptions in three key areas:

- **Consideration**, i.e. "UPS is my preferred provider"
- Momentum, i.e. "UPS is on its way up"
- Environmental, Social & Governance (ESG), i.e. "UPS cares more about social responsibility than other companies"

#### **Driving the Conversation Forward**

To continually improve upon our metric, we must constantly and clearly communicate who we are, what we're doing, and how we help our customers. It is imperative that our brand gets noticed and becomes part of the cultural conversation.

As CMO Kevin Warren puts it: "To build our reputation as an innovative, global logistics leader, we need to continue to act on our purpose—moving our world forward by delivering what matters—and we need to tell people about it."

\*As ranked in "Best Global Brands 2020"
https://interbrand.com/best-global-brands/ups/"

Brand relevance is about aligning to our purpose, but also ensuring that customers clearly recognize all the ways we deliver on their needs — a key driver of consideration.

Importantly, the brand also needs to express our forward momentum and commitment to responsible operations, today and tomorrow.

When we think about crafting and refining our brand over time, it needs to be in service of these very ideals.

Primary Logo (2-color flat)

Alternate Logos (please see guidance for use)



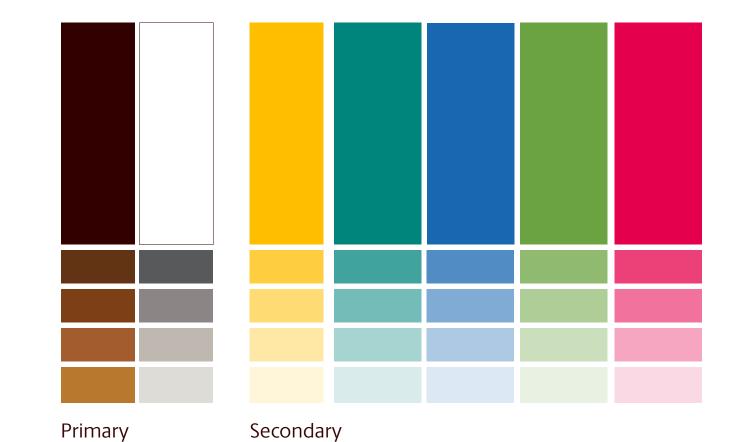








Color



**Functional Icons** 













**Storytelling Icons** 



#### Illustrations



#### Typography

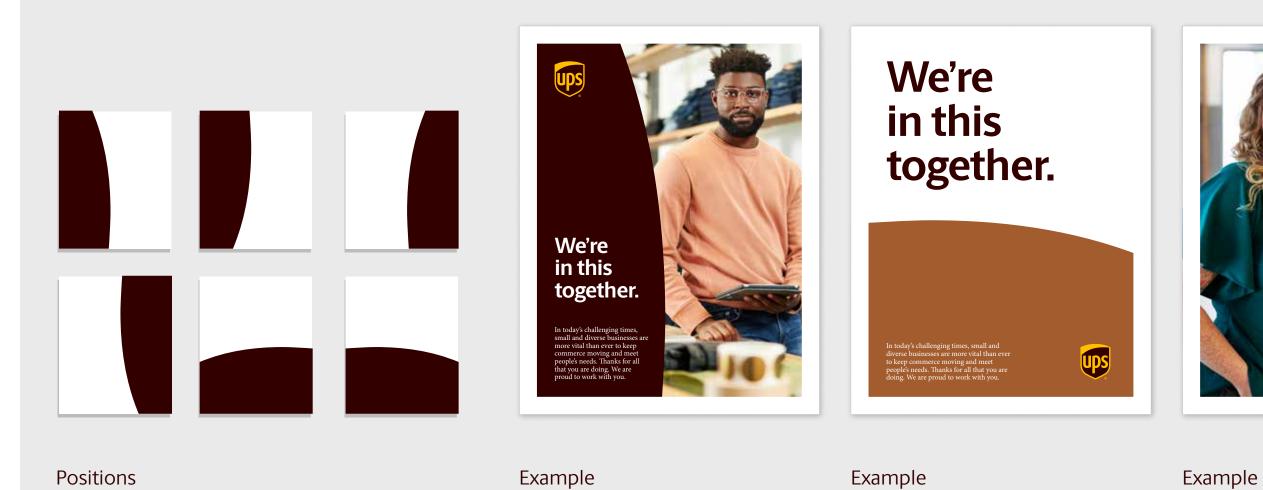
**Primary Font:**UPS Berlingske Sans

**Secondary Font:** UPS Berlingske Serif Alternative Fonts: Verdana Georgia Tahoma **Web Only:** Roboto

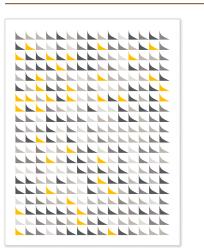
#### **Tone of Voice Core Attributes**

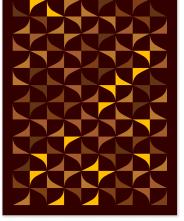
	Clear	Fresh	Empathetic	Established
attribute	Honest	Optimistic	Warm	Confident
attribute	Buttoned-up	Innovative	Responsive	Expert

#### Arc



#### **Patterns**





#### Frame



**UPS Brand Guidelines** Issued May 13, 2021

Email brand@ups.com for assistance

We're in this

together.

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Our People UPS in Places		Grid System: Digital and Print		<u>-</u>		Weithward and complement decate	
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## Logo

The UPS shield is arguably one of the most iconic brand assets in the world, working together with our proprietary color palette and visual system to boldly express our brand promise in the moments that matter to our customers. For that reason, we have created specific rules and specialized assets to ensure that the shield always looks its best and tells a clear story.

### Overview

#### The UPS 2-color flat logo is the primary logo.

This rendering of the shield is our primary mark and is used in most applications. The UPS 2-color flat logo expresses a simple, modern approach, and is easier to reproduce consistently across media than former versions.

#### **Primary Logo**

- The UPS 2-color flat logo is the primary logo; we often refer to our logo as, "the shield"
- The graphic construction of the UPS 2-color flat logo uses the latest techniques to ensure high quality reproduction

Alternate UPS logos have specific use cases. Use these logos only when it is not possible to use the primary logo.

#### Secondary Logo with Keyline

- The UPS 2-color flat logo with a keyline is the alternate for the primary logo only when it is impossible to create the optimal contrast between the logo and its background
- Non-optimal contrast backgrounds may include digital color backgrounds that do not pass accessibility requirements
- Non-optimal contrast backgrounds may also include photographic backgrounds where complex subject matter or color contrast contribute to a lack of legibility

#### **UPS 1-Color Logos (Limited Use)**

- UPS 1-color logos include the UPS 1-color white and UPS 1-color black logos
- UPS 1-color white logos are used in full-color communications when a full-color logo conflicts with a color background (e.g., illustrations) or on 1-color brown print applications (e.g., UPS Simple Rate box)
- UPS 1-color black logos are used only in 1-color black print applications

#### Dimensional Logo (Limited Use)

- For limited use only until application can be converted to primary logo, please consult the brand team before using
- Note that accurately reproducing the gradients employed within the dimensional logo is cost- and time-prohibitive

#### Primary Logo (2-Color Flat)



Secondary Logo with Keyline 2-color flat with keyline	1-Color Logos (Limited Use) 1-color white	1-color black	Dimensional logo (Limited use)	
	<b>UPS</b> ®	<b>UPS</b> ®		
Used in digital spaces in order to meet accessibility requirements, and over complex photo backgrounds.	Used when a full color logo conflicts with a color background (e.g., illustration), or for 1-color printing.	Used for 1-color black printing only.	Limited use application. Consult the Brand Team for use.	

### **Use Specifications**

#### **Primary Logo Colors**

Our primary logo uses UPS Gold and UPS Brown. The secondary logo includes a keyline that is colored UPS Brown. The Pantone specification for UPS Brown is unique as the color is proprietary to UPS. Contact the Brand Team for exact color formula.

#### **Registration Mark**

A registered trademark symbol (\*) indicates that UPS holds a registration for the logo in the U.S. and in many other countries. This trademark symbol always appears on the right-hand side under the shield.

#### **Clear Space**

Minimum clear space is the area surrounding a logo that must be kept free of any text or graphic elements. Clear space is measured by the width of the letter "u" in the shield. Please note that this is the minimum clear space. To help maintain visual impact on all our communications, always allow for a generous space around the UPS logo.

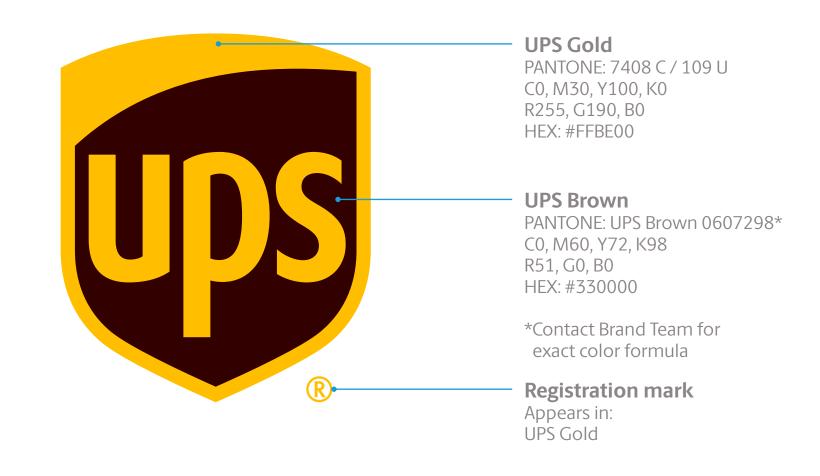
Clear space guidance applies to all versions of the UPS logo.

#### **Minimum Size**

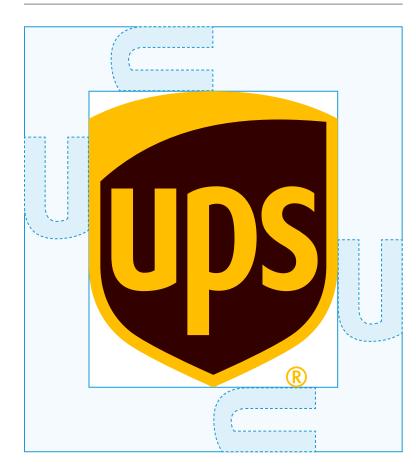
Because legibility of the UPS logo artwork is critical, it must be sized large enough to be read easily on every application, print or digital. Our logo can be scaled to as large a size as needed, but it should not be used at sizes smaller than the minimums shown here.

- The minimum print size of the UPS logo is 0.375"/9.5mm wide
- The minimum digital size of the UPS logo is 54 pixels wide
- Minimum size guidance applies to all versions of the UPS logo

#### **Primary Logo Color Specifications**



#### Clear space



#### Minimum Size

**Print:** 0.375"

27pt 9.5mr

Digital: 54px

### Color Backgrounds

Our logos appear on a limited amount of color backgrounds, to provide excellent contrast and legibility and reinforce our visual brand identity.

#### **Primary Logo**

- The primary logo can appear on white or light-color backgrounds that provide adequate contrast
- UPS Brown and the extended brown palette are acceptable color backgrounds for the primary logo
- The primary logo may not appear on secondary palette colors or tints

#### **Secondary Logo with Keyline**

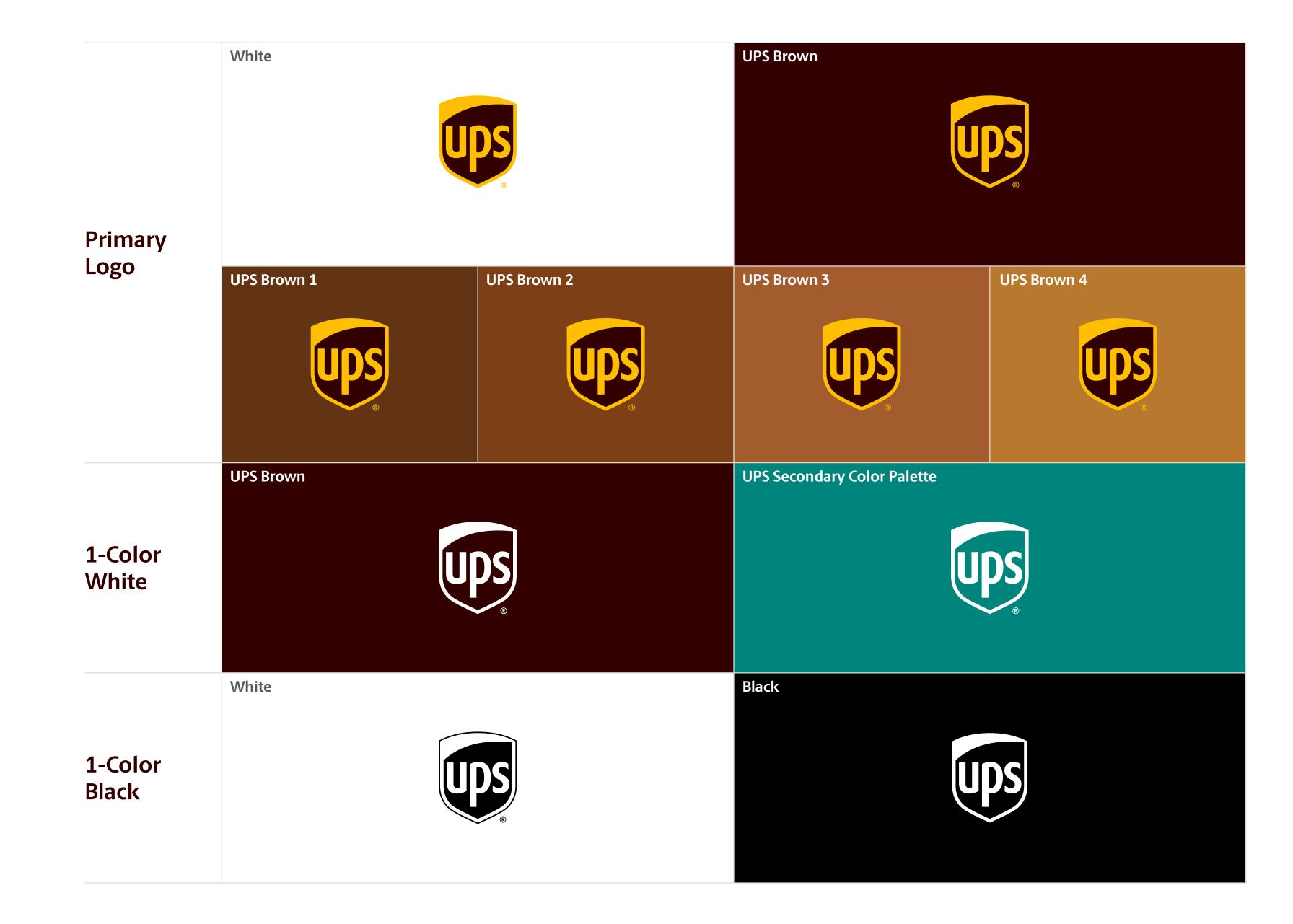
• The secondary logo with keyline is not shown over color backgrounds as there are no applications where it would be appropriate

#### 1-Color Logos (Limited Use)

- 1-color white logos can appear on UPS Brown in 1-color print applications, otherwise use the primary logo
- Secondary color palette colors UPS Teal, Blue, Green and Red—are acceptable color backgrounds for the 1-color white logo
- Additional color backgrounds for 1-color white logos may include illustrations
- 1-color black logos are used only in 1-color black print applications and will appear on either black or white

#### **Logo Reproduction on Color in Digital Environments**

For questions about using the logo with different digital technologies or applications, please contact the Brand Team or visit Design Lab on Brand Central at brand.ups.com.



### Photo Backgrounds

While our primary and secondary logos may appear over photography, contrast and legibility are of utmost importance.

#### Primary Logo (Preferred)

- The primary logo can appear on light or dark photo backgrounds with excellent contrast
- Photographic backgrounds must be free of complex information that interferes with legibility

#### **Secondary Logo with Keyline (Limited Use)**

- Use the secondary logo with keyline when the contrast and legibility of the primary logo is compromised
- The secondary logo with keyline can be shown on photo backgrounds of varying tonality and visual complexity

#### **UPS 1-Color White Logos**

• Do not use UPS 1-color white logos over photographs

If the tonality or visual complexity of the photograph interferes with the contrast and legibility of the secondary logo with keyline, then you must consider either an alternate placement or a different photograph.











### **Incorrect Use**

To ensure a clear and consistent application of our logo, we've compiled some examples of treatments or alterations to avoid.

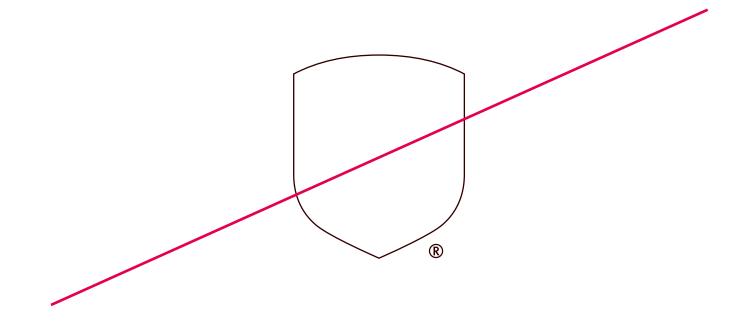
Do not outline the logo. Do not change the colors of the logo.



Do not apply effects such as drop shadows to the logo.



Do not separate logo elements.



Do not use the logo on unapproved color backgrounds.



Do not use the logo as a container for any graphic or image element.



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### **Incorrect Use**

To ensure a clear and consistent application of our logo, we've compiled some examples of treatments or alterations to avoid.

Do not create new logo lockups.



Do not use the logo in-line with text.

As the world's largest package delivery company, connects more than 220 nations and territories.

Do not lockup with graphic elements such as icons.



Do not position the UPS logo next to any other entity name.



Third Party Logo

Do not place the logo on a busy or colorful photo.



Do not allow digital application themes to change logo colors.



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## **UPS Healthcare and The UPS Store Logos**

#### **UPS Healthcare:**

UPS Healthcare has a separate set of guidelines.

- The Healthcare logo version with the tagline "Quality Focused. Patient Driven." is only used on assets that do not have a long shelf life or can be easily updated. For the full Healthcare guidelines, visit UPS Brand Central.
- The UPS Helthcare white logo can only be used with a UPS Dark Blue background.

#### **Primary Logo**



Horizontal Logo: White on UPS Dark Blue background



Horizontal Logo with Tagline: White on UPS Dark Blue background



Vertical Logo: White on UPS Dark Blue background



Horizontal Logo: One color on white background. Use of this logo version is limited only to when production limitations require it.



**UPS Healthcare** 

Vertical Logo: One color on white background. Use of this logo version is limited only to when production limitations require it.

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#### The UPS Store:

The logo is primarily used on a white background. Please visit UPS Brand Central to view The UPS Store brand guidelines and see an indepth look at all use cases for its logo.

Contact creativeserv@upsstore.com for questions regarding the brand.



Primary Logo on White Background



Primary Logo on Color Background

## Color

Our color palette pays homage to UPS brown—a color full of positive associations and equities. Sitting alongside our iconic brown are warm tones, golden hues, and bright accents. Designed for digital engagement as well as traditional touchpoints, this palette celebrates the multifaceted nature of our organization and our customers.

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### Overview

Color is an essential component of the UPS design system. UPS has a long heritage of identification with the familiar dark brown color of uniforms and delivery vehicles.

Our color palette consists of UPS Dark Brown (Pantone UPS Brown 0607298), a set of progressively lighter brown tones, and white.

The secondary color palette consists of four bright colors, grays and gold.

#### **How to Use Color**

- UPS Brown is a specially formulated mix, proprietary to UPS (Pantone UPS Brown 0607298)
- The primary color palette includes a range of four lighter tones of brown which are used as background colors
- White is a primary brand color and should be used extensively within all materials
- UPS Gold may be used to color patterns, storytelling icons, illustrations, and occasionally as a text color
- UPS Gray 1 is a primary text color, along with white and UPS Brown. It is also used to color functional icons and patterns
- Secondary colors should be used sparingly and as small highlights, not in large areas

#### Placing the Logo on Color

- It is strongly preferred to place the logo on white, UPS Brown or one of the range of browns (1–4)
- The primary UPS logo may never be used over a secondary color

#### White

White is a dominant color in the UPS identity system and should be used extensively on any page.

#### **UPS Browns**

Primary

UPS Brown and the tones of brown in the primary color palette make up between 25%-50% of color application on a page.

#### **UPS** Gold

UPS Gold will always appear as part of the logo and may be used for text, patterns, storytelling icons, and illustrations.

#### **UPS Gray 1**

Along with white and UPS Brown, gray is a primary text color and is used for functional icons and patterns.

#### **Secondary Color Palette**

The secondary colors — UPS Teal, Blue, Green and Red — are for visual accent and make up less than 10% of color on the page.

White

**UPS Brown** 

UPS Brown 1 UPS Brown 2 UPS Brown 3 UPS Brown 4

UPS Gold

UPS Gray 1

 UPS Teal
 UPS Blue
 UPS Green
 UPS Red

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### Specifications

To keep our colors consistent, always use the specifications shown in this chart. This page provides specifications for 4C printing and digital use.

When matching our colors outside of the modes listed here, use the color's Pantone number as a target.

• Please note that these colors are custom colors and are not standard Pantone conversions. For questions regarding print or color, please contact brandcreative@ups.com.

Additional colors that are part of the UPS brand, but not part of the core UPS identity outlined in this document, include UPS Healthcare Dark Blue and The UPS Store Sky. Specifications for these colors are shown below.

 UPS Dark Blue
 UPS Sky

 PMS: 655
 PMS: 7703

 C100 M75 Y0 K64
 C75 M2 Y10 K10

 R14 G37 B84
 R0 G152 B189

 HEX: #0E2554
 HEX: #0098BD

UPS Healthcare and The UPS Store utilize their own set of guidelines that can be found on <u>UPS Brand Central</u>. To learn more about The UPS Store brand, please contact <u>creativeserv@upsstore.com</u> for any questions or comments.

**UPS Brown** White **UPS Gold UPS Teal UPS Blue UPS** Green **UPS Red** PMS: UPS Brown 0607298\* PMS: 7717 C PMS: 7408 C / 109 U PMS: 2144 C PMS: 193 C PMS: 7737 C C0 M60 Y72 K98 C96 M0 Y47 K19 C0 M0 Y0 K0 C0 M30 Y100 K0 C95 M50 Y0 K0 C60 M0 Y92 K10 C0 M100 Y60 K0 R255 G255 B255 R0 G133 B125 R108 G163 B66 R255 G190 B0 R25 G102 B177 R229 G0 B77 R51 G0 B0 HEX: #330000 HEX: #00857D HEX: #6CA342 HEX: #FFFFF HEX: #FFBE00 HEX: #1966B1 HEX: #E5004D \*Contact Brand Team for exact color formula UPS Gray 1 **UPS Gold 75% UPS Brown 1 UPS Teal 75% UPS Blue 75% UPS Green 75% UPS Red 75%** PMS: Cool Gray 10 C PMS: 732 C C0 M70 Y100 K70 C0 M0 Y0 K80 C0 M18 Y85 K0 C74 M0 Y38 K14 C62 M38 Y0 K0 C45 M0 Y69 K8 C0 M77 Y36 K0 R98 G52 B19 R88 G89 B91 R255 G206 B64 R64 G163 B157 R83 G140 B196 R145 G186 B113 R236 G64 B122 HEX: #623413 HEX: #40A39D HEX: #538CC4 HEX: #58595B HEX: #FFCE40 HEX: #91BA71 HEX: #EC407A **UPS Brown 2 UPS Gray 2 UPS Gold 55% UPS Teal 55% UPS Blue 55% UPS Green 55%** UPS Red 55% PMS: 725 C PMS: 408 C C0 M65 Y100 K50 C0 M16 Y18 K55 C56 M0 Y28 K5 C43 M27 Y6 K0 C0 M12 Y65 K0 C33 M0 Y51 K6 C0 M56 Y19 K0 R125 G63 B22 R140 G133 B133 R115 G188 B183 R129 G171 B212 R174 G204 B151 R255 G219 B115 R241 G115 B157 HEX: #7D3F16 HEX: #73BCB7 HEX: #81ABD4 HEX: #8C8585 HEX: #FFDB73 HEX: #AECC97 HEX: #F1739D **UPS Brown 3 UPS Gray 3 UPS Gold 35% UPS Teal 35% UPS Blue 35% UPS Green 35% UPS Red 35%** PMS: 470 C PMS: Warm Gray 3 C C0 M60 Y90 K30 C9 M11 Y13 K20 C0 M8 Y42 K0 C30 M6 Y18 K0 C26 M13 Y0 K0 C21 M0 Y32 K3 C0 M38 Y13 K0 R163 G92 B46 R255 G232 B166 R166 G212 B210 R175 G201 B228 R204 G223 B189 R246 G166 B193 R190 G184 B176 HEX: #A35C2E HEX: #BFB8AF HEX: #A6D4D2 HEX: #CCDFBD HEX: #FFE8A6 HEX: #AFC9E4 HEX: #F6A6C1 **UPS Brown 4 UPS Gray 4 UPS Teal 15% UPS Green 15% UPS Red 15% UPS Gold 15% UPS Blue 15%** PMS: 7511 PMS: Warm Gray 1 C C0 M45 Y90 K20 C10 M10 Y11 K0 C0 M2 Y16 K0 C8 M0 Y3 K4 C10 M0 Y15 K0 C0 M16 Y4 K0 C12 M6 Y0 K0 R184 G120 B46 R217 G237 B235 R233 G241 B227 R251 G217 B228 R216 G212 B215 R255 G245 B217 R220 G232 B243 HEX: #B8782E HEX: #D8D4D7 HEX: #FFF5D9 HEX: #D9EDEB HEX: #DCE8F3 HEX: #E9F1E3 HEX: #FBD9E4

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### **Tints**

This page shows the available tints derived from the UPS color palette. Consistent use of color tints aids legibility and branding recognition. Use only the tint values shown here. Please see the notes below for when to use these tints.

#### **Gray Tints**

- Gray tints may be used to color patterns, functional icons, charts, graphs, table fills and other information graphics
- Gray tints may be used as text color with a background color that provides adequate contrast

#### **Gold Tints**

- Gold tints may be used to color patterns, illustrations, charts, graphs, table fills and other information graphics
- Gold tints are never used as text colors

#### **Secondary Color Tints**

- UPS Teal, Blue, Green, Red tints may be used for charts, graphs, table fills and other information graphics
- Never secondary color tints for text, patterns, illustrations, functional or storytelling icons, or as background colors

Gray Tints	Gold Tints	Secondary Color Palette Ti	nts		
	UPS Gold 75%	UPS Teal 75%	UPS Blue 75%	UPS Green 75%	UPS Red 75%
UPS Gray 2	UPS Gold 55%	UPS Teal 55%	UPS Blue 55%	UPS Green 55%	UPS Red 55%
UPS Gray 3	UPS Gold 35%	UPS Teal 35%	UPS Blue 35%	UPS Green 35%	UPS Red 35%
LIDS Cross A	UDS Cald 159	LIDS To all 4 F 07	LIDS Dive 4.507	LIDS Croom 4 F 97	LIDC Dad 4 F07
UPS Gray 4	UPS Gold 15%	UPS Teal 15%	UPS Blue 15%	UPS Green 15%	UPS Red 15%

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### **Color and Type**

Our colors have been evaluated for how they perform with typography in regards to accessibility standards outlined by WCAG 2.0.

The type colors listed represent one of the following:

- AAA compliance between those type colors and the background color with 12 pt type
- AA compliance between those type colors and the background color with 14 pt type
- AA18+ compliance between those type colors and the background color with 18 pt type or 14 pt bold type

UPS Brown	White	UPS Gold	UPS Teal	UPS Blue	UPS Green	UPS Red
White: AAA Gold: AAA	UPS Brown: AAA UPS Gray 1: AAA UPS Gray 2: AA18+ UPS Teal: AA UPS Blue: AA UPS Green: AA18+ UPS Red: AA	UPS Brown: AAA UPS Gray 1: AA18+	White: AA UPS Brown: AA18+	White: AA UPS Brown: AA18+	White: AA18+ UPS Brown: AA	White: AA UPS Brown: AA18+
UPS Brown 1	UPS Gray 1	UPS Gold 75%	UPS Teal 75%	UPS Blue 75%	UPS Green 75%	UPS Red 75%
White: AAA Gold: AA	White: AAA	UPS Brown: AAA UPS Gray 1: AA	White: AA18+ UPS Brown: AA	White: AA18+ UPS Brown: AA	UPS Brown: AAA UPS Gray 1: AA18+	White: AA18+ UPS Brown: AA
UPS Brown 2	UPS Gray 2	UPS Gold 55%	UPS Teal 55%	UPS Blue 55%	UPS Green 55%	UPS Red 55%
White: AAA Gold: AA	White: AA18+	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA18+	UPS Brown: AAA	UPS Brown: AAA UPS Gray 1: AA18+	UPS Brown: AA
UPS Brown 3	UPS Gray 3	UPS Gold 35%	UPS Teal 35%	UPS Blue 35%	UPS Green 35%	UPS Red 35%
White: AA Gold: AA18+	UPS Brown: AAA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA18+	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA18+
UPS Brown 4	UPS Gray 4	UPS Gold 15%	UPS Teal 15%	UPS Blue 15%	UPS Green 15%	UPS Red 15%
White: AA18+	UPS Brown: AAA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA	UPS Brown: AAA UPS Gray 1: AA

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## Typography

We communicate in many moments, and across many touchpoints. For that reason, our approach to typography balances visual appeal with consistency and legibility. Rooted in our core Berlingske type family, our primary, secondary and system fonts deliver on clear, compelling design.

### **Primary Fonts**

#### **Super-Family: Berlingske**

Berlingske is a type "super family," with both serif and sans serif styles that are compatible and offer design flexibility. It is a modern, versatile face with smooth, clean lines and shapes and provides a harmonious style for all UPS communication. It is functionally suited to digital use and also reflects a technologically smart approach to typography for UPS.

There are a large number of weights and styles, and with almost half a million glyphs (individual characters) there is very good provision for languages.

To ensure consistency between different design applications, a selection of weights and styles have been licensed for UPS use.

Please reference <u>Type hierarchy</u> for type usage.

Preferred Primary Font

#### **UPS Berlingske Sans**

Regular AaBbCcDdEeFfGgHhli JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Medium AaBbCcDdEeFfGgHhli JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Bold **AaBbCcDdEeFfGgHhli JjKkLlMmNnOoPp** QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

**ExtraBold AaBbCcDdEeFfGgHhli JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz** 1234567890()?!@#\$%&\*

## Lorem Ipsum, Dolar at itsu

#### **UPS Berlingske Serif Tx**

Regular AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Medium AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Del maximaio vollendit

doluptiusam reped quam

nest, voloriam untio eatia

dolut qui doluptat harios

reperum eaquam assin re

sandam iumenis similissum

optum explit voluptas

ressint rest autet volorendi

Bold **AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp** QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

**ExtraBold AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp** QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

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### **Digital-Only Fonts**

NOTE: Our DX team will begin implementation of the "Roboto" font where currently possible. For now this rollout will concentrate on .com, then expand into our digital applications.

Roboto has a dual nature. It has a mechanical skeleton and the forms are largely geometric. At the same time, the font features friendly and open curves. While some grotesks distort their letterforms to force a rigid rhythm, Roboto doesn't compromise, allowing letters to be settled into their natural width. This makes for a more natural reading rhythm more commonly found in humanist and serif types.

For an in-depth look into digital guidance, please visit Design Lab at UPS Brand Central.

#### Roboto

Light
AaBbCcDdEeFfGgHhli
JjKkLlMmNnOoPp
QqRrSsTtUuVvWwXxYyZz
1234567890()?!@#\$%&\*

Regular AaBbCcDdEeFfGgHhli JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Medium
AaBbCcDdEeFfGgHhli
JjKkLlMmNnOoPp
QqRrSsTtUuVvWwXxYyZz
1234567890()?!@#\$%&\*

## Lorem Ipsum, Dolar at itsu

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### **System Fonts**

System fonts are fonts that are preloaded on any Mac or PC. When the Berlingske Type Family is unavailable, the universal system fonts Verdana and Georgia may be used instead.

Tahoma may be used for web environments.

- Verdana is our preferred system font replacement for UPS Berlingske Sans
- Georgia is our preferred system font replacement for UPS Berlingske Serif Tx
- The preferred font is Verdana for both headers and body copy

Preferred System Font Choice

#### Verdana

Regular AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

Bold AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

#### Georgia

Regular AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\* Bold AaBbCcDdEeFfGgHhIi JjKkLlMmNnOoPp QqRrSsTtUuVvWwXxYyZz 1234567890()?!@#\$%&\*

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## Lorem Ips, Dolar at.

Del maximaio vollendit optum explit voluptas doluptiusam reped quam ressint rest autet volorendi nest, voloriam untio eatia dolut qui doluptat harios sandam iumenis similissum

### **Type Hierarchy**

The chart on the right shows the basic hierarchy of standard sizes to use when setting type to ensure clear presentation of your information.

#### **Type Principles**

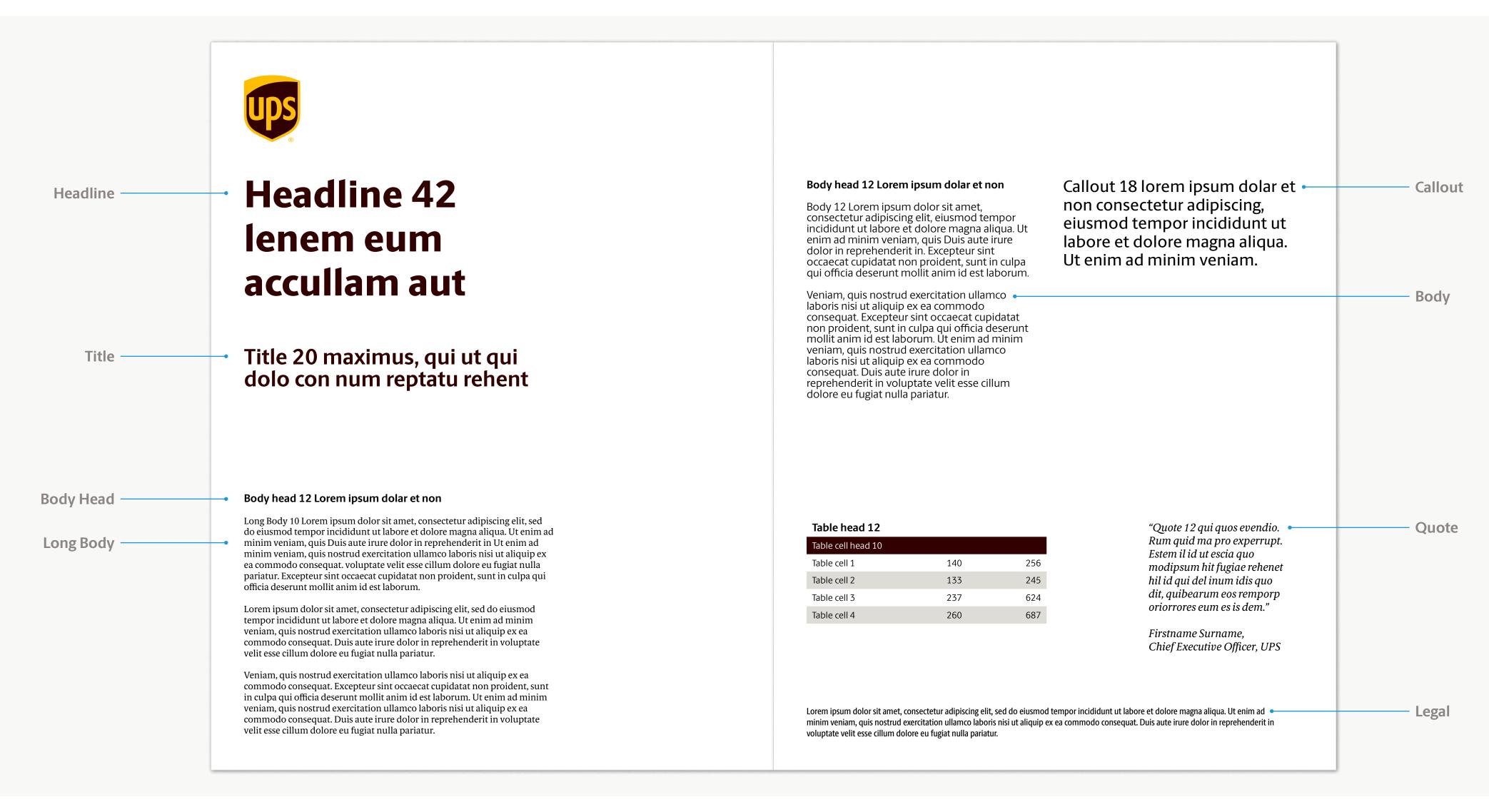
To keep our documents consistent, we follow a few principles when using typography in layouts:

- Set headlines in title or sentence case. Avoid all uppercase treatments of text
- We prefer to align all copy flush left
- Use our typographic hierarchy to prioritize information
- Use UPS Brown or Gray 1 for body copy on white backgrounds whenever possible
- Use italics sparingly, for emphasis or highlighted quotes only
- Do not use the UPS logo in body copy. Instead, set the letters "UPS" in the same font as your copy. Be sure to capitalize all of the letters

Style Name	Font Weight	Type Sample
Headline	UPS Berlingske Sans ExtraBold	Lorem ipsum dolor sit amet.
Title	UPS Berlingske Sans Bold	Lorem ipsum dolor sit amet.
Quote	UPS Berlingske Sans Medium Italic	"Lorem ipsum dolor sit amet."
Callout	UPS Berlingske Sans Medium	Lorem ipsum dolor sit amet. Sectetuer adipiscing elit, sed diam nonummy.
Body Head	UPS Berlingske Sans Bold	Lorem ipsum dolor sit amet.
Body	UPS Berlingske Sans Regular	Lorem ipsum dolor sit amet. Sectetuer adipiscing elit, sed diam nonummy. nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Ut wisi enim ad.
Long Body	UPS Berlingske Serif Tx Regular	Lorem ipsum dolor sit amet. Sectetuer adipiscing elit, sed diam nonummy.  Nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis at vero eros et accumsan et iusto odio dignissim qui blandit
Legal	UPS Berlingske Sans Cn Regular	Lorem ipsum dolor sit amet. Sectetuer adipiscing elit, sed diam nonummy.  Nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla at vero eros et accumsan et iusto odio dignissim qui blandit praesent luptatum zzril delenit augue duis dolore te feugait nulla facilisi.

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### In Use



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### **International Languages**

NOTE: Our DX team will begin testing of the "Google Noto" font with developers to ensure performance.

Typography for Asia and the Middle East requires completely different character sets. Working with the type foundry that created Berlingske has resulted in the selection of Google Noto type styles to provide for Arabic, Simplified and Traditional Chinese, Hebrew, Japanese, and Korean.

Thai uses Sarabun, which is a Google font.

There are multiple weights available in each of these typefaces, regular, demi light and bold, which are stylistically compatible with Berlingske. They share the same kind of smooth clean lines and shapes seen in Berlingske. They are well suited to digital applications.

Please reach out to the Brand Team at brand@ups.com for any questions regarding the use and appearance of international fonts.

Arabic — Kufi Arabic — Regular, Bold

ایلین فصل لری اوچون کیتاب تانیتما ایلین فصل لری اوچون کیتاب تانیتما

Chinese, Simplified — Demi Light, Bold

有理性和良心,并应以兄弟关系的精神有理性和良心,并应以兄弟关系的精神

Japanese — Demi Light, Bold

語トちそ始必べい橋61発あわと中米ヲ

語トちそ始必べい橋61発あわと中米ヲ

Thai — Regular, Bold

กิดขึ้นที่ลูกค้าภาคเอกชนหรือ กิดขึ้นที่ลูกค้าภาคเอกชนหรือ **Hebrew** — Regular, Bold

שכל או ניווט משפטית הקהילה **שכל או ניווט משפטית הקהילה** 

Chinese, Traditional — Demi Light, Bold

理性和良心,並應以兄弟關係的精神理性和良心,並應以兄弟關係的精神

Korean — Demi Light, Bold

헌법에 의하여 체결·공포된 조약과 헌법에 의하여 체결·공포된 조약과

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## Photography

Our approach to photography is all about celebrating individuals from all backgrounds — on all types of journeys — and their unique place in the world. In ways both subtle and bold, our photography celebrates what makes UPS unique.

### **Overview**

#### **Color and Photography**

Tonally, our photography draws on the UPS color palette, with warm brown hues subtly infused in each image. This ensures that our communications are unmistakable — and unmissable.

In the diagram here, you'll see that these colors can play a leading role in photography or an accent. But importantly, all these images carry a proprietary UPS feel and are connected through color.

#### **Photography Usage Rights**

Please ensure that proper usage rights are obtained prior to image usage. When shooting new photography or video, please refer to the "Location, Model, Music, and Photographer Release Guidelines" that you can download from <u>UPS Brand Central</u>.

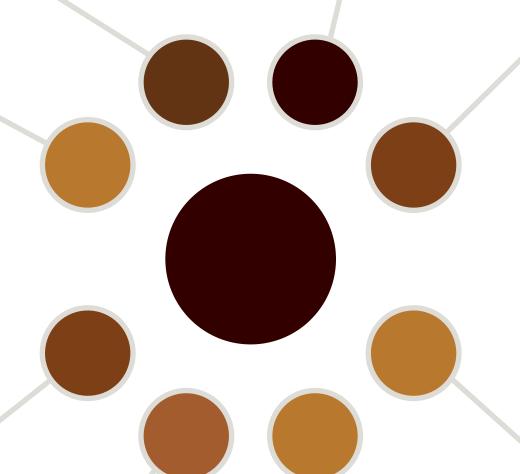
Be aware that any recognizable image or recording of a person (including audio recordings), whether or not they work for UPS, requires a signed release from that person, unless that individual is a public official.



















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### People

Our photography leans heavily on images of our customers and all the ways UPS delivers for them. Whether we are highlighting business owners or end-consumers, we strive to capture them at their most confident. Backgrounds, clothing, or scenic details should include references to our color palette. Although we always want our brand colors represented, it is still good practice to add in pops of color.















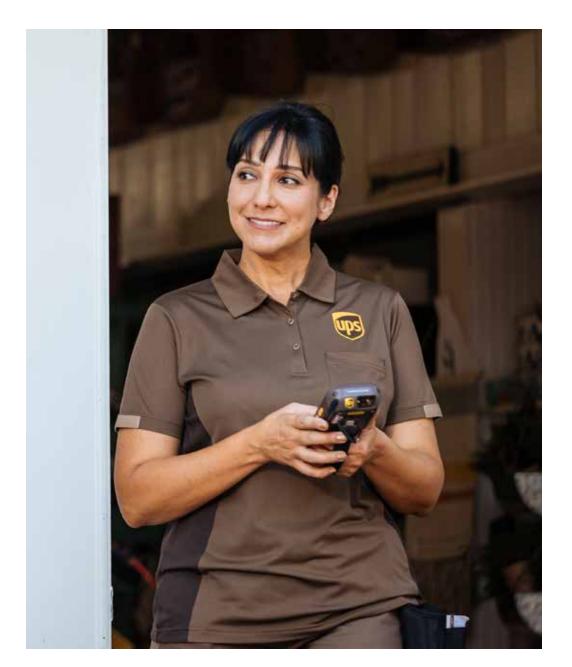


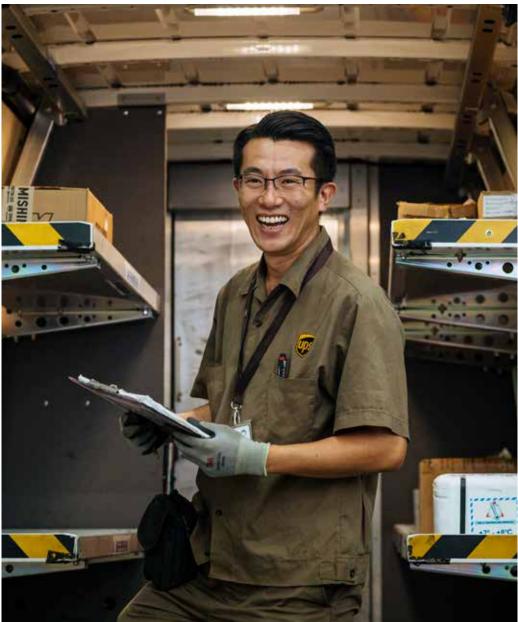


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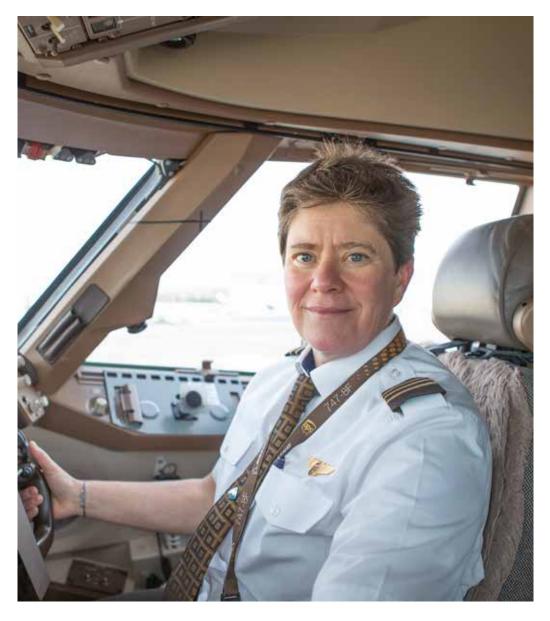
### **Our People**

We love to celebrate the people of UPS, whether we're capturing them in a confident stance, or looking into a candid moment of professionalism. Backgrounds, uniforms, or scenic details should include references to our color palette.















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### **UPS in Places**

Our incredible operations help us deliver what matters to every corner of the world. These images capture our people, fleet, or packaging in the vast places we travel. Backgrounds, uniforms, or scenic details should include references to our color palette.





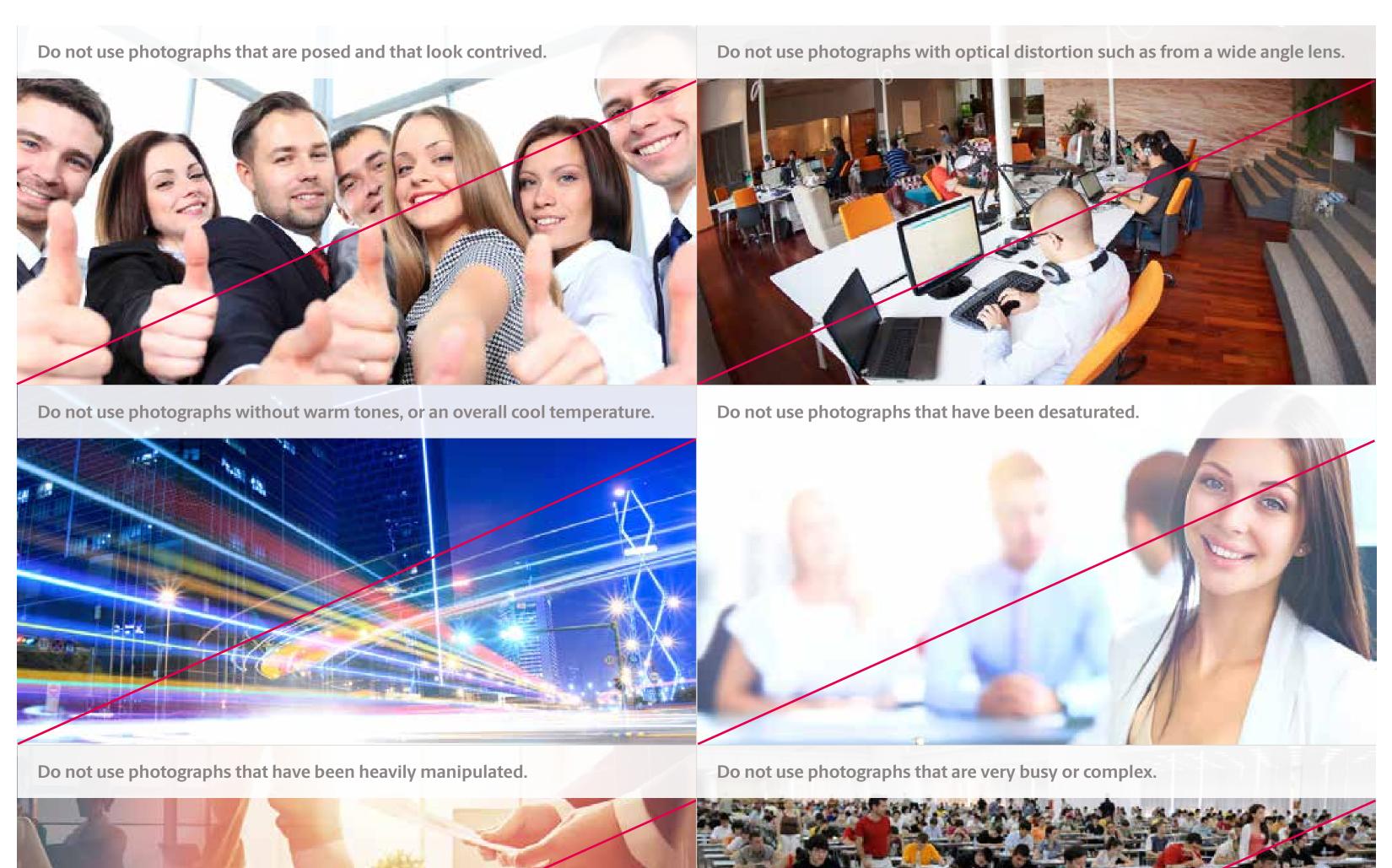




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### **Incorrect Use**

This document includes a lot of helpful standards for proper imagery use. However, it's also important to keep in mind the things we shouldn't do.





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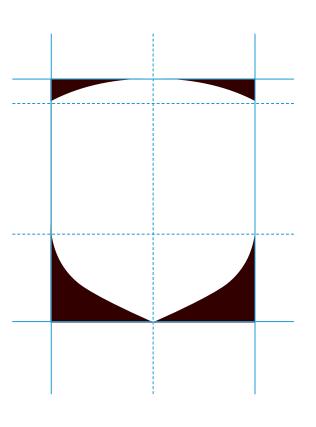
### Patterns

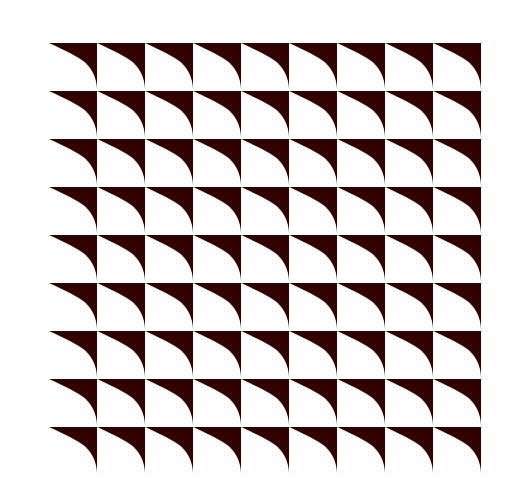
Patterns add texture and visual appeal to touchpoints that may not be suitable for photography, such as apparel or divider slides in PowerPoint. Our patterns give us the flexibility to make even the smallest brand moments feel proprietary, without overextending other visual elements. The patterns evoke colors and shapes from our system to create supporting materials that feel onbrand.

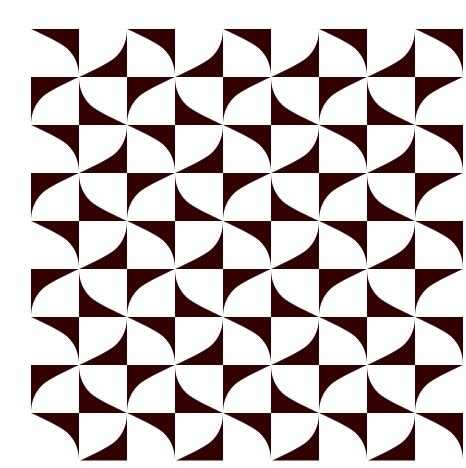
### Overview

Our patterns are inspired by the shapes and outlines of the UPS shield. These abstractions provide a consistent texture to add additional appeal to communications and apparel. Patterns are a great way to add the feel of an illustration without much back-end work required.









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### **Patterns and Color**

Our patterns use set color combinations, using hues from our palette randomized across the pattern.

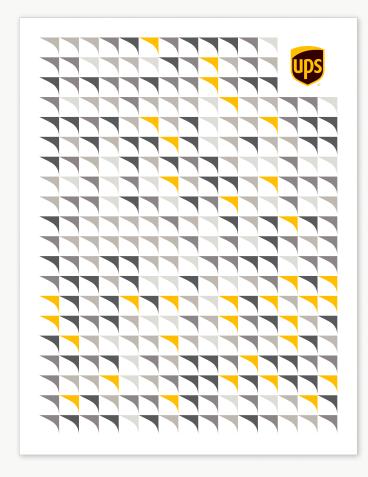
- Patterns with white backgrounds use UPS Gold and UPS Grays
- Patterns with brown backgrounds use UPS Gold and UPS Browns

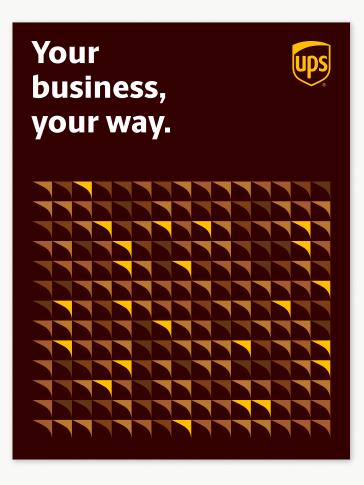
The UPS logo can be placed in a layout using a pattern provided there is clear space separating the pattern and the logo.

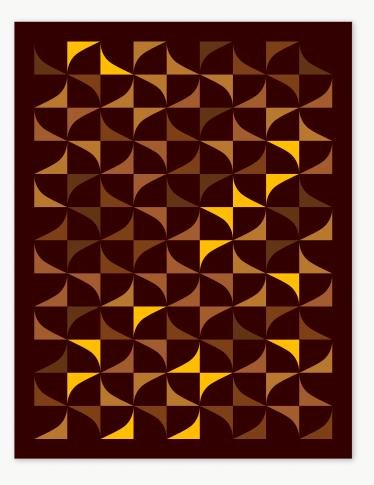
Type may be placed in a layout using a pattern provided there is clear space separating the pattern and the type, or the type has adequate contrast over the pattern. There are only two patterns approved for use at this time. See examples at right.

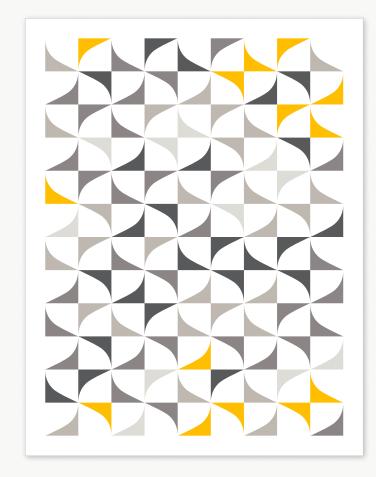
- The patterns should be used sparingly
- Do not rotate the pattern
- Do not create your own pattern
- Do not change up the colors of the current patterns
- Do not use a blend mode on the patterns
- Try to keep the sizing of the shapes relatively small. The shield should take up no more than 2-3 shapes in height

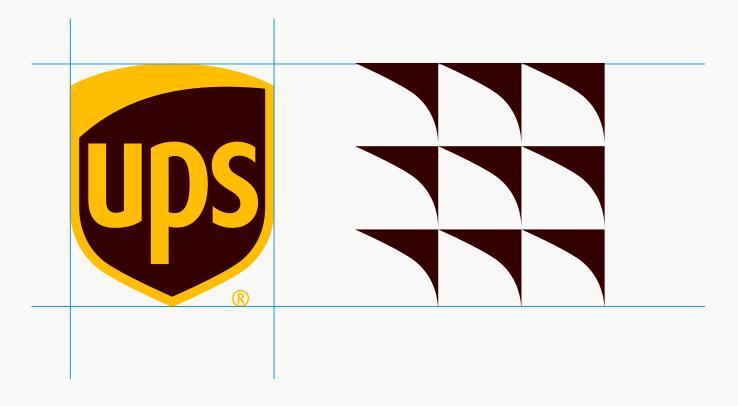
Please contact the Brand Team for files and guidance on usage.







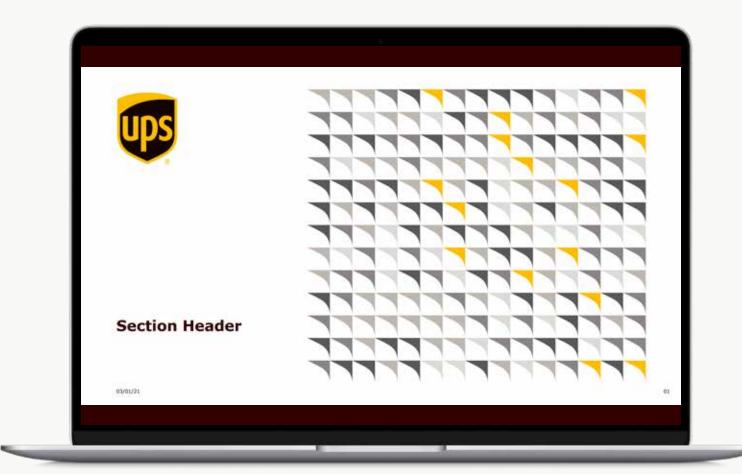




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The size of the patterns is dictated by the size of the logo in your collateral. The individual elements within the pattern should be 1/2 or 1/3 the height of the shield.

### In Use



**PowerPoint** 



#### Flyer





**Web Banner** 

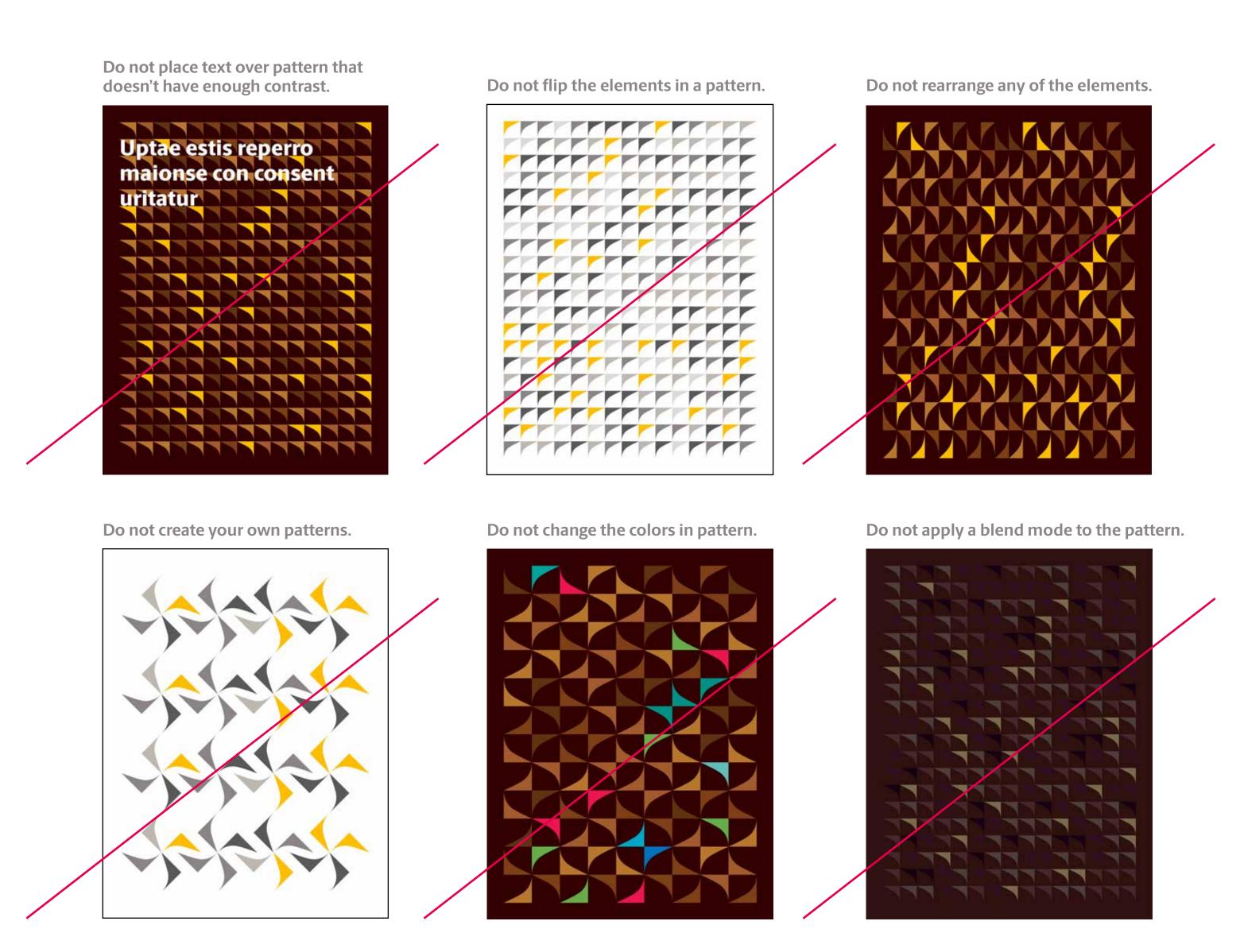


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### **Incorrect Use**

The examples on this page show what not to do when working with our patterns.



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# Layouts

Layouts are where the magic happens, combining imagery, graphic elements, our logo and typography to tell a complete story.



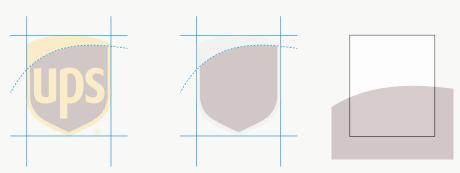
### Overview

Our layouts begin with a dynamic design element that ties into our brand—the Arc.

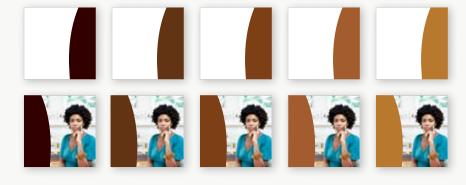
The Arc is a proprietary shape drawn from the forms of our logo and designed to create floods of color and space in layouts. This device works hand in hand with photography and type and provides the final polish to create truly on-brand communications.

Additionally, we have two layout types: with and without a white frame. The white frame is used for printed communications and provides a "safety zone" around a piece. For digital applications, we remove the frame and extend graphic elements and photography to the edges of a touchpoint.

#### Arc

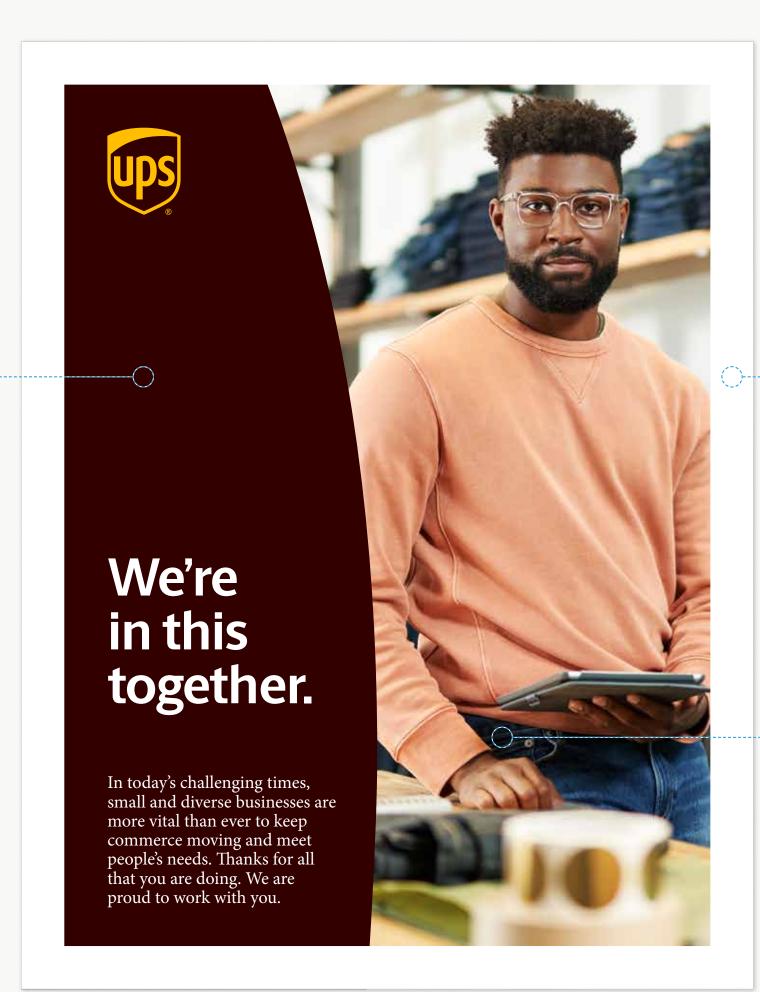


- The Arc shape is derived from the upper curve of the UPS Shield
- Various orientations and proportions.
- Appears in UPS Browns with photographic or white background

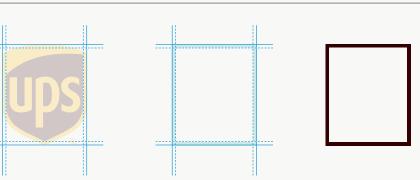


Appears in white with photographic background





#### Frame



- The Frame is created by referencing the outer margin of the UPS Shield
  - Used in print applications
  - Only appears in white
  - Can be used with Arc



• Can be used with photography



#### Photography

Focuses on people or places









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### Arc

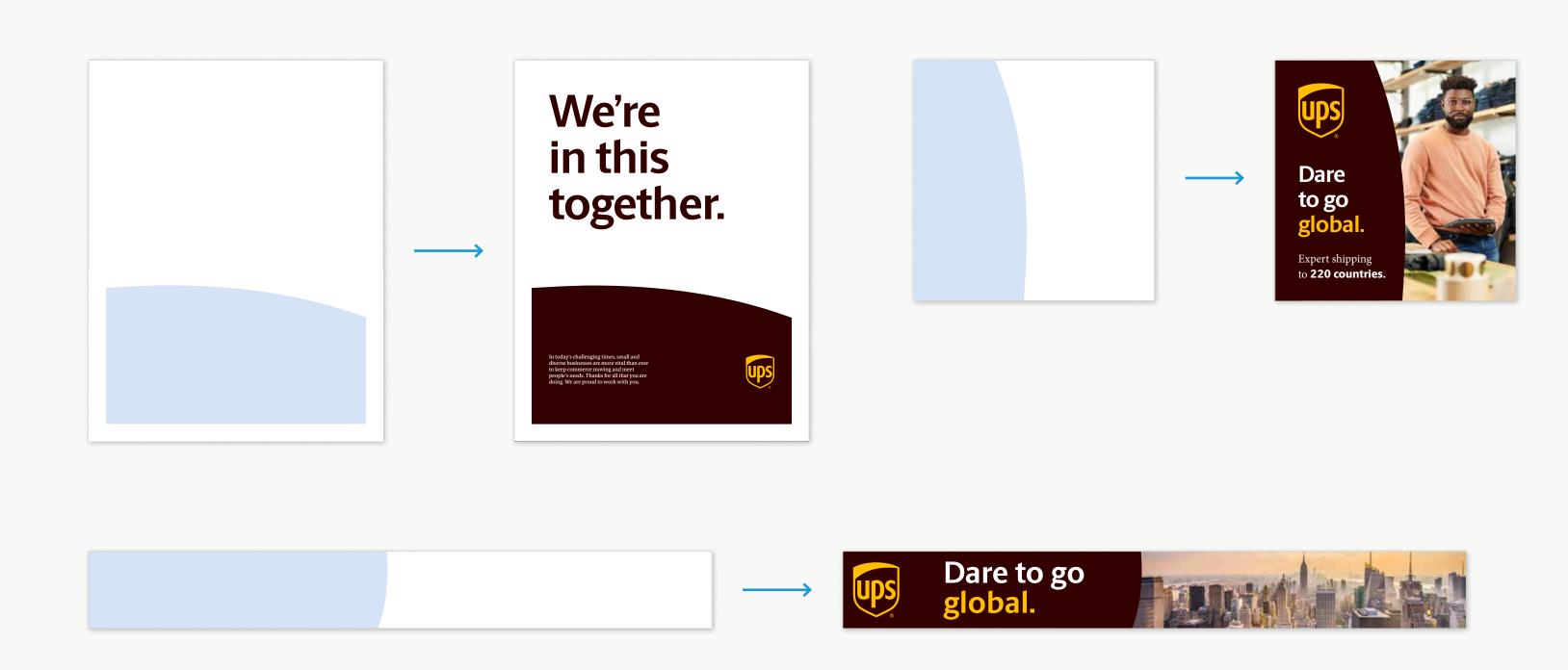
The Arc is a graphic element derived from our logo that helps create interesting layouts and provides structure. The Arc is not required to be used in applications; it is just one of many brand-approved graphical devices to help elevate your work.

The Arc can be used with or without a frame. It appears in white or one of our UPS Browns.

There are various orientation options and proportions available to accommodate a wide variety of applications and formats.

There is an Arc guidance file located on Brand Central that contains more techincal instructions on how to use the Arc.

- Arc can only use primary colors
- Photography cannot be placed within the Arc
- Arc cannot take up more than 1/2 the page
- Do not manipulate the Arc's curve by rotating or stretching the angle
- Always use the Arc at full width and do not crop it
- Do not overlap the Arc with content or graphics



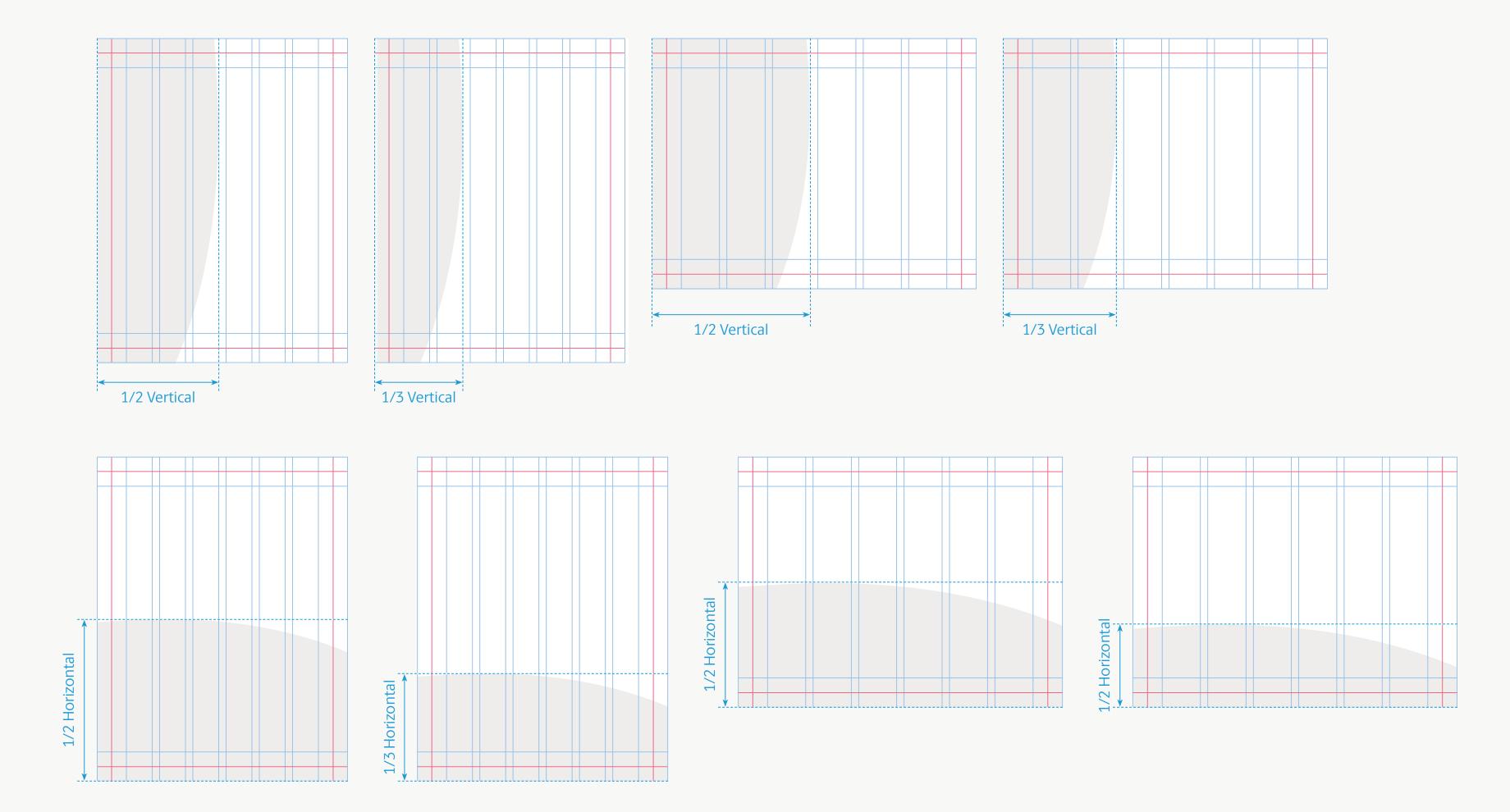
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# **Arc Proportions**

The Arc covers either 1/2 or 1/3 of an application and can be oriented vertically or horizontally. For tall, vertical applications, use the horizontal format.

The Arc device will be available for download in Adobe InDesign and Adobe Illustrator formats on UPS Brand Central.

For use with PowerPoints, please download the latest PowerPoint template on UPS Brand Central.

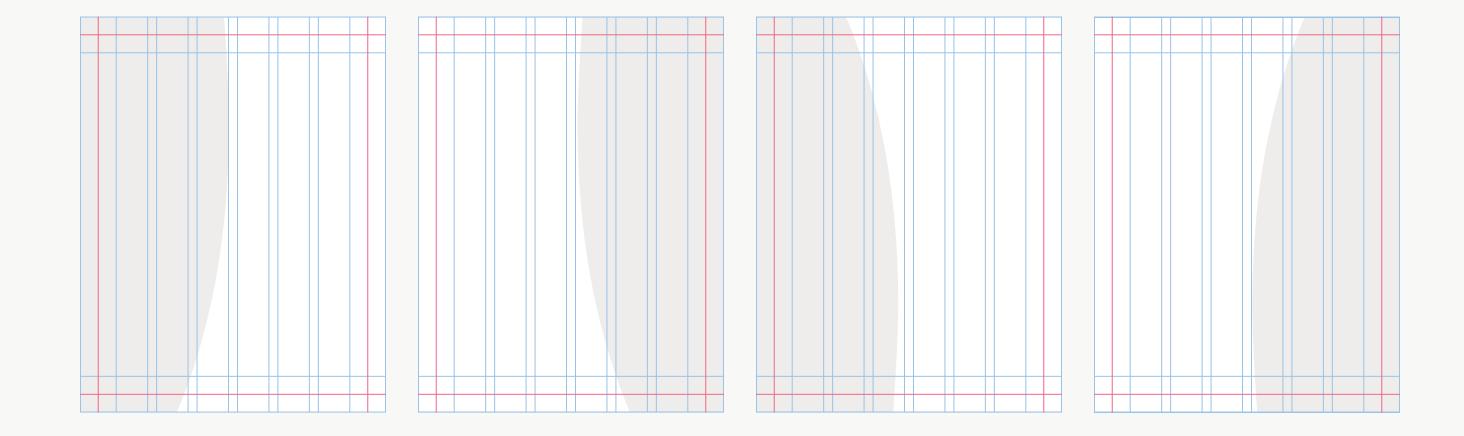


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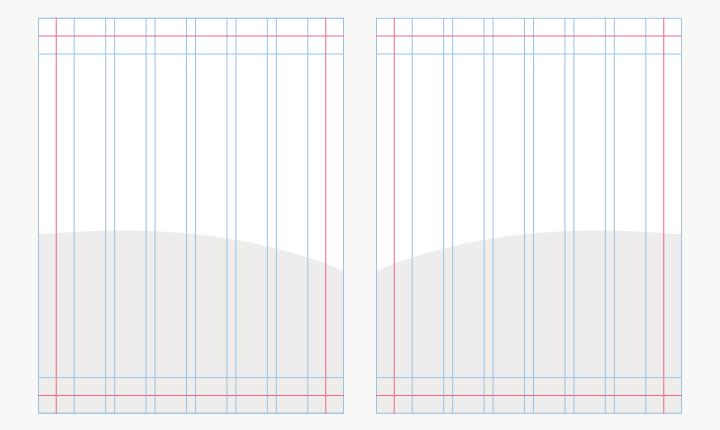
### **Arc Orientation**

The Arc sweeps either top to bottom or left to right, across the application format.

- Arc is oriented vertically or horizontally
- 1/2 and 1/3 proportions can be used for all orientations shown
- When oriented horizontally, it only appears on the bottom of the application
- When oriented vertically, the Arc can be flipped on the horizontal or vertical axis



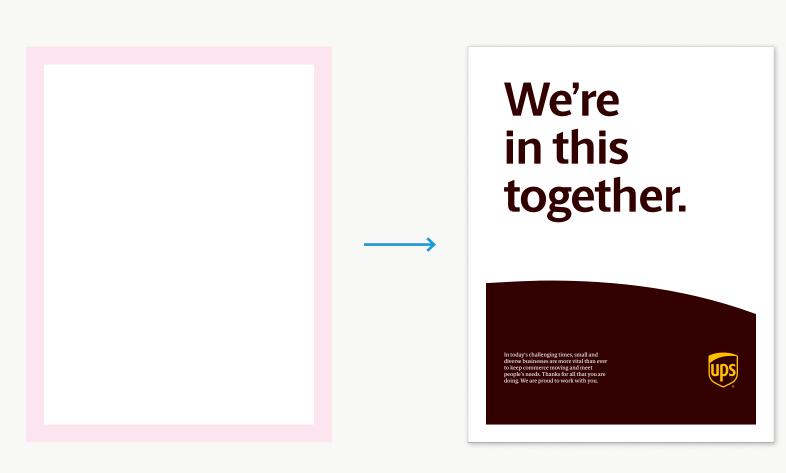
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### **Frames**

Frames are based on the grid and are built using the dimensions of the application. There are four size types: Small, Medium, Large and Display. See <u>Grid System</u> for more information.

- Small, Medium and Large frames are set sizes
- Display size frames are 50% of the margin width
- Frames appear in white only
- Frames can be used together with the Arc
- Frames are used for print applications and are not used in digital applications









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## **Layout and Color**

All possible color combinations for the Arc are shown here. We use UPS Browns when the layout background is white. For photographic backgrounds, we use white or UPS Browns for the Arc.

Please note that we do not use other colors.

#### White Background and Shield Colors







White background/UPS Brown 1



White background/UPS Brown 2



White background/UPS Brown 3



White background / UPS Brown 4

#### Photographic Backgrounds and Shield Colors



Photo background/White



UPS Brown/Photo background



UPS Brown 1/Photo background



UPS Brown 2/Photo background



UPS Brown 3/Photo background



UPS Brown 4/Photo background

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# Layout Examples

Examples on this page show some of the possible combinations of color, Arc, photography, type and logo placement — with or without a frame.

#### With Frame











#### Without Frame











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### **Incorrect Use**

It's important to maintain a consistent feel to all of our applications. The examples on this page illustrate some potential incorrect uses of the visual identity in layouts.

Do not allow the Arc to cover more than 1/2 of the application.



We're in this together.

In today's challenging times, small and diverse business are more vital than ever to keep commerce moving and meet people's needs. Thanks for all that you are doing. We are proud to work with you.

Do not place photographs inside the Arc.

Do not fill the frame with color.



Do not flip the horizontal orientation of the Arc.



Do not color the Arc with secondary colors.



Do not allow the logo and photography to clash.



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# cons

Iconography plays two roles in our brand: first, it can help customers navigate an experience more clearly, without the use of language; and second, it adds visual appeal and an illustrative quality to our communications. Our two styles of iconography are designed to help you create communications that are as visually appealing as they are easy to navigate.

### **Functional Icons**

Icons are best used as a functional device for navigation. In infographics, icons should be used sparingly to aid comprehension and support the communication.

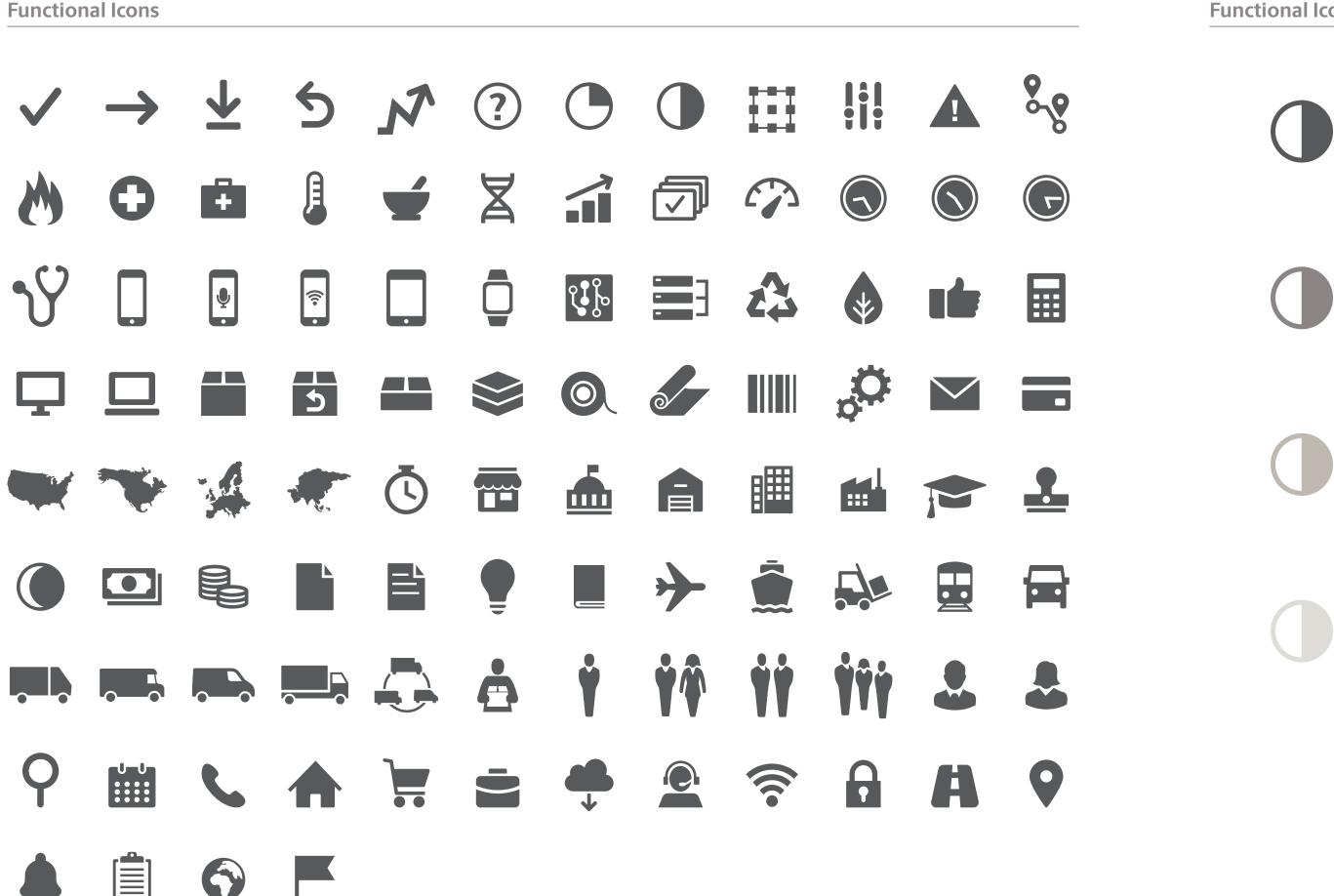
Standard icons should always be filled in with either UPS Gray 1-4, or reverse out in white over UPS Brown and UPS Brown 1–4. Should you need to adjust an icon to fit the UPS iconography style, always select the simplest icon version for what you need, and make sure of the following:

- No overly rounded corners
- No overly detailed icons

Icons can appear either on white or over shades of UPS Browns.

- When using icons on a white background, they should appear in a shade of UPS Grays
- When using icons on a brown background, they should appear in white

For additional versatility in digital applications, icons may be outlined. Icons are available for download from UPS Brand Central.



**Functional Icon Colors** 















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# **Storytelling Icons**

Our storytelling icons are used to express complex or abstract ideas in a single graphic to bring visual interest to our communications. These icons can take on different meanings, depending on the content they are paired with. They should be used sparingly as the functional icons on the previous page are your primary source for icons.

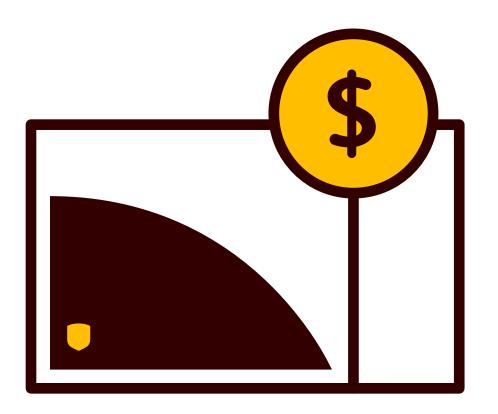
Our storytelling icons only appear in UPS Brown, UPS Gold, and white.

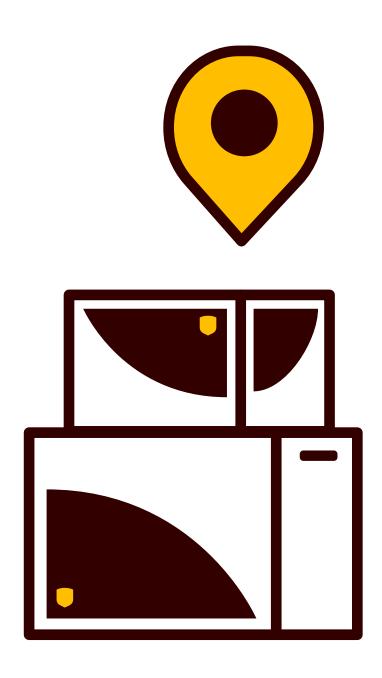
- Our storytelling icons should not be used in PowerPoints
- Only use for way-finding signage, websites, and illustrations
- Storytelling icons can be placed on White, UPS Brown or UPS Gold backgrounds

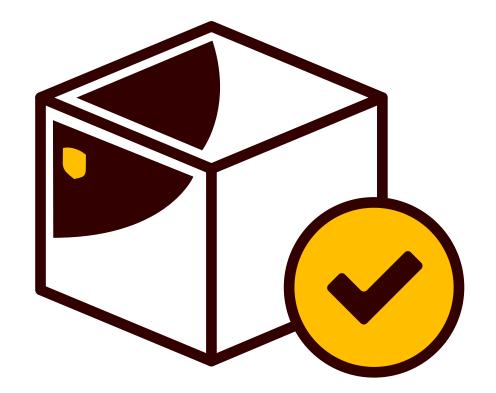
These four storytelling icons are currently the only ones approved for use. Additional icons will be developed as business cases are presented.

Please contact brandcreative@ups.com for use.





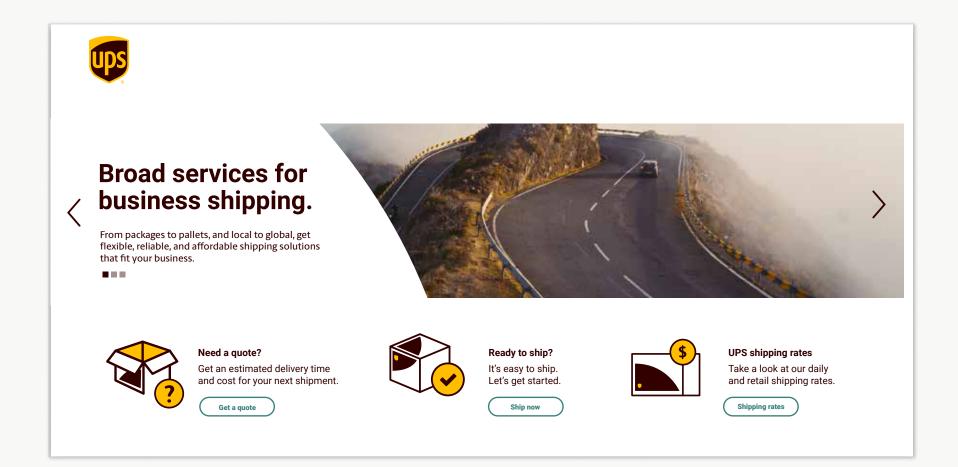




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### In Use

Website



**Way-Finding Signage** 



Illustrations



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# Illustrations

Our illustration style is all about celebrating people and diversity, using line-drawn forms to tell a modern story of who we are. These illustrations are warm and engaging, lending humanity to our touchpoints. we have provided a starter kit so you can create your own.



### Overview

We celebrate our people and customers through engaging and modern illustrated characters. These highlight diversity and paint a picture of the multifaceted UPS world.

Our illustrated characters are all unique, but they share a visual DNA: every character is drawn with a single, shared line weight. Additionally, each character's clothing is filled in UPS Brown, UPS Gold, and white.

It's important to lean heavily into our brand's primary colors because of the equity we have in them. By creating consistent illustrations we can increase our brand relevance.

On the following pages we'll show you how to customize the characters, while still remaining in line with our broader illustration style.

Download the starter kit on Brand Central.



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### Characteristics

Our characters are created to be inclusive of people from all different backgrounds. This helps us represent our global diversity and our commitment to inclusion in all facets of our business.

A variety of face shapes, skin tones, facial features and hairstyles are provided for you to customize, as well as examples of different, inclusive body types. Download the starter kit on <a href="mailto:Brand Central.">Brand Central.</a>

- When creating characters, remember to use UPS Brown or UPS Gold for clothing, as well as shades of our UPS Browns or UPS Golds for hair
- Illustrations should use the skin tone palette provided. However, if needed, the artist can flex the skin tone color palette to meet their needs
- The assets provided are a guide. It is recommended to create unique characters to meet your needs while staying within the UPS color palette and adhering to the general look and feel
- A starter kit of sample character features is provided here to inspire you in creating new characters. Work with an illustrator or agency to build out your creative assets

When creating assets, please reach out to the Brand Team for final approval

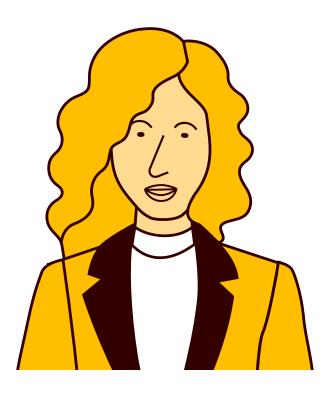
# **Head Shapes Skin Tones Facial Features** $\widehat{\phantom{a}}$ • •• $\Theta$ **Hair Styles**

### **Character Examples**







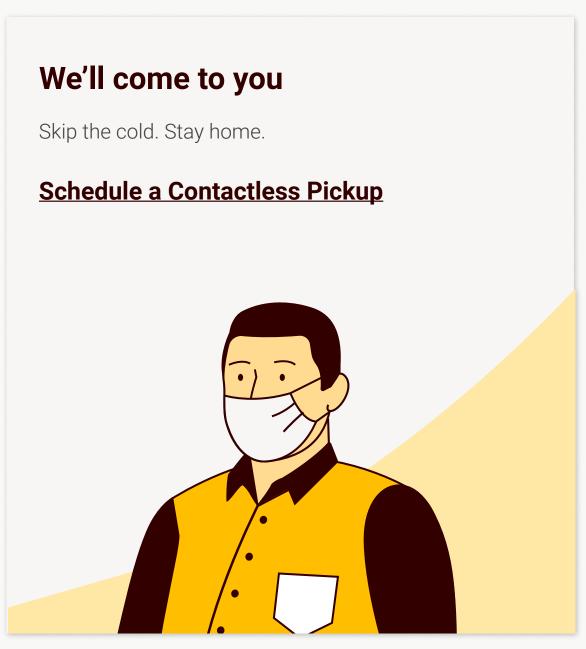


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### In Use







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<sup>\*</sup>Designs are included in the Illustration kit on Brand Central

# Grid System

Our grid system provides a framework for the placement of text and graphics in layouts. Use the grid to maintain consistency with the look and feel of our brand.

Please note that websites use a different grid system. For an in-depth look into digital guidance, please visit Design Lab at UPS Brand Central.

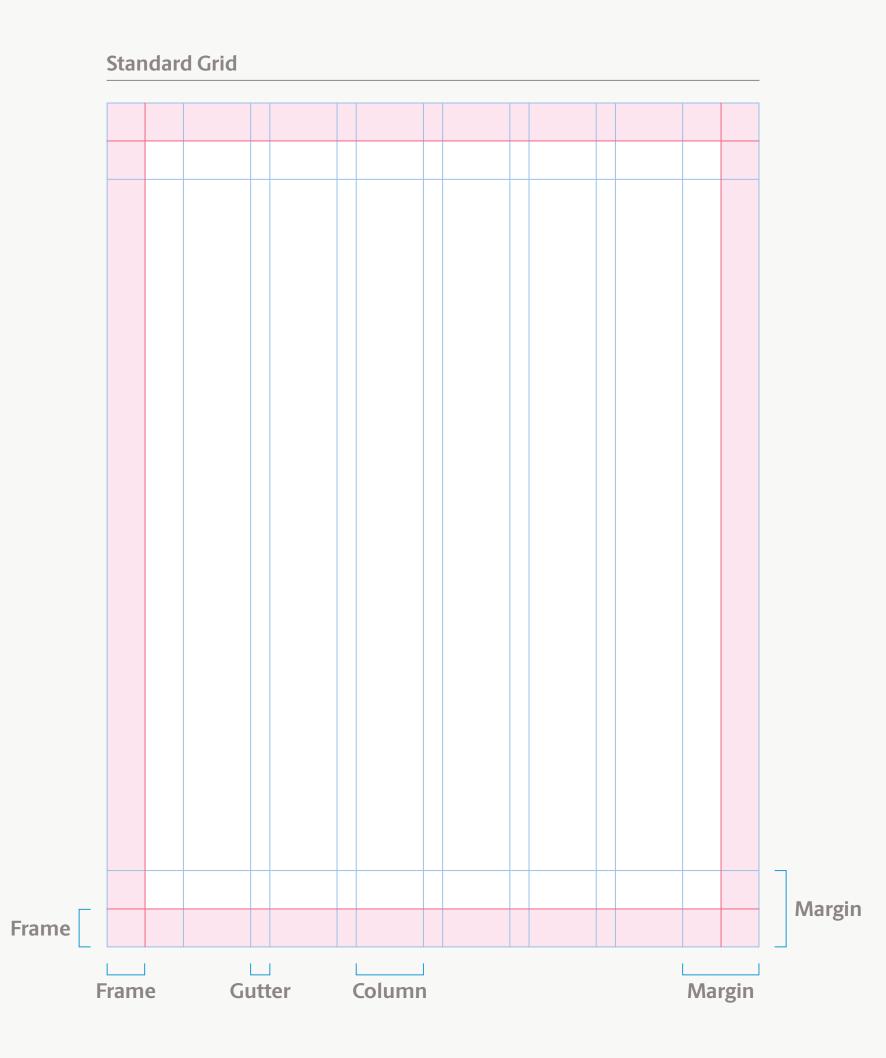


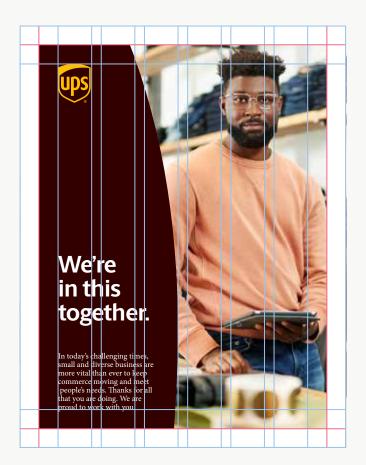
# **Principles**

Grids provide a framework for organizing and positioning our logo, typography, graphics and other content. They allow for flexibility while providing consistency, ensuring a unified look to our applications.

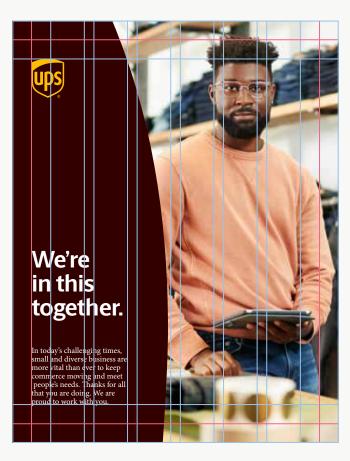
Not all content is arranged the same on our grid, which is primarily comprised of margins, a frame, six columns and gutters. Our logo is always aligned to margins. However, other content, such as type, imagery and tables, has more flexibility — and can be placed more freely within or across columns.

- There are two grid types, with and without frame
- The standard grid has six columns, shifting to two columns in narrow formats





With Frame



**55** 

**Without Frame** 

### Overview

Our grids are made up of columns with fixed margins and gutters. Our standard grid is 2 or 6 columns and 20 rows for Letter size paper (8.5 x 11 inches). This grid works for both portrait and landscape formats.

The margin is 72 pt and the frame margin is 36 pt. The gutters are 12 pt. The margins need to be adjusted when scaling up or down from the standard grid.

#### **Scaling Down**

When creating layouts that are 8.5" or shorter on the shortest side, adjust the content and frame margins, as well as gutters, to the measurements shown in the "Small" row of the table.

#### Scaling Up

Large and Display sizes need adjustment of content and frame margins, as well as gutters. Note that all sizes of layout use two or six columns.

For an in-depth look into the grid system for UPS websites, please visit Design Lab at UPS Brand Central.

#### **Print Grids**

Grid Formats		Columns	Margin	Frame	Gutter	<b>Logo Size</b> No smaller than 27 pt wide
Small	<8.5" short edge <140 mm short edge	2 or 6	48 pt 16 mm	24 pt 8 mm	12 pt 4 mm	Logo width = 10% short edge
Medium	≥8.5" short edge ≥140 mm short edge	2 or 6	72 pt 24 mm	36 pt 12 mm	18 pt 6 mm	Logo width = 10% short edge
Large	≥11" short edge ≥420 mm short edge	2 or 6	96 pt 32 mm	48 pt 16 mm	24 pt 8 mm	Logo width = 10% short edge
Display	≥24" short edge ≤800 mm short edge	2 or 6	10% short edge	50% Margin width	25% of Frame width	Logo width = 50% column width  For extreme vertical formats, use 100% column width

### **Digital Grids (Paid Ads)**

Grid Formats	Aspect Ratio	Columns	Margin	Frame	Gutter	<b>Logo Size</b> No smaller than 27 px wide
Standard	≤2:1	6	24px	n/a	12px	Logo width = 100% column width
Extreme Horizontal	>2:1	6	24px	n/a	12px	Logo width = 50% column width
<b>Extreme Vertical</b>	>2:1	2	24px	n/a	12px	Logo width = 100% column width

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# Logo Sizing: Standard

We use set sizes based on the shortest edge of the format to determine the margin, frame and gutter sizes.

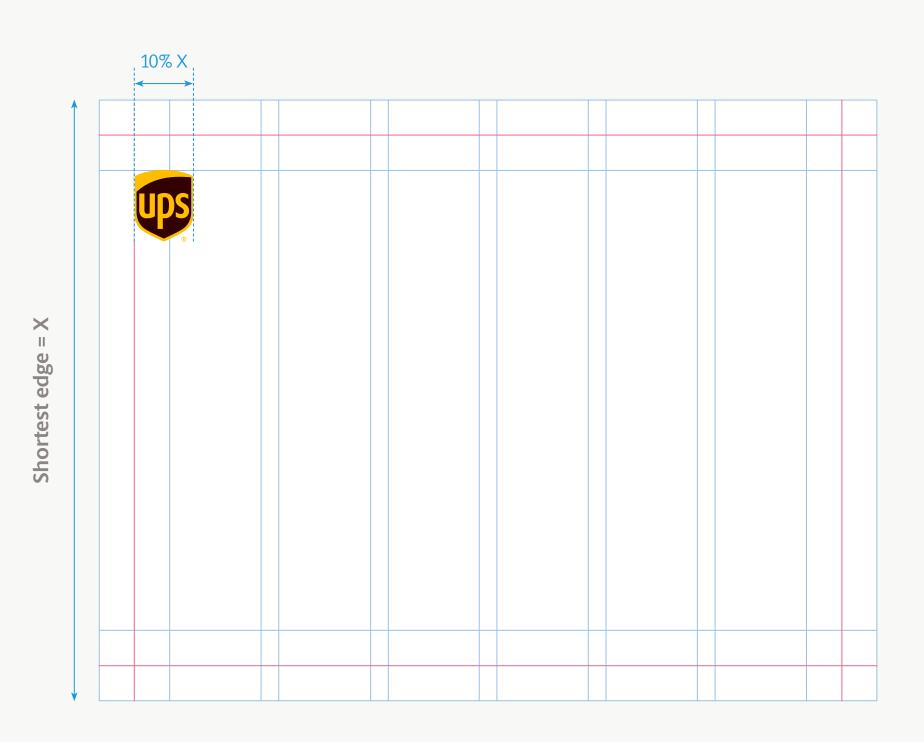
For Small, Medium and Large size applications, the logo width is 10% of the shortest edge.

Standard grids apply to most common application sizes, such as:

- US Letter (8.5 in x 11 in)
- US Tabloid (11 in x 17 in)
- ISO A4 (210 mm x 297 mm)
- ISO A3 (297 mm x 420 mm)

Small	<8.5" short edge <140 mm short edge	Logo width = 10% short edge
Medium	≥8.5" short edge ≥140 mm short edge	Logo width = 10% short edge
Large	≥11" short edge ≥420 mm short edge	Logo width = 10% short edge





**57** 

# Logo Sizing: Display

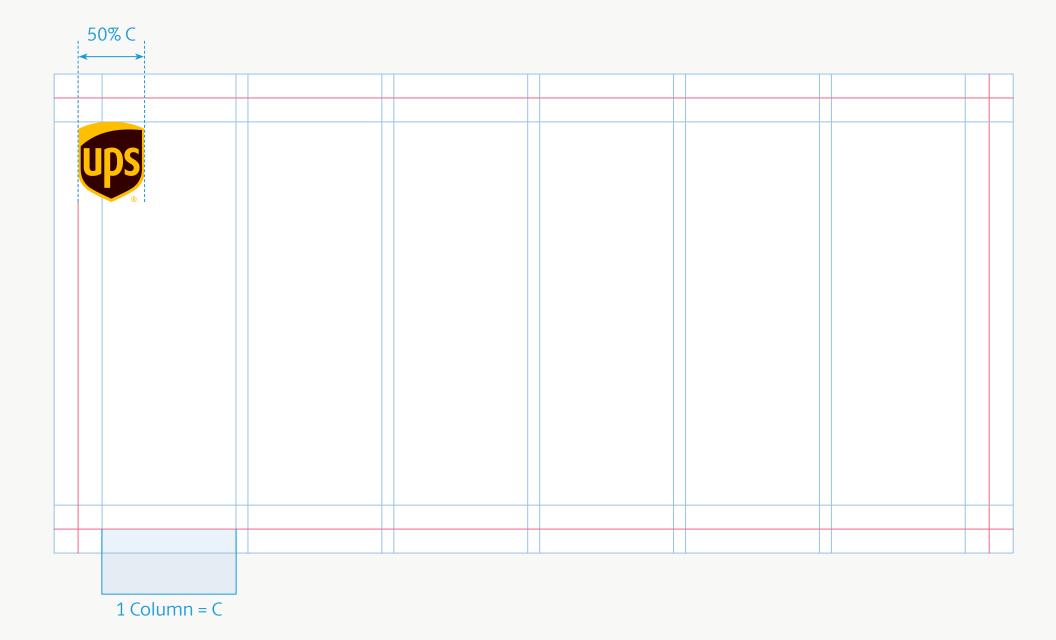
While we typically use our standard grid when creating layouts, it is designed to be flexible — and is easily adjusted for larger and narrow formats.

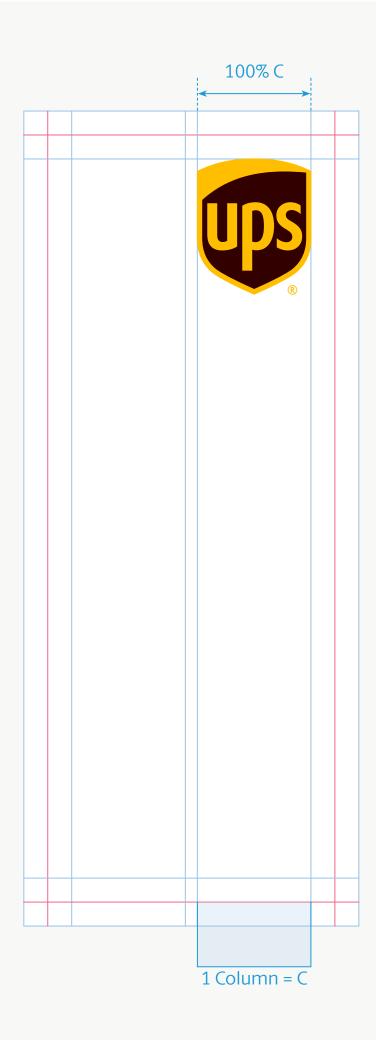
- For Display size applications, the logo width is 50% of 1 column width
- For extreme vertical formats, the logo width is 100% of 1 column width

Display

≥24" short edge ≤800 mm short edge Logo width = 50% column width

For extreme vertical formats, use 100% column width





**58** 

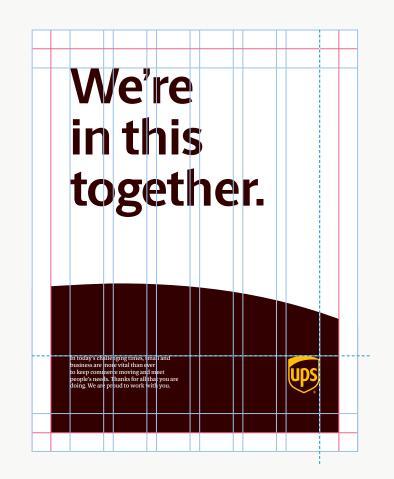
## **Logo Position**

- Preferred logo positions are one of the four corners
- Logo may be vertically aligned with content such as copy blocks or headlines, while staying aligned to the left or right margin
- Be sure to provide ample clear space when positioned inside of an Arc

### **Preferred Logo Positions**



Preferred logo positions are one of the four corners



Logo aligned to right margin, vertically aligning to copy block on the left



Logo aligned to left frame, vertically aligned to margin

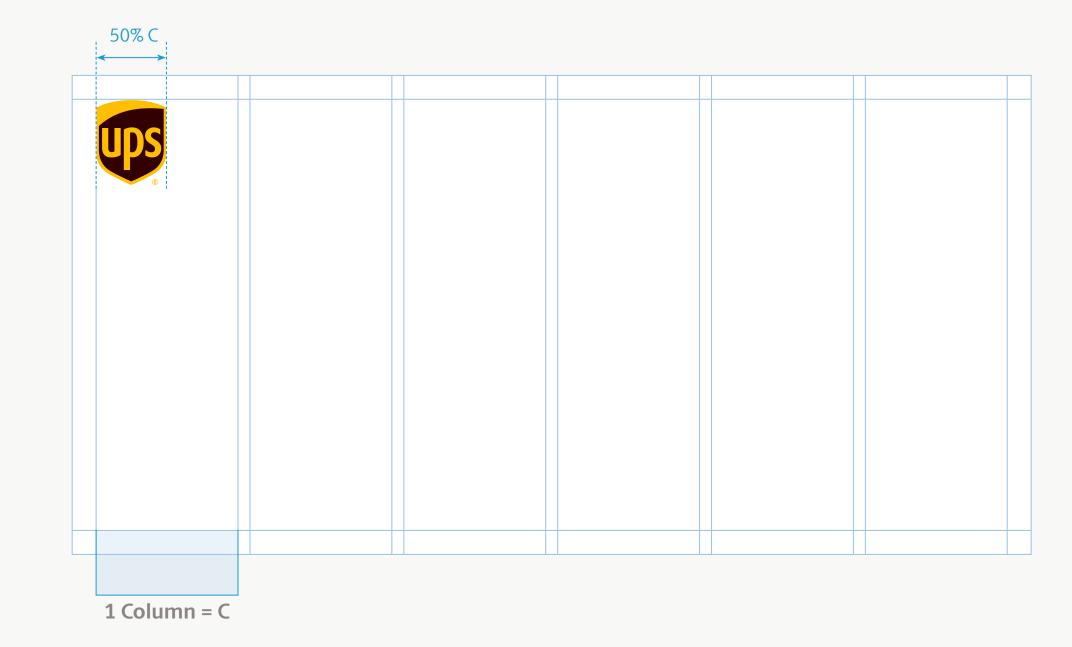
**59** 

# Logo Sizing

While we typically use our standard grid when creating layouts, it is designed to be flexible — and is easily adjusted for larger and narrow formats.

- Digital grids do not use the frame, instead using margin only
- For standard digital application with six columns, the logo width is 100% of 1 column width
- For standard digital application with two columns, the logo width is 50% of 1 column width
- For extreme vertical formats, the logo width 100% of 1 column width
- Use the minimum size of 27px wide for extreme formats where the logo would drop below minimum size

Standard	≤2:1	Logo width = 100% column width
Extreme Horizontal	>2:1	Logo width = 50% column width
Extreme Vertical	>2:1	Logo width = 100% column width



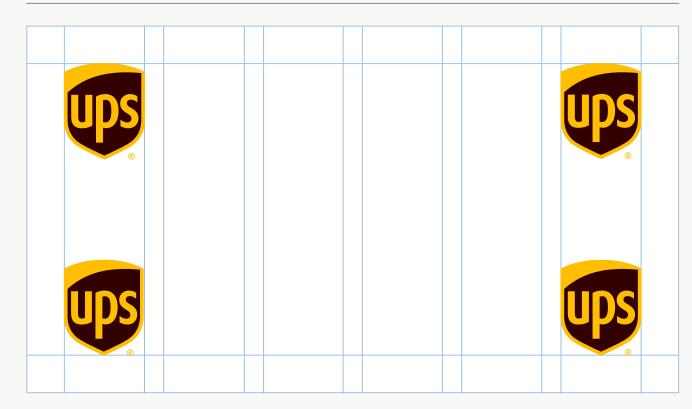
1 Column = C

**60** 

# **Logo Position**

- Preferred logo positions are one of the four corners
- Logo may be vertically aligned with content such as copy blocks or headlines, while staying aligned to the left or right margin
- Be sure to provide ample clear space when positioned inside of an Arc

#### **Preferred Logo Positions**



Preferred logo positions are one of the four corners



Logo aligned to upper right corner



Logo aligned to left margin



Logo aligned to upper left corner

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# Tone of Voice

The way we write is fundamental in building stronger relationships with our customers and in telling the UPS story consistently across channels. Our tone of voice is drawn from a set of strategic attributes that honor who we are and how we work, with flexibility to dial these attributes up or down based off the context.

Verbal identity strategies are a necessity for writers, but they also provide helpful guidance for non-writers who speak on behalf of the brand. The following pages feature high-level guidance for communicators and editors, as well as specific and actionable tactics for those who deal in copy.

In digital channels, we often have the opportunity to test messages and tone to see what performs best with customers. The following tone of voice tactics are a helpful complement when making data-driven copy choices, and work hand-in-hand with digital best practices to create fully optimized and fully on-brand messages.

# Clear

We're proud to be essential to so many peoples' lives and businesses. We believe in showing up honestly and clearly, with a plainspoken and transparent approach. We're vital yet uncomplicated, fundamental yet unforgettable.

**Personable Attribute** 

### Honest

**Professional Attribute** 

# **Buttoned-up**

### **Core Tactics**

**Crisp**: We know that every word counts. We identify what's most meaningful to our audiences and serve it up in crisp, concise language.

**Definitive**: We ground communications in concrete language and metaphors. Our language is clear and unequivocal.

Accessible: We break down complexity and make insights meaningful and actionable for our readers. We make our intelligence digestible.

### **Personable Tactic**

Honest: During moments of friction, we are honest and straightforward, demonstrating our commitment to make things right quickly.

### **Professional Tactic**

**Buttoned-up**: We avoid manner language like "really" and "very" and instead choose sharp, standalone words.

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# Empathetic

We've got our customers' back in all those moments that matter to their business — and their world. We express understanding and respond to challenges with honesty. We're real and responsive. And we're always proud to deliver.

**Personable Attribute** 

### Warm

**Professional Attribute** 

## Responsive

### **Core Tactics**

**Empowering**: We believe in opening doors instead of closing them. Our language is positive and permissive.

**Customer-centric**: We put ourselves in the shoes of our readers, mirroring back their experiences and responding in the moment.

Listening: We demonstrate active listening and engagement by asking questions — real or rhetorical – and driving towards dialogue.

**Storytelling**: We use testimonials and anecdotes to express our passion for customer success.

### **Personable Tactic**

Warm: We are inviting and inclusive, using language that helps people feel included and seen. We treat everyone like an insider.

### **Professional Tactic**

**Responsive**: We are proactive and ready to act. Our writing demonstrates our ability to anticipate challenges and respond.

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# Fresh

We're of-the-moment and believe in communicating in the moment. We reframe complexity as insight and focus on how innovations improve life for our customers and communities. We are inventive and intelligent, and love to leave audiences with a smile — and a bit of inspiration.

**Personable Attribute** 

# Optimistic

**Professional Attribute** 

### Innovative

### **Core Tactics**

**Energetic**: We infuse big, bold "power words" into our language and focus on keeping language active and activating.

Conversational: We keep it casual with personal pronouns and contractions. We write as people speak.

**Upbeat**: We keep our language vibrant and upbeat by combining different sentence types. We call this "musical" writing.

### **Personable Tactic**

**Optimistic**: We end communications on a high note and leave readers with a sense of optimism and opportunity.

### **Professional Tactic**

**Innovative**: We encourage readers to ask "what if?" And paint a picture of a brighter future through visionary, future-forward language.

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# Established

It's not in our DNA to be arrogant, but we are proud of the trust we've earned by getting the job done well, time after time. We know we have what others lack: a unique ability to reliably answer the call for a stable, strong, supportive partner.

**Personable Attribute** 

### Confident

**Professional Attribute** 

# **Expert**

### **Core Tactics**

**Insightful**: We start sentences or headlines with "because" to demonstrate all the ways that UPS answers questions with insight and experience.

**Trustworthy**: We know that trust is earned. We avoid over-promises or brash language, instead making statements we can back up.

**Organized**: We compare like for like and use parallel structure to ensure content is organized, intentional and professional.

### **Personable Tactic**

**Confident**: We don't feel the need to hide what makes us unique. We are proud and confident and use our ambition to connect with audiences.

### **Professional Tactic**

**Expert**: We are future-forward experts and use our history as proof that we can make great things happen. We are creating a more meaningful world.

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### **About UPS**

Below are examples of how to use tone of voice tactics. This is not specific language that has to be used word for word.

### **Before**

### Customer First. People Led. Innovation Driven.

The story of UPS, the world's largest package delivery company, began more than a century ago with a \$100 loan to jumpstart a tiny messenger service. How we evolved into a multi-billion-dollar global corporation reflects the history of modern transportation, international commerce, logistics and financial services. Today, UPS is customer first, people led, innovation driven. It's powered by more than 495,000 employees connecting more than 220 nations and territories across roads, rails, air, and ocean. Tomorrow, UPS will continue to lead the industry and connect the world, with a commitment to quality service and environmental sustainability.

### **After**

### Driven since day one.

As the world's largest package delivery company, UPS connects customers in more than 220 nations and territories. Across roads. Rails. Air. Ocean. Powered by an incredible global team, we are customer first, people led, and innovation driven in all we do.

Like many businesses, our story started small, with a \$100 loan to jump-start a tiny messenger service. Today, 495,000 people of UPS are a testament to the power of hustle, dedication and grit.

We believe our legacy is still in the making, and we relentlessly pursue better ways to work. Our customercentric commitment to quality service and environmental sustainability will continue to lead the industry and connect the world.

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## **About UPS (annotated)**

### **Fresh**

**Upbeat:** We keep our language vibrant and upbeat by combining different sentence types. We call this "musical" writing.

### **Empathetic**

**Customer-centric:** We put ourselves in the shoes of our readers, mirroring back their experiences and responding in the moment.

### Fresh

**Energetic**: We infuse big, bold "power words" into our language and focus on keeping language active and activating.

### **Established**

**Trustworthy**: We know that trust is earned. We avoid over-promises or brash language, instead making statements we can back up.

### **After**

### Driven since day one.

As the world's largest package delivery company, UPS connects customers in more than 220 nations and territories. Across roads. Rails. Air. Ocean. Powered by an incredible global team, we are customer first, people led, and innovation driven in all we do.

Like many businesses, our story started small, with a \$100 loan to jump-start a tiny messenger service. Today, 495,000 people of UPS are a testament to the power of hustle, dedication and grit.

We believe our legacy is still in the making, and we relentlessly pursue better ways to work. Our customercentric commitment to quality service and environmental sustainability will continue to lead the industry and connect the world.

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### **UPS.com**

Below are examples of how to use tone of voice tactics. This is not specific language that has to be used word for word.

### Before

### Earn Holiday Rewards with UPS My Choice®

Route holiday packages to a participating UPS Access Point® location.

Learn More

#### No-Contact Package Pick-up

For those times when staying home is the best option, have a UPS driver pickup your holiday shipments.

Schedule a Pickup

#### We're Hiring

From jobs in the warehouse to on the road, we have opportunities open now across the globe.

Apply Today [2]

### Shop. Ship. Repeat.



#### Beat the Holiday Rush

Make sure your packages arrive in time this holiday season.

View the Holiday Schedule

#### Not Going to Be Home? Don't Worry.

UPS My Choice® members get deliveries on their schedule.

**Enroll Today** 

#### Remove Some Stress This Holiday Season

Have your holiday shipments delivered to a convenient UPS Access Point® location.

Find a UPS Access Point

### **After**

### **Get rewarded for giving**

Earn holiday rewards with UPS My Choice® by routing packages to a participating location.

Learn more

#### **Contact-free pickups**

Save time and stress by scheduling a driver pickup for holiday shipments.

Schedule pickup

#### Join the UPS team

We're hiring across our business and across the globe.

Apply today

### Because giving means more than ever



### When timing is everything

Make sure your holiday packages arrive right on time.

View holiday schedule

#### **Deliveries on your schedule**

Not home to receive a package? No stress. UPS My Choice® members choose their delivery window.

Enroll today

#### Stress-free holiday shipping

Have your holiday shipments delivered to a UPS Access Point® location and say goodbye to delivery worries.

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Find an Access Point

## **UPS.com (annotated)**

### **After**

### **Fresh**

Conversational: We keep it casual with personal pronouns and contractions. We write as people speak.

### Clear

Definitive: We ground communications in concrete language and metaphors.
Our language is clear and unequivocal.

### **Get rewarded for giving**

Earn holiday rewards with UPS My Choice® by routing packages to a participating location.

Learn more

#### **Contact-free pick-ups**

Save time and stress by scheduling a driver pickup for holiday shipments.

Schedule pickup

#### Join the UPS team

We're hiring across our business and across the globe.

Apply today

### **After**

### **Established**

Insightful: We start sentences or headlines with "because" to demonstrate all the ways that UPS answers questions with insight and experience.

### **Empathetic**

Customer-centric: We put ourselves in the shoes of our readers, mirroring back their experiences and responding in the moment.

### Because giving means more than ever



#### When timing is everything

Make sure your holiday packages arrive right on time.

View holiday schedule

### **Deliveries on your schedule**

Not home to receive a package? No stress. UPS My Choice® members choose their delivery window.

**Enroll today** 

#### **Stress-free holiday shipping**

Have your holiday shipments delivered to a UPS Access Point® location and say goodbye to delivery worries.

**70** 

Find an Access Point

### **Social Media**

Below are examples of how to use tone of voice tactics. This is not specific language that has to be used word for word.

### **Before**



### **After**

We're not waiting for the future. We're helping create it. Meet the newest members of our more sustainable fleet, and join us as we charge into a brighter, green tomorrow.

**71** 

#electricfleet

## Social Media (annotated)

### **Empathetic**

**Customer-centric:** We put ourselves in the shoes of our readers, mirroring back their experiences and responding in the moment.

### **After**

We're not waiting for the future. We're helping create it. Meet the newest members of our more sustainable fleet, and join us as we charge into a brighter, green tomorrow.

**72** 

#electricfleet

# Purpose Statement

Our brand purpose statement is "Moving our world forward by delivering what matters." We make this happen through a Customer First, People Led, Innovation Driven strategy. Our verbal and visual brand elements help us tell this story across experiences to reinforce the importance of UPS in making sure that what matters to our world always comes first in our work.

### **Visual Identifier**

#### **Our Purpose Visual Identifier**

The purpose Visual Identifier is available in both a stacked version and a one-line version. The stacked version is preferred.

Both Visual Identifiers should remain intact as shown here. Do not separate or take the Visual Identifier apart in any way.

The clear space for the stacked version should be no smaller than the combined height of the "F" in FORWARD and "B" in BY. When using the shield with the Visual Identifier:

- Use the approved Visual Identifier
- Try to avoid using the statement in headlines
- In the stacked version, you can use the UPS shield centered above the Visual Identifier (follow the clear space rules for using the shield)
- In the one-line version, the shield can be on the left side before the words (follow the clear space rules for using the shield)

More information and images can be found on **Brand Central**.



Stacked version for dark backgrounds, white and UPS Gold text.



Stacked version for light backgrounds, UPS Brown and UPS Gold text.

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#### Moving our world forward by delivering what matters.

One-line version for dark backgrounds, white text.

Moving our world forward by delivering what matters.

One-line version for light backgrounds, UPS Brown text.

# In Writing

#### **Full Purpose in Writing**

- Always use in sentence case
- Do not manipulate the statement in any way (i.e., shorten, change, add or separate words)
- Include the entire purpose statement only when it fits as a natural reference
- Do not use italics or bold font
- Do not add the word "most" after "matters." This could imply that some key issues are prioritized over others

#### **Example:**

"Her purpose, and UPS's purpose of moving our world forward by delivering what matters, fit naturally together."

#### **Purpose Statement Reference**

- It should always be OUR world and not THE world—"our" is important because it implies a collective responsibility
- Headlines/teasers OK, but in general try to avoid
- Allows us to inject the statement a bit more naturally (including quotes from UPSers, etc.)
- Do not add the word "most" after "matters." This could imply that some key issues are prioritized over others

#### **Example:**

"Every day, around the globe, we are delivering what matters."

#### **#DeliverWhatMatters**

- Use #DeliverWhatMatters for relevant social media posts related to topics such as community involvement, sustainability, diversity and inclusion, equity and justice, and healthcare logistics.
- Do not use #DeliveringWhatMatters
- Do not alter #DeliverWhatMatters in any way

UPS Brand Guidelines Issued May 13, 2021

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### In Use

#### **Correct Use in Writing**

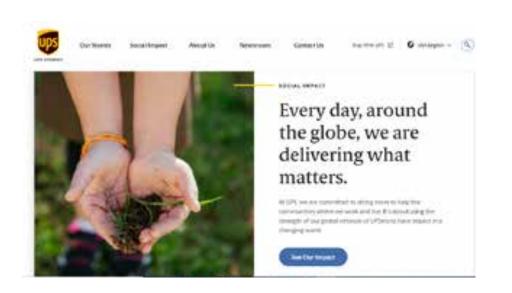
Sophia Yeshi is unstoppable.

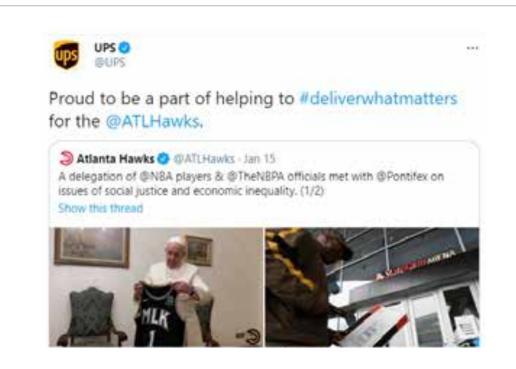
"I own my business. I own my successes and the lessons I've learned in the process ... I own what makes me powerful and power past anything standing in my way," Sophia said. "I own the future I'm building for myself and for my community. I own my purpose and my pride."

Her purpose, and UPS's purpose of moving our world forward by delivering what matters, fit naturally together – something important to Sophia when choosing collaborators.

"The brand has to align with my goals and mission," Sophia says. "It has to be an authentic relationship."

#### **Correct Use in Web and Social**





#### **Incorrect Use**



An #augeeks dream! Cool to see @kclepley on the ramp today at #OPSWorldport and capture her takeoff from two vantage points as she is #deliveringwhatmatters to ANC in @UPSAirlines newest @Boeing 747-8 N625UP!

PEOPLE LED

A different type of mission – giving hope wings

He landed the first flight filled with COVID-19 vaccines, but it's the 500,000 UPSers he credits for delivering what matters most.

www.campusship.ups.com > knowledge-center > article

0:44 7.2K views

Writing the Next Chapter of the UPS Story | UPS - United States

Oct 28, 2020 — Aligning purpose and happiness to move the world forward by delivering what matters.

**76** 

# Governance

The UPS brand is more than a name or a logo. It is one of our most valuable assets and helps set us apart from our competitors. That is why a strong and uncompromised UPS brand is essential to our business success. And why we must govern it carefully.



### **Overview**

The UPS Brand Management Team is responsible for developing, nurturing and safeguarding the UPS brand in the marketplace. We do this via three primary activities:

- Developing the UPS brand identity system
- Creating and refining brand assets
- Guiding the brand development process

#### **Developing the UPS Brand Identity**

The UPS Brand Management Team develops the company's brand identity system, which ensures a consistent presentation of the brand across all touchpoints. Being disciplined in how we present our brand ensures we can build a meaningful, distinct and powerful UPS brand presence that:

- Uniquely positions the company in the customer's mind
- Attracts and retains customers
- Strengthens our market position
- Increases our ability to influence the market and lead the industry

#### **Creating and Refining UPS Brand Assets**

A brand asset is a proprietary name, logo, tagline or graphic element that may be used to distinguish UPS products and services from others in the marketplace. The UPS Brand Management Team is responsible for creating new brand assets — and refining current ones — in keeping with our brand system. If you have a business need that involves a new brand asset, the Brand Management Team will work with you to develop a solution.

#### **Trademarks**

It's important to note that the UPS Legal Department will no longer register new trademarks without explicit direction from Brand Management. All requests for new brand assets must be reviewed through a formal Brand Development Process. For questions and guidance about trademarks, visit <a href="mailto:brand.ups.com">brand.ups.com</a> or contact UPS Brand Management.

#### **Brand Asset Request Process**

If you need a brand asset — such as a name or creative asset— please contact the Brand Team at brand@ups.com. We'll work with you and provide a brand solution to meet your specific requirements. Brand Management may refine existing brand assets or create new brand assets that help UPS capitalize on a specific market opportunity or resolve a business problem. As appropriate, Brand Management will proceed with creative development, working with creative agencies. The UPS business owner will be involved throughout this process. Please contact UPS Brand Management at brand@ups.com for all requests, approvals or guidance on brand-related inquiries.

#### **Co-Branding**

UPS does not engage in co-branding with customers, vendors, or other organizations. This policy is derived from the UPS Policy Book which clearly advises against co-branding as it may imply UPS endorsement. When in doubt, contact your Region Marketing Communications Manager or the UPS Brand Management Team at brand@ups.com.

# PowerPoint

PowerPoint presentations are a highly visible demonstration of the UPS brand. It is vital to make them visually impactful and to display all of the elements consistently. Our templates can help you keep all of your presentations on brand.

### **Overview**

To aid the process of creating consistent presentations, the Brand Team has created multiple templates that can be downloaded from Brand Central. These templates will be updated multiple times in a year in order to keep the presentations feeling fresh and new.

Templates are a great starting point, but it is always encouraged to inject and switch out imagery that reflects the subject you are speaking to. You can find unique imagery on Brand Central.

Here are some general rules to think about when creating your presentation:

- Use icons sparingly
- Do not use secondary colors for icons
- Photography can make a big impact
- Verdana is the preferred font choice for all copy
- Less copy on a slide can often be more impactful than a copy-heavy slide
- After you have completed your masterpiece, compress your images to decrease the file size of the presentation





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# Email Signature

We have created an email signature format for all UPS employees to follow. By helping maintain clarity and consistency in our communications, you strengthen our brand and our company's reputation with both internal and external audiences.



# **Primary Email Signature**

#### **UPS Employee Email Signature**

Email signatures should follow the format shown here.

#### **Order of Personal Information and Contact Information**

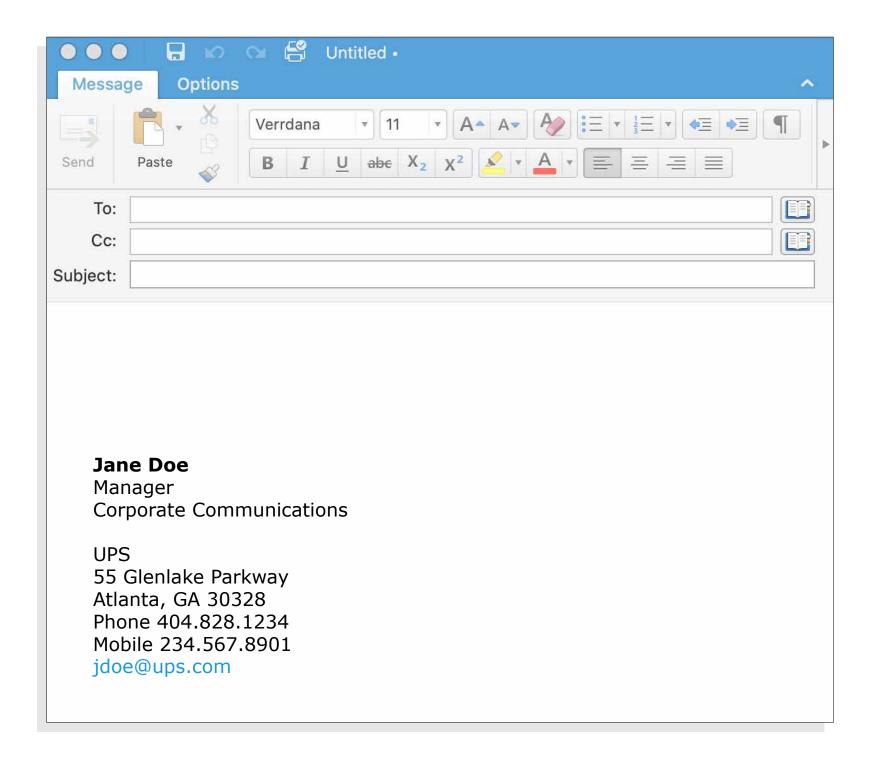
- Employee's First and Last Name
- Pronouns (optional)
- Employee's Title (optional)
- Region, District, or Department Name (optional)
- Company Name (UPS) or Business Unit Name
- Business Address (optional)
- Phone 123.456.7890
- Mobile 234.567.8901 (optional)
- Fax 987.654.3210 (optional)
- Other relevant customer-facing telephone numbers may be included as appropriate (e.g., 1-800-PICK-UPS)
- Email Address: xxxxx@ups.com
- UPS.com or Business Unit URL (optional)

#### Color

All text should be black or gray (email addresses and website links may automatically default to blue).

#### **Typesetting**

Verdana in 11-14 pt.



#### This is the preferred format for email signatures.

We do not recommend the use of images or logos in email signatures. Adding them to an email significantly increases the file size and fills up a mailbox up to 10 times faster.

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## **Additions to Email Signature**

#### **Confidentiality Notice**

Employees who need to send sensitive information by email, such as legal agreements, may include the legal disclaimer shown here.

#### Sustainability

Global Sustainability Ambassadors may include their assignment in their email signature, after their email address.

#### Credentials

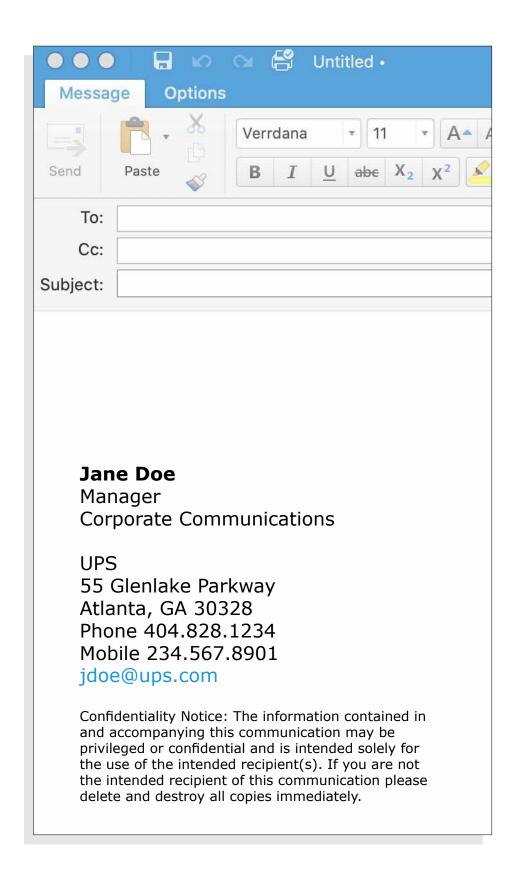
If relevant to your job function, you may include academic degrees and professional credentials such as:

Jane Doe, PMP® Certified

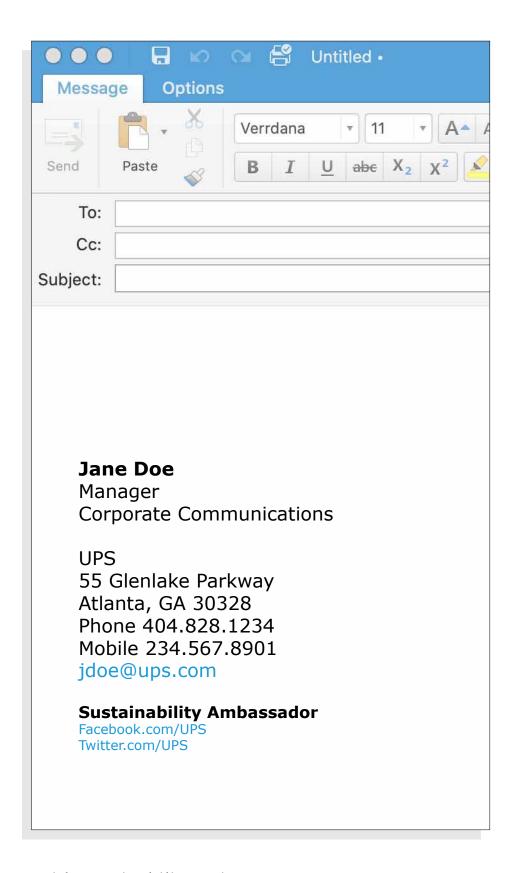
John Smith, MSCE

#### International

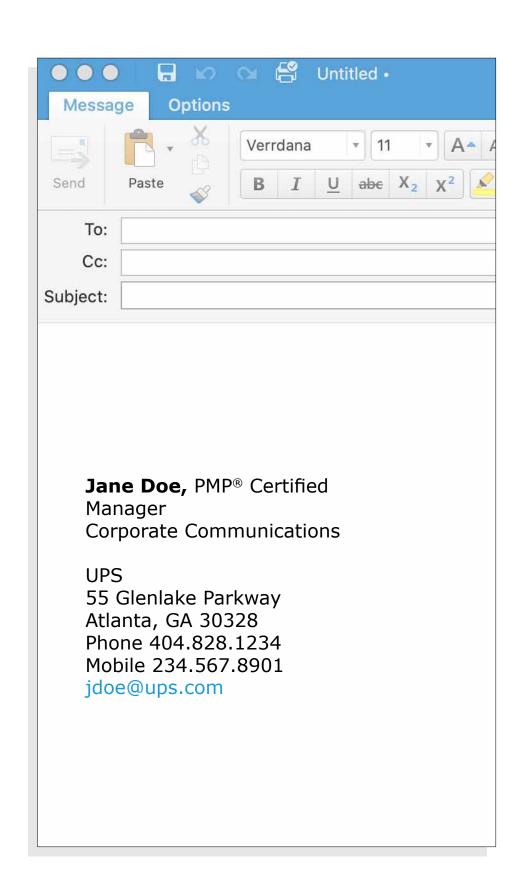
In some countries, there are regulatory requirements for additional information to be included. Please be aware of any such requirements and consult Region Legal if you have questions.



With confidentiality notice



With sustainability assignment



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With credentials

# UPS Business Unit Signatures

UPS business units must also follow clear guidelines when presenting themselves both internally and to external markets. We have created signatures for each business unit that help to maintain a consistent look and feel.

# **Use Specifications**

#### **Formats**

Business unit descriptors (UPS Capital, UPS Supply Chain, etc.) have been defined by the identity system and have been set in Berlingske Sans Serif Bold typeface.

Two versions of the UPS business unit signatures are approved for use:

- The business unit name may appear to the right of the UPS logo, observing the clear space
- The business unit name may appear directly below the UPS logo, observing the clear space

Artwork for the approved business unit signatures is available on UPS Brand Central.

#### **Registration Mark**

A registered trademark symbol (®) indicates that UPS holds a registration for the logo in the U.S. and in many other countries. This trademark symbol always appears on the right-hand side under the shield.

#### **Clear Space**

Minimum clear space is the area surrounding a logo that must be kept free of any text or graphic elements. Clear space is measured by the width of the letter "u" in the shield. Please note that this is the minimum clear space. To help maintain visual impact on all our communications, always allow for a generous space around the UPS logo.

Clear space guidance applies to all color versions of the UPS logo.

#### **Minimum Size**

Because legibility of the UPS logo artwork is critical, it must be sized large enough to be read easily on every application, print or digital. Our logo can be scaled to as large a size as needed, but it should not be used at sizes smaller than the minimums shown here.

The minimum print size of the UPS logo is 0.375"/9.5 mm wide.

The minimum digital size of the UPS logo is 54 pixels wide.

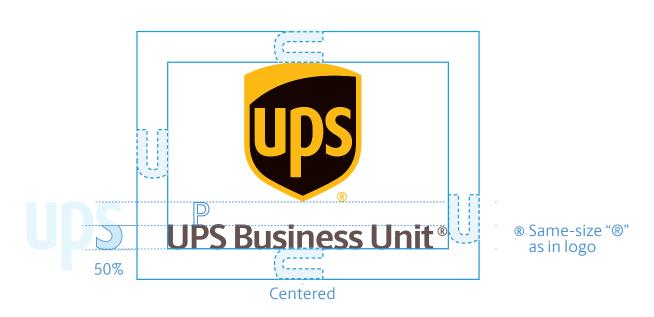
Minimum size guidance applies to all versions of the UPS logo.

#### Horizontal



**85** 

#### **Vertical**



#### **Minimum Size**

**Print:** 0.375" 27 pt 9.5 mm **Digital:** 54 px

# Signature Examples

The approved business unit signature uses Berlingske Sans Serif Bold and the flat UPS logo. All other versions of business unit signatures are retired and no longer approved for use.

The changeover to the flat logo should be made with an orderly but economical plan. Be sure to include the approved business unit signature in the design of any new materials and applications, or any reprinting of existing materials moving forward.

Artwork and guidance is available in Brand Central for the graphic signatures of each business unit.

Horizontal









**Vertical** 







UPS Capital®

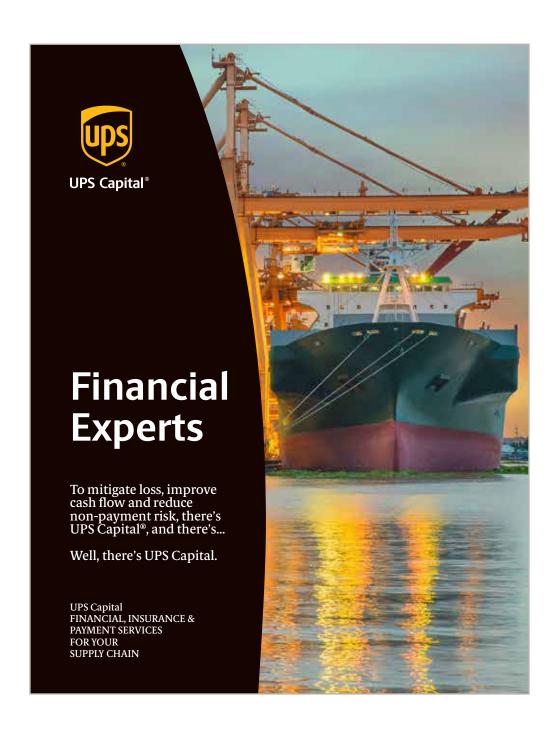


**UPS Flight Forward**<sup>™</sup>



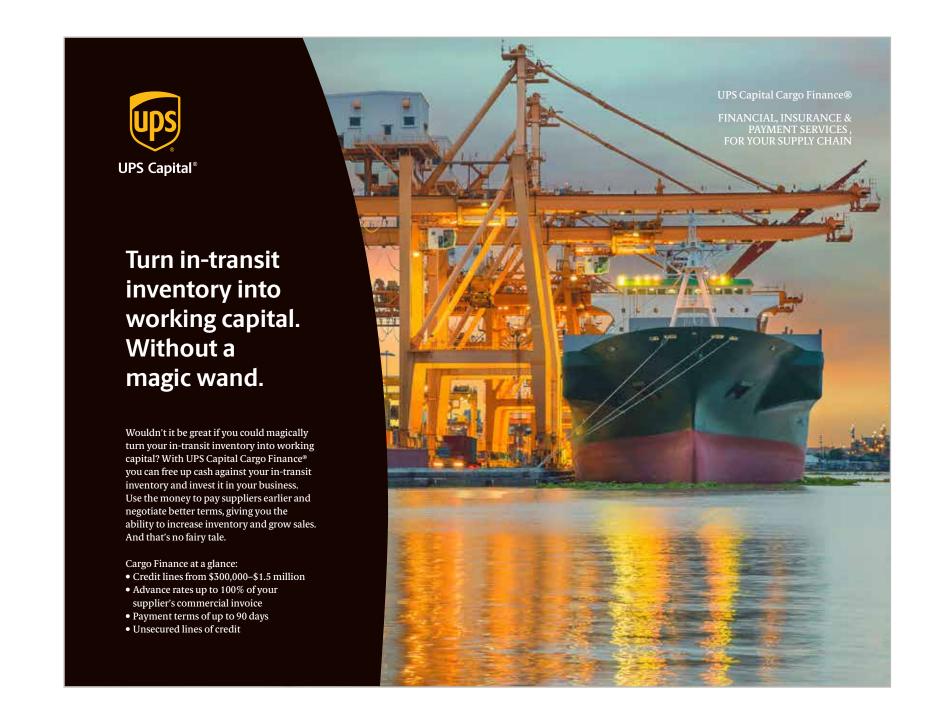
### In Use

**UPS Capital Brochure** 





**Cargo Finance Sales Sheet** 



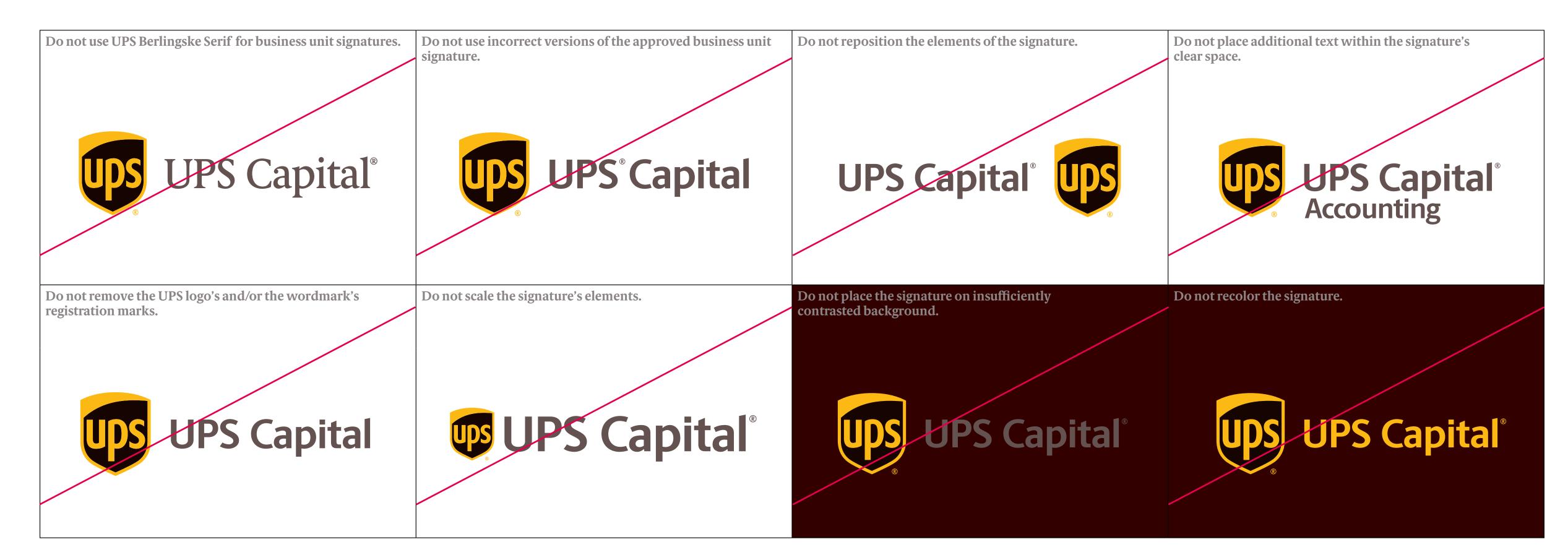
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### **Incorrect Use**

To preserve the integrity of our brand, we have placed strict limitations on the use of the UPS business unit signatures. The examples on this page illustrate some, but not all, potential misuses.

Keep in mind that the logo is carefully rendered artwork and that any alteration, apart from proportionate scaling, is considered incorrect use.

Logo art files have been created and are available on UPS Brand Central: <a href="mailto:brand.ups.com">brand.ups.com</a>



# Use on Color and Image Backgrounds

#### **UPS Business Unit Signature on Color**

- The UPS logo may be used on backgrounds of UPS Brown, white, any shades of UPS Brown or any shades of UPS Gray
- In addition to enlarging the UPS logo on the page, staging it against this palette will ensure that the logo has a stronger, more dramatic visual presence

#### **UPS Business Unit Signature on Photography**

- The UPS logo may be placed on a photograph or image background
- On imagery, the UPS logo should be placed on an area of flat, light color
- Take care to ensure that the image background is not distracting



Business unit positive signature on white background.



Business unit positive signature on a light background image.



Business unit reverse signature on a dark background image.



Business unit reverse signature on UPS Brown 4.



Business unit reverse signature on UPS Brown 3.



Business unit reverse signature on UPS Brown 2.



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Business unit reverse signature on UPS Brown 1.



Business unit positive signature on UPS Gray 4.



Business unit positive signature on UPS Gray 3.



Business unit reverse signature on UPS Gray 2.



Business unit reverse signature on UPS Gray 1.



Business unit reverse signature on UPS Brown.

# Endorsement Branding

Endorsement is how brands indicate relationships between different entities. Graphically, an endorsement signature shows the conjunction of two brand identities in a fixed relationship, which can be used in communication media.

Endorsement can be permanent for entities that prefer to remain distant, or it can be temporary and part of a transitional phase which may ultimately result in complete alignment under a single brand name.



### Overview

#### **Endorsement Practices Within UPS**

UPS has a range of relationships with companies across both domestic and international markets. The exact nature of these relationships in legal and financial terms may vary, but in communication terms it is often advantageous to indicate that a relationship exists. It is not necessary to be specific as to the exact legal structure under which the relationship is held.

#### **Endorsement Line Usage**

The endorsement line should be used in most digital applications, such as on the company website (header), on advertising (print and television), in video and on formal business communication items such as business cards. It is not mandatory to use the endorsement line on touchpoints such as building signage, vehicles, apparel/uniforms or promotional items, particularly when consistent, high-quality reproduction is difficult to achieve.

#### **Three Endorsement Signature Principles**

- 1. Place the existing identity of the subject company above a descriptor line which refers to UPS. In this way, UPS is seen as the entity which brings scale and reach to the subject company.
- 2. The descriptor line of text should be consistent, regardless of the nature of the legal status. The format is a simple, centered signature combination, using the text "a UPS Company" in all instances of endorsement. When translation of the descriptor line is required, only approved language versions of the text may be used.
- 3. The UPS logo should never be used in an endorsement lockup.

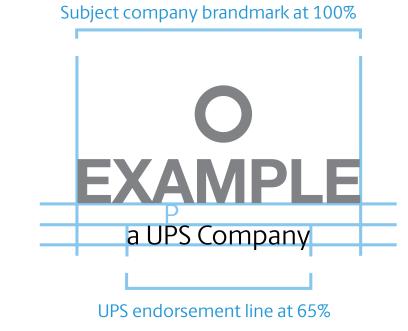
#### **Endorsement Implementation Timeframe**

The endorsement line should be applied to the existing identity of the subject company as soon as a legal transaction is in place. The endorsement signature should be applied to prominent digital applications, such as on the company website (header), on advertising (print and television), in video, as well as on formal printed business communication items such as business cards.

For questions around transition of buildings, vehicles, invoices, packaging and uniforms, please contact brand management for a consultation.

**Stacked Brandmark** 





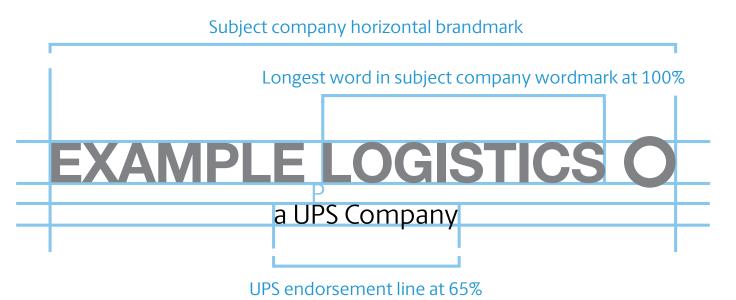
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The UPS endorsement line is sized 65% smaller than the subject company wordmark. It is centered and placed one "P" below the subject company.

**Horizontal Brandmark** 

### **EXAMPLE LOGISTICS O**

a UPS Company



The UPS endorsement line is sized 65% smaller than the longest word in the subject company wordmark. It is centered and placed one "P" below the subject company wordmark.

# **Endorsement Signature Format**

#### **Endorsement Format**

The approved approach to endorsement for UPS takes the form of a descriptive line of text which is placed close to the brand identity of the other party. Since graphic identities vary considerably in their size, nature and use, a simple, clear and repeatable graphic model has been developed to handle the bringing together of companies in a relationship with UPS.

Layout principles governing the endorsement signature:

- "a UPS Company" is the approved endorsement line
- The endorsement line is positioned below the subject company, in a centered position. All descriptive text should be removed from the subject company logo and replaced with the UPS endorsement line
- The endorsement line is always written in black (or reversed out in white), and in the UPS Berlingske Sans font. No other colors are permitted
- Minimum size and placement guidance should be observed (see illustrative examples)
- Do not use the UPS logo in any way to attempt to visualize the relationship between the subject company and UPS
- Ensure the endorsement signature is always used at a large enough size to make the endorsement line highly legible





a UPS Company



#### **Endorsement Format**

Subject company wordmark at 100%



65% of the width of the subject company wordmark, centered.

#### **Small Size Endorsement Format**



May be the height of two "P"s in" a UPS company" when endorsement is less than one inch.

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#### **Approved Alternate Language Version**





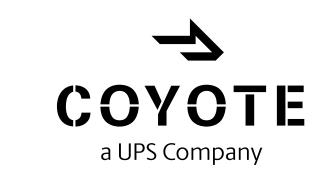
## **Endorsement Examples**

By using a clear and standardized approach to endorsement, we can be consistent in communicating our relationships to other brands and organizations. The use of the approved endorsement line, "a UPS Company," signals the legal relationship we have with these companies. Using approved endorsement principles ensures a consistent expression of our relationship to a range of companies, each with very different identities and branding approaches.















COYOTE - LOGISTICS 
a UPS Company

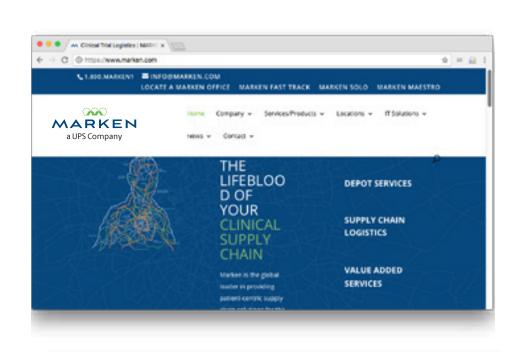




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# Sample Applications









Department
Region (optional)
UPS Business Unit

a UPS Company

UPS Business Unit

Legal Name (ifrequired by law)
Address Line 1
Address Line 2
(number) Phone
(number) Fax/Mobile (optional)

Email

COYOTE ->
LOGISTICS.
a UPS Company

Firstname Last

Title

Department

Region (optional

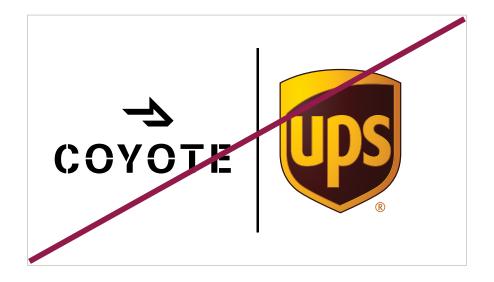
Department Region (optional) UPS Business Unit

Legal Name (if required by law) Address Line 1 Address Line 2 (number) Phone (number) Fax/Mobile (optional)

Email



### **Incorrect Use**



1. Do not use the UPS logo in any lockup with a subject company to indicate a relationship with UPS.



2. Do not create and place an endorsement line using the UPS logo.



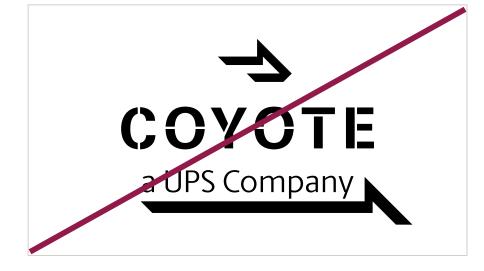
3. Do not use the endorsement signature at such a small size that the endorsement line text is not highly legible.



4. Do not place the endorsement line text off-center below the subject logo.



5. Do not color the endorsement line text in any color other than black or white.



6. Do not add decorative motifs to the endorsement line text.



7. Do not deviate from the approved typeface, color, size and placement of the endorsement line.



8. Do not place the endorsement line text in any place other than below the subject logo.



9. Do not reduce the 'P'-height space between the endorsement line text and the subject logo.

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# Stationery

Through items like our business cards and letterhead, you can consistently support our brand as you are meeting and communicating with others both inside and outside our company.



### **Business Card** — U.S. Standard

Size

3.5" x 2".

#### Paper Stock

110# CG Cover or equivalent.

#### **Printing**

Offset lithography, four-color process, overall varnish.

#### Color

UPS Brown, UPS Gold. All text: Black.

#### **UPS Logo**

Primary UPS Shield 2-color version at 0.65" width.

#### **Number of Lines**

Total: 13 lines.

Personal information: 5 lines max. Contact information: 7 lines max. Spacing: 1 line min. between personal details and contact information.

Email: Always appears on line 13. Whenever possible, keep one line clear before the email information.

#### **Typesetting**

Personal name:

UPS Berlingske Sans Bold, 7.5 pt/8.5 pt leading.

#### Personal information:

UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

Legal name (only if required by law):

UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

#### Contact information:

UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

#### **Typing Specifications**

Phone/Fax numbers:

- Use a space to separate groups of numbers within phone or fax numbers.
- You may display a mobile phone number instead of a fax number. Apply the commonly used terms of your region, e.g., mob for mobile.
- Providing an international dialing code for the country of operation is optional. It should be set as shown: +1 for USA, +44 for UK, etc. Always display the area code and number before their descriptive name, e.g., +1 (123) 456 7891 Phone.

Artwork is available from brand management.

#### Business cards are shown actual size



Artwork is available from brand management.

#### 1.

0.25"

#### **Limited text information:**

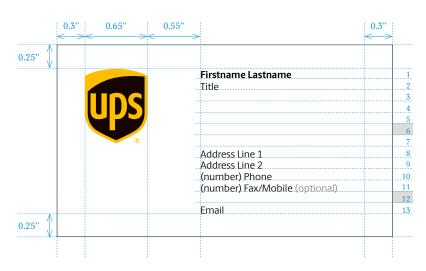
0.3" 0.65" 0.55"

Top information is top-aligned to line 1. Address information is bottom-aligned to line 11.

Firstname Lastname

Address Line 1

(number) Phone



2.

#### **Simplified text information:**

Top information is top-aligned to line 1.
Address information is bottom-aligned to line 11.



3.

#### **Complete text information:**

Lines 6 and 12 remain empty.

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### **Business Card** — International

Size

88.9 mm x 50.8 mm.

#### Paper Stock

110# CG Cover or equivalent.

#### **Printing**

Offset lithography, four-color process, overall varnish.

#### Color

UPS Brown, UPS Gold. All text: Black.

#### **UPS Logo**

Primary UPS Shield 2-color version at 0.65" width.

#### **Legal Graphics**

Legally required graphics may be placed on the business card, if necessary. The zone for this information, as shown here, is 14 mm x 7 mm.

#### Number of Lines

Total: 13 lines.
Personal information: 5 lines max.
Contact information: 7 lines max.
Spacing: 1 line min. between personal details and contact information.

Email: Always appears on line 13. Whenever possible, keep one line clear before the email information.

#### **Typesetting**

Personal name: UPS Berlingske Sans Bold, 7.5 pt/8.5 pt leading.

Personal information:

UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

Legal name (only if required by law): UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

Contact information:

UPS Berlingske Sans Regular, 7.5 pt/8.5 pt leading.

#### **Typing Specifications**

Phone/Fax numbers:

- Use parentheses around the country code.
- Separate groups of numbers with either a character space or a period, according to the conventions of your region.
- You may display a mobile/cell phone number instead of a fax number. Apply the commonly used terms of your region, e.g., mob for mobile, cell for cellular.
- Always display country code and number before their descriptive name, e.g., (+44) 01 12 3456 7890 Tel.

Artwork is available from brand management.

#### **Approved Principles for Business Card Layout**

There are three distinct information blocks:

- Personal information (e.g., name, title).
- Contact information (e.g., address, telephone number).
- Email information.

#### **Personal Information is Displayed Between Lines 1-5**

- "Firstname Lastname" always appears in UPS Berlingske Sans Bold.
- If required, UPS business unit names may be used.

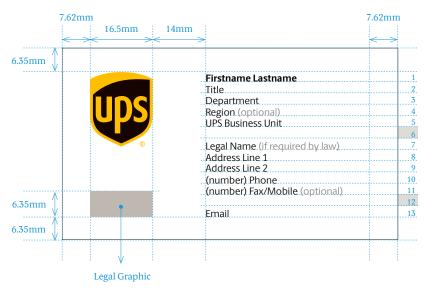
#### **Contact Information is Displayed Between Lines 7-12**

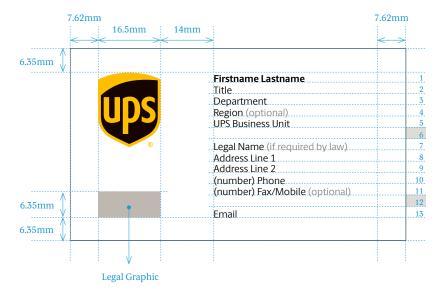
- If the legal name must appear, it should always be the first line of the contact information.
- Whenever possible, keep one line clear before the email information exception is made when the full set of lines (7-12) are used.

Email information should always appear on line 13.

Note: When the legal name runs over two lines, the contact information block may start on line 6, as long as the first five lines are not all used.

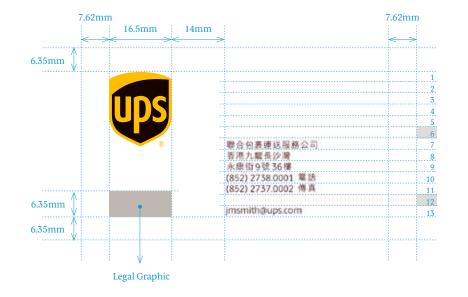
#### Business cards are shown actual size





1.
Dual language gard from

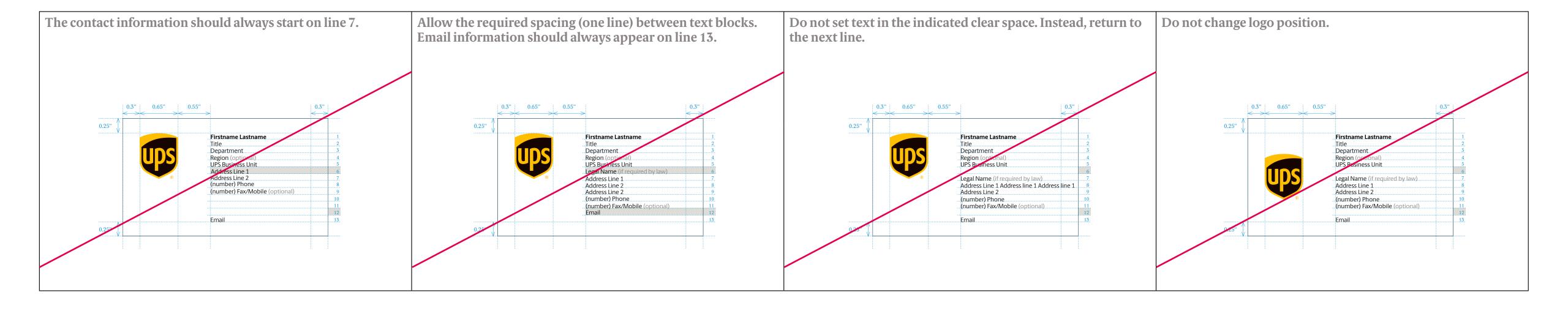
Dual-language card, front.



**2.** Dual-language card, back.

## **Business Card** — Incorrect Use

To ensure a clear and consistent application of our business card, we've compiled some examples of treatments or alterations to avoid.



UPS Brand Guidelines Issued May 13, 2021

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# Letterhead — Specifications

Sizes

Letter – U.S.

8.5" x 11".

Monarch – U.S.

7.25" x 10.5".

A4 – International

210 mm x 297 mm.

#### Printing—Color

Offset lithography, four-color process.

Color laser printer from electronic template.

#### Paper Stock

24# CG Writing or equivalent.

Strive to use the best quality paper available, preferably one that matches the weight and color of official UPS letterhead stock.

#### Color

UPS Brown 4C, UPS Gold 4C. All text: Black.

#### **UPS Logo**

Primary UPS Shield Color version at 16 mm width.

#### **Typesetting – Offset Printing**

UPS business unit, region or legal name: UPS Berlingske Sans Regular, 8 pt/9.5 pt leading.

Contact information: UPS Berlingske Sans Regular, 8 pt/9.5 pt leading.

#### Typesetting – Electronic Template

UPS business unit, region or legal name:

Verdana Regular, 8 pt/9.5 pt leading.

Contact information: Verdana Regular, 8 pt/9.5 pt leading.

Legal information (footer): Verdana Regular, 7.5 pt/10 pt leading.

Legal information (footer): Verdana Regular, 7.5 pt/10 pt leading.

#### Printing — Black and White

Black and white laser output from electronic template.

#### **Paper Stock**

Strive to use the best quality paper available, preferably one that matches the weight and color of official UPS letterhead stock.

#### Color

Grayscale.

All text: Black.

#### **UPS Logo**

1-color black logo version at 16 mm width.

#### Typesetting – Electronic Template

UPS business unit, region or legal name: Verdana Regular, 8 pt/9.5 pt leading.

Contact information: Verdana Regular, 8 pt/9.5 pt leading.

Legal information (footer): Verdana Regular, 7.5 pt/10 pt leading.

Legal information (footer): Verdana Regular, 7.5 pt/10 pt leading.

#### **Typing Specifications**

Information should begin on the baseline of the UPS characters in the logo.

Phone/Fax numbers (optional):

- Use a space to separate groups of numbers within phone or fax numbers.
- Providing an international dialing code for the country of operation is optional. It should be set as shown: +1 for USA, +44 for UK, etc. Always display the area code and number before their descriptive name, e.g., +1 (123) 456 7891 Tel.
- The fax number may be replaced by an additional address line, if required.

Please refer to the body copy in the sample letter for format guidelines.

#### **Footer Information**

The footer area of the letterhead is used only for graphic certification icons (e.g., ISO Standard) or legally required information, such as legal entity names, which may be translated into the local language.

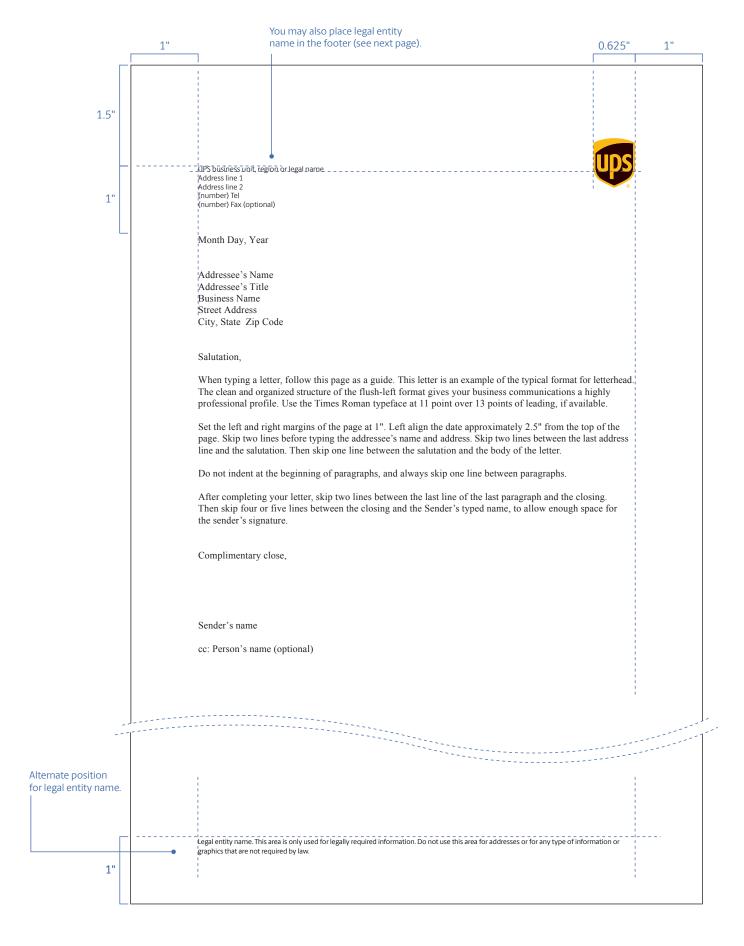
Do not use this area for addresses, or for any information or graphics that are not required by law.

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Artwork for stationery is available on UPS Brand Central.

# Offset Letterhead — Samples and Measurements

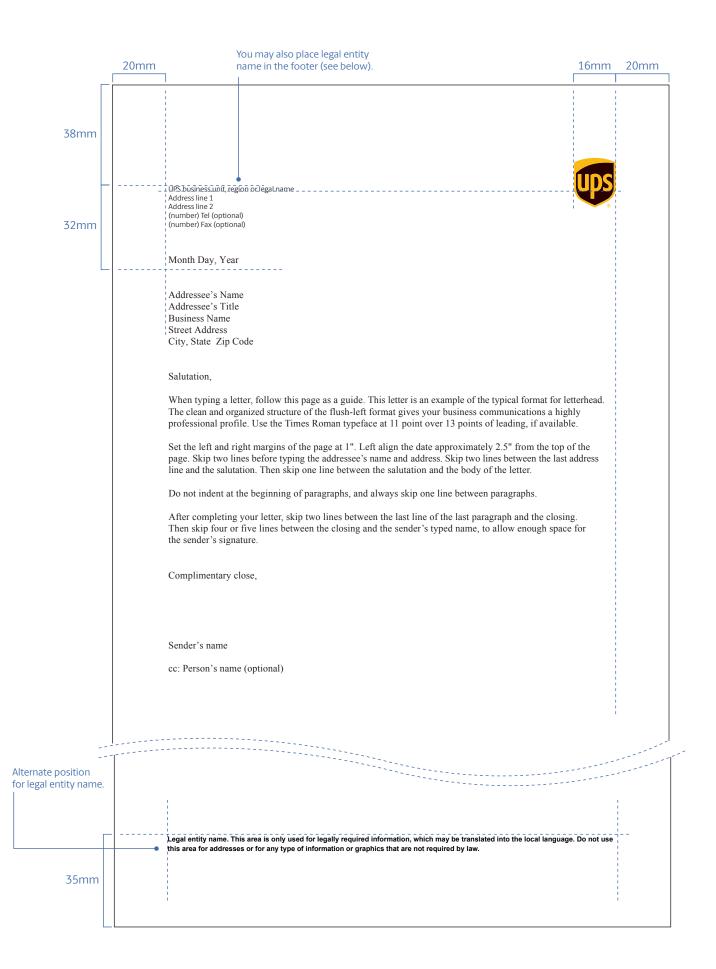
Letter – U.S.



Monarch – U.S.



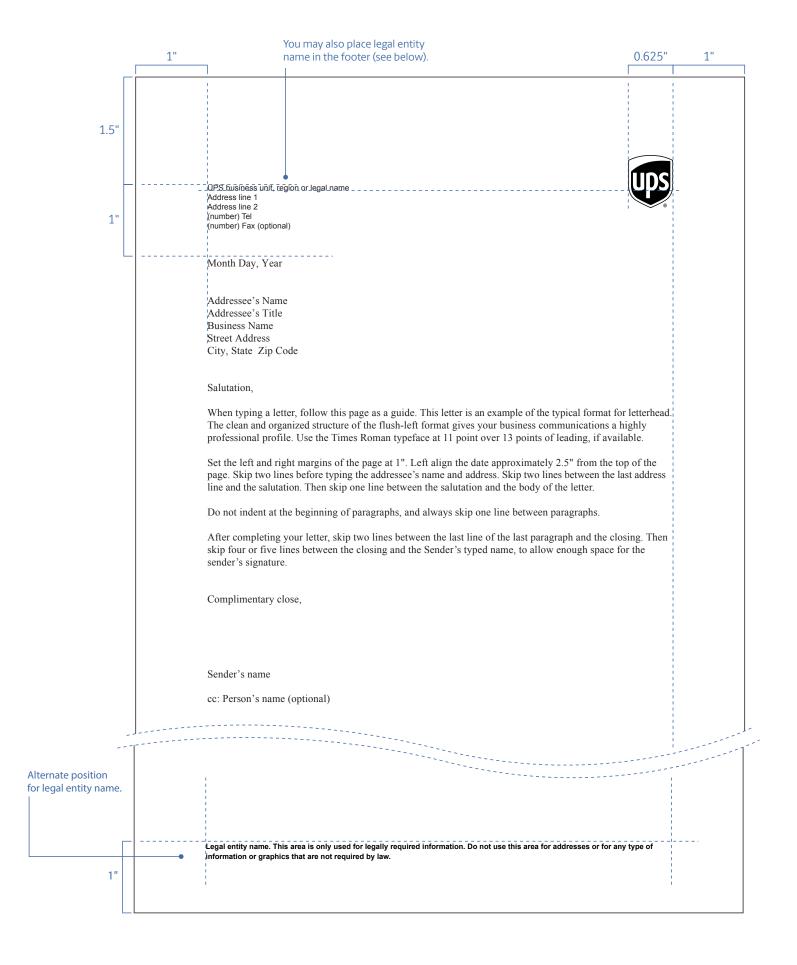
#### A4 – International



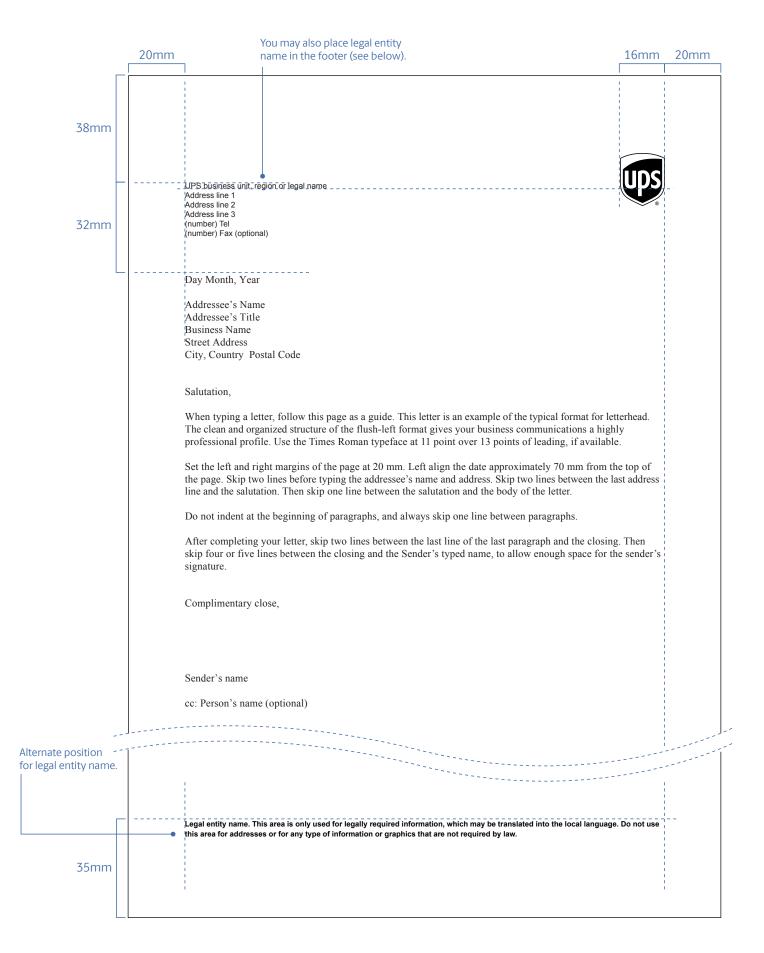
101

# Laser-Generated Letterhead — Samples and Measurements

Letter – U.S.



A4 – International



UPS Brand Guidelines Issued May 13, 2021

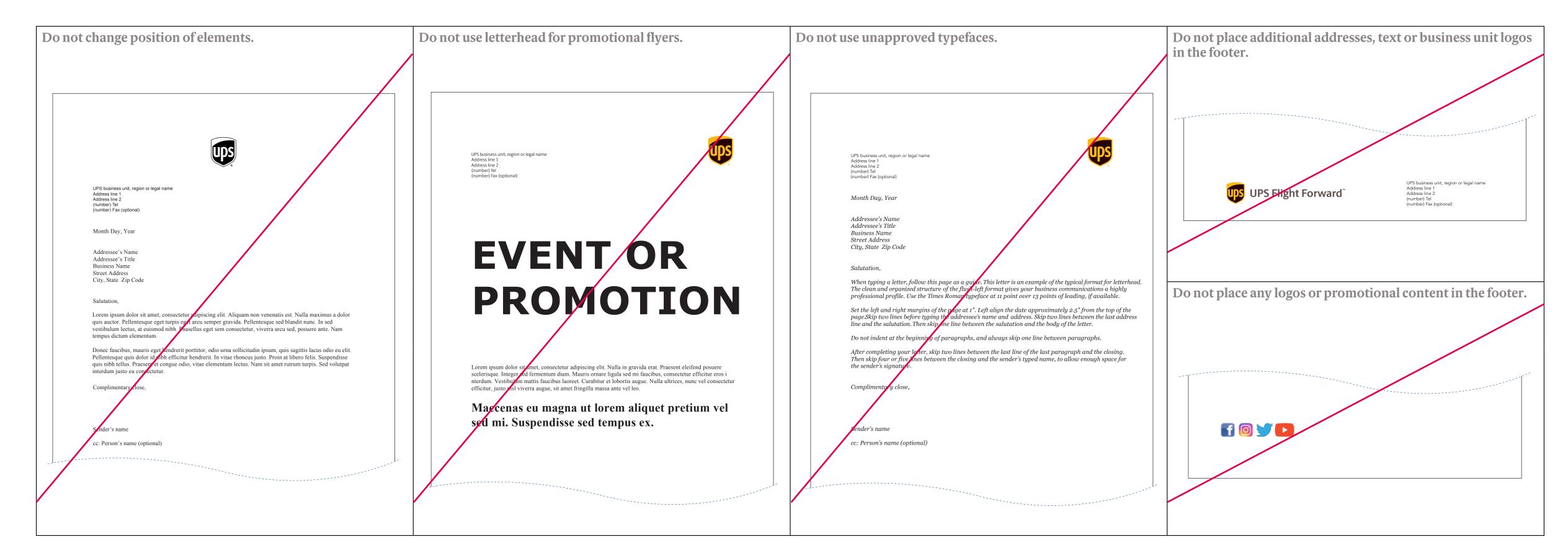
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### Letterhead — Incorrect Use

To preserve the integrity of our brand, we have placed strict limitations on the use and layout of the letterhead. The examples on this page illustrate some, but not all, potential misuses.

Keep in mind that the logo is carefully rendered artwork and that any alteration, apart from proportionate scaling, is considered incorrect use. Template files have been created and are available on UPS Brand Central: brand.ups.com

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### **Fax Form**

Sizes

Letter – U.S.

8.5" x 11".

A4 – International

210 mm x 297 mm.

210 ------

#### **Paper Stock**

Printing

Strive to use good quality paper suitable for fax machines.

Laser output from electronic template.

#### Color

Black

All text: Black.

#### **UPS Logo**

UPS 1C Shield Black, Positive version at 16 mm width.

#### **Typesetting**

UPS business unit, region or legal name: Verdana Regular, 9 pt/11 pt leading.

Contact information: Verdana Regular, 9 pt/11 pt leading.

Header: UPS Berlingske Sans Medium, 21 pt.

Sender/Sendee information: Verdana Regular, 9 pt/12 pt leading, rule weight: 0.5 pt.

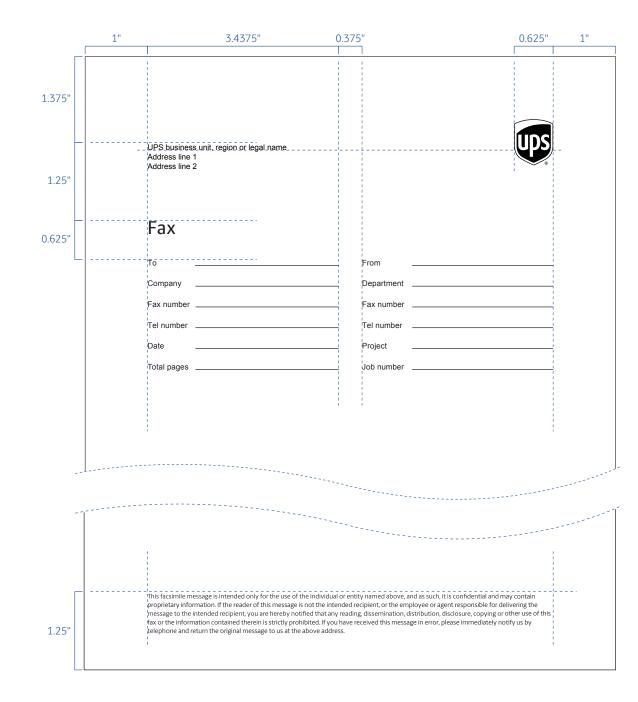
Confidentiality notice: UPS Berlingske Sans Regular, 7.5 pt/10 pt leading.

#### **Typing Specifications**

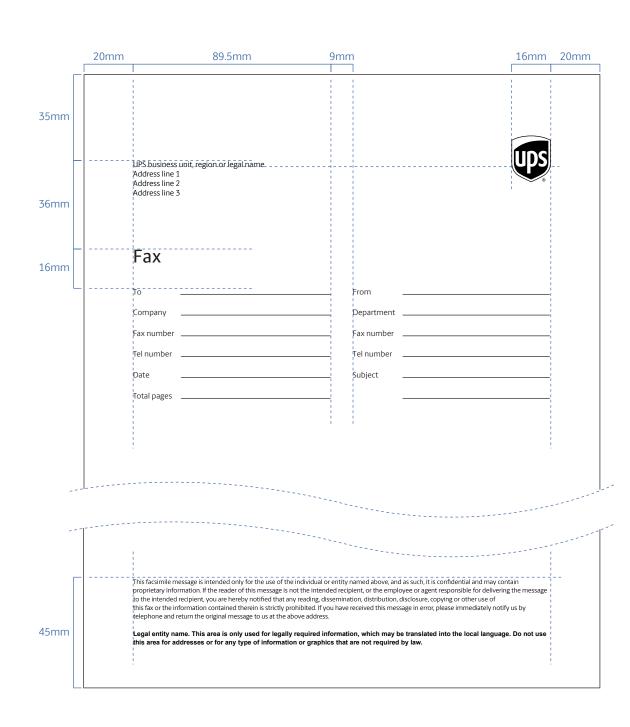
Information must begin on the baseline of the UPS characters in the logo, as shown at right.

Templates can be downloaded on UPS Brand Central.

U.S.



#### International



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### **Additional Reference Guide**

#### **Located in Brand Central**

- Innovation Endorsement Guidelines
- The UPS Store Brand Guidelines
- UPS Digital Brand Guidelines
- UPS Employment Brand Guidelines
- UPS Healthcare Brand Guidelines
- Be Unstoppable Campaign Guidelines
- Design Lab (UPS Digital Design System)

#### Contact Brand@ups.com for Assistance with:

- Authorized Service Contractor Guidelines(ASC)
- Authorized Service Outlet Guidelines (ASO)
- DAP Messaging Guide
- Outside Growth Providers Guidelines (OGP)
- Outside Service Providers Guidelines (OSP)
- UPS Building Signage Guidelines
- UPS Healthcare Building Signage Guidelines
- UPS Healthcare European Fleet Guidelines
- UPS Uniform Guidelines
- UPS Vehicle Guidelines

#### **Trademarks and Naming**

- Contact brand@ups.com
- For a complete list of our trademarks, please visit brand.ups.com

#### **Group Contacts**

- Automotive | automotiveinfo@ups.com
- DX Engagement Team (web) | UPSDXEngagementTeam-Durkee@ups.com
- Employee Communications | empcomms@ups.com
- Print Services | brandcreative@ups.com
- Procurement | procadmin@ups.com
- Public Relations | pr@ups.com
- Social Media | socialmedia@ups.com
- Sponsorships | brand@ups.com
- Sustainability | sustainability@ups.com
- The UPS Store | creativeserv@upsstore.com

For any questions, contact brand@ups.com



Email brand@ups.com for any brand-related questions or guidance. Email brandcreative@ups.com for customer-facing creative services. Visit brand.ups.com for brand assets.