

BRAND STYLE GUIDE 2014 v.101714



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1: COMPANY OVERVIEW CORE VALUES

Celebrating People: We are eclectic individuals who encourage each other to be ourselves while celebrating our differences and similarities. We have a generous spirit and infuse kindness and respect into all of our interactions.

Nurturing Growth: Numi provides a learning culture and supportive environment that encourages personal enrichment and expects professional growth as we collectively strive for excellence.

Embracing Possibilities: Steeped in innovation, we are forward-thinking, open-minded and willing to take risks. Entrepreneurial in our approach, we embrace promising ideas and creatively realize them as a Tea'm. Each of us has the responsibility to share our ideas and ask, "What if?"

Be the Change: We are obligated to create a positive impact on the planet and our communi'Tea. Positive change is achieved through inspiration, transparency and consistency of words and actions. Our energies are focused on finding solutions.



1: COMPANY OVERVIEW BRAND PROMISE

Through authenticity, creativity, and commitment to people and planet, we bring you the purest best tasting organic tea.



1: COMPANY OVERVIEW PRINTING STANDARDS

SUSTAINABLE PRINTING STANDARDS

Through thoughtful choices we are committed to reducing our impact on the planet. Organic tea cultivation protects the health of farmers, the planet and you. Programs that lower and offset our carbon emissions including a solar-powered production facility

- Saves over 1,000 trees annually
- Greenhouse Emissions by 90,605 annually
- Envelopes made from 72% post-consumer waste
- Diverts landfill by 106,423 lbs. annually
- Reduces packaging use by 54,022 lbs. annually

Trees Saved	Landfill Reduced (lbs.)	Energy Reduced (000) BTU	Water Reduced (gallons)	Net Greenhous Emissions
6,956	447,392	3,683 million	3,119,468	629,145

PACKAGING:

- Natural biodegradable filter-paper tea bags; not GMO corn or plastic "silky" bags
- Recyclable boxes made of 85% post-consumer waste CCNB, printed with soy-based inks and without unneeded ed shrink-wrap
- Natural hemp-based biodegradable filter-paper tea bag that is verified NON GMO
- Tea tags made from 100% recycled material, printed with soy-based inks.



1: COMPANY OVERVIEW PRINTING STANDARDS

COLLATERAL PAPER STOCKS

- New Leaf Reincarnation or comparable.
- Minimum 50% post consumer recycled
- Matte or satin water-based UV coatings

EVENT MATERIALS

- Natural materials preferred such as poplin, cotton, recyclable tyvek, corrugate, etc.
- Minimal use of vinyl or other toxic materials.



1: COMPANY OVERVIEW

BRAND POSITIONING

TARGET MARKET

- Women 35-64 years old living in all parts of the US
- Tea enthusiasts
- LOHAS attitudes and behaviors
- College educated
- Inquisitive, seeker of knowledge, open-minded, well-informed, interested in stories behind products, a focus on inner/health
- Household income of \$75K+

FRAME OF REFERENCE Organic Artisan Tea

BENEFIT/POINT OF DIFFERENCE

Through authenticity, creativity, and commitment to people and planet, we bring you the purest best tasting organic tea.

REASONS TO BELIEVE

- TASTE/ QUALITY INGREDIENTS: We use premium organic teas and herbs blended with only real fruits, flowers and spices, and nothing else.
- ORGANIC: We source organically grown ingredients to protect the health of our growers, consumers, and the planet.
- INNOVATION/ORIGINALITY: We pioneer exotic teas and herbs from remote regions of the world and use innovative methods to create unique blends.
- FAIR TRADE: We have a steadfast commitment to sourcing directly from growers that meet our fair trade values.
- ECO-RESPONSIBLE: We are at the forefront, recognized for reducing our impact on the earth by using eco-friendly packaging, non-GMO materials, minimizing our waste and offsetting our carbon footprint



1: COMPANY OVERVIEW BRAND PERSONALITY

BRAND PERSONALITY

Must Haves
Taste appeal / Discerning palate
Values-driven, eco-conscious
Artistic, creative or appreciator of the arts, inspired

FILTERS

Worldly, well-travelled, citizen of the world Adventurous, likes to try new & exotic things Intelligent & well-informed Warm & inviting

Individual, original, free-spirit, forward thinker, likes to try new things

Down to earth

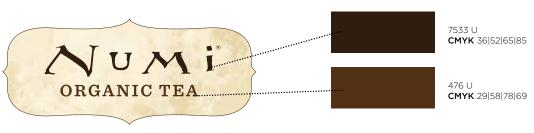


2: LOGO USAGE

Common Usage

Celebrating people, planet and pure tea

Numi Logo with tagline 4 color logo



Celebrating people, planet and pure tea

Texture behind is an embedded .tif duotone



Numi Logo with reverse tagline 4 color logo, dark background



7499 UP **CMYK** 0|3|12|0



Celebrating people, planet and pure tea

2: LOGO USAGE

Tagline Specs

Numi tagline Specs and fonts



Alignment:

Left align with the "O" in Organic Right align with the "A"in tea

Font: Mrs. Eaves Italics Minimum: 7.25 pt

Numi logo with tagline, minimum size 2.15" x 1.125"



Celebrating people, planet and pure tea

Minimum tagline size:

If logo is smaller than this, please remove tagline.

Numi logo, no tagline minimum size 1" x .5"





2: LOGO USAGE

Tagline Usage

Celebrating people, planet and pure tea

ACCEPTABLE USAGE

Size limit:

Examples - Web ads, Small print ads





ACCEPTABLE USAGE

Numi logo, no peanut shape

ACCEPTABLE USAGE:

Packaging - as 2nd reference with copy/distributor info, tea tags

Swag - small applications such as buttons or lanyards, where peanut shape is cumbersome or text only is preferred: metal embossing, etc.







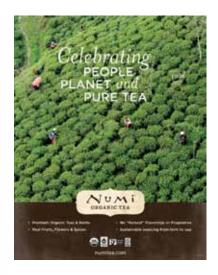
CARTON, BACK



ACCEPTABLE USAGE

Tagline is used as a headline: Examples - Posters,





INCORRECT USAGE







Placement and Anchoring

Celebrating people, planet and pure tea

When using the logo with peanut shape in collateral, it can be used to separate image elements. The midline of the logo should rest on the separating lines of the images.

SWOOSH USAGE

Alignment: Swoosh as text block or image: Set logo peanut shape: left and right points on stroke on top of swoosh image area. ORANIC TEA Coloning pools, plust and parts We blend premium full-leaf quality organic ingredients. We blend premium full-leaf quality to say and nerbs with only 150% real fruit. If lowers and solces. Celebrating people, planet and pure tea

Alignment: Swoosh as header

Set logo peanut shape: left and right points on stroke **under** the swoosh image area



IMAGE/TEXTURE USAGE

Alignment: Set logo peanut shape: left and right points on midline between photo and texture.





Alignment: Set logo peanut shape: left and right points on midline between photo and texture.





Color Alternate Usages

Celebrating people, planet and pure tea

When 4 color is not possible due to printing specs constraints, the following options may be used:





1 - color printing spec476 U preferred,7499 U acceptable on dark backgrounds.









3: COLOR GUIDE CORE FAMILY

Celebrating people, planet and pure tea

NEUTRAL BROWNS AND CREAMS **USAGES:**

texture fill and typography



CMYK 36|52|65|85



476 U **CMYK** 29|58|78|69



7499 UP **CMYK** 0|3|12|0



CMYK 0|8|33|10

TYPOGRAPHY USAGES: light background



CMYK 36|52|65|85

TYPOGRAPHY USAGES: dark background



ACCENT COLORS

USAGES:

texture fill and flavor specific packaging (tags, boxes and envelope colors)







Celebrating people, planet and pure tea

Usage

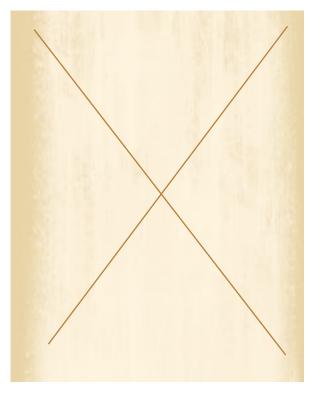
Use even horizontal and vertical proportions. 2 toned b/w .tif in indesign.



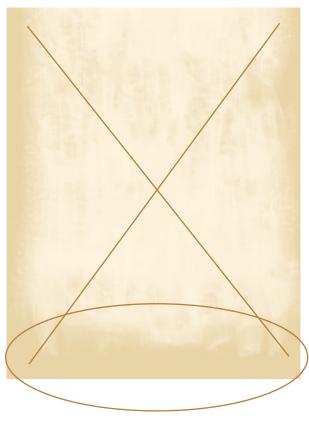
Natural Stain:

Background color: 0|8|33|10 Foreground color: 0|2|12|0

DO NOT use stain out of proportion.



DO NOT allow too much solid border around edges.







Styles

Celebrating people, planet and pure tea

Use natural textures, stone, paint swabs, concrete, etc. old paper, etc.













4: TEXTURES

Texture Coloration

Celebrating people, planet and pure tea

Foreground fill



Background fill



Final version











Standard Corporate Fonts

Celebrating people, planet and pure tea

FONTS:

Gotham: minimum size 5.5pt Book abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ

0123456789

Medium abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ 0123456789

MrsEavesItalic minimum size: 7 pt abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ 0123456789

SENTINEL: ONLY USED IN LOGO ABCDEFGHIJKLMNOPQRSTUVWXYZ 0123456789 **EXAMPLES**:

Assam aged with real bergamot

AGED EARL GREY™

Celebrating people, planet and pure tea

Ingredients: Fair Trade Certified™ organic Assam black tea, organic bergamot.

ORGANIC TEA



Real Ingredients

Celebrating people, planet and pure tea

Original photo: usage is cropped and slight off center



Usage: Collateral



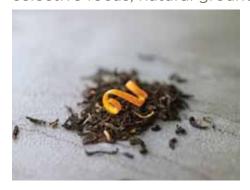
Usage: Packaging







Other examples: Minimal propping, focus on ingredients selective focus, natural grounds, top angle view











People/Fair Labor Practices

Celebrating people, planet and pure tea

Original Photos: Photography by our executives and travelers on our tea gardens and facilities.















Planet: Tea Leaves and Fields

Celebrating people, planet and pure tea

Original Photos: Photography by our executives and travelers on our tea gardens and facilities.





Photos in Shapes

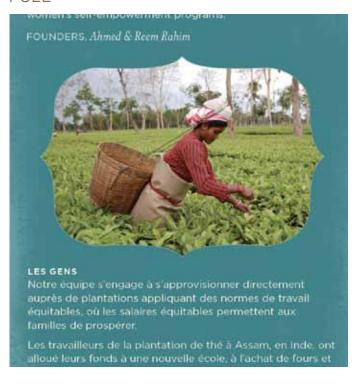
Celebrating people, planet and pure tea

PEANUT SHAPES

PARTIAL



FULL



RULES:

FILL peanut shape completely, or crop to bleed area.



Do not change horizontal/vertical proportions to fit photo. Instead, peanut shape may be cropped to straight edges.





Photos in Shapes

Celebrating people, planet and pure tea

SWOOSH SHAPES

DOUBLE

Numi "peanut" edges rest on stroke above filled shape.

Stroke above fill shape should be same distance from fill shape.

Stroke at bottom of filled shape should be same distance from bottom of fill shape or photo shape.

SINGLE:

Numi "peanut" edges rest on stroke above filled shape.

Stroke above fill shape should be same distance from fill shape.

SWOOSH SPECS:

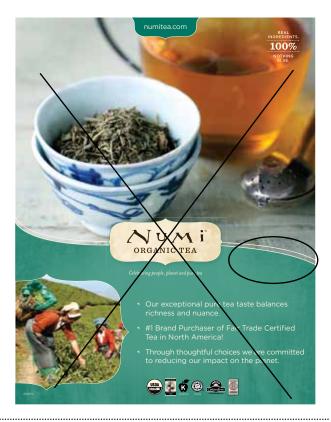
stroke weight: 0.941 pt distance from stroke to stroke .045"

RULES:

KEEP DISTANCE EVEN from stroke to fill edge KEEP PEANUT EDGES on stroke above fill. USE SAME FILL COLOR on stroke of filled shape.









Bullets and Line Rules

Celebrating people, planet and pure tea

OPTIONAL	BULLE	T: 1815 L	JΡ
Vector pasted	directly	into doc	

- Instead of round bullets
- Center on Lines of Copy
- Keep to less than 3 bullets

OPTIONAL COPY SEPARATION Vector pasted directly into doc.

Japanese Dots - 1 pt stroke

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Real Ingredients Bug Color and Size

Celebrating people, planet and pure tea

REAL INGREDIENTS BUG:

used on box fronts and collateral

COLORS:

REAL INGREDIENTS.

100%

NOTHING ELSE.

REAL INGREDIENTS.

100%

NOTHING ELSE.

REAL INGREDIENTS.

100%

NOTHING ELSE.

Light - Medium backgrounds use: **CMYK** 29|58|78|69

White or Very Light backgrounds use: CMYK 29|58|78|69 70% transparency Dark backgrounds use: **CMYK** 0|3|12|0

SIZE:



NOTHING ELSE.

Height of bug is about the same as "Numi Organic Tea" font height in logo usage on the piece.

Celebrating people, planet and pure tea



Celebrating people, planet and pure tea

7: DESIGN ELEMENTS

Real Ingredients Bug Placement

PLACEMENT:

Packaging: use in upper right region equidistant from top and right edge when logo is mid-point of piece

PACKAGING:

Reverse in 0|3|12|0

NUMI

ORGANIC TEA

AGED EARL GREY"

Assam aged with real bergamot

SIDE PANEL EXTENSION



On cartons, dotted line extends to side panel to include bulleted points.

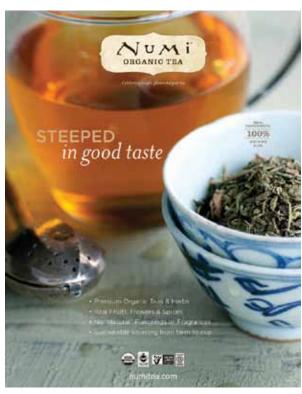
0

Dark in 23|34|43|64



POS/COLLATERAL:

Poster (may be lower when logo is at top of piece)



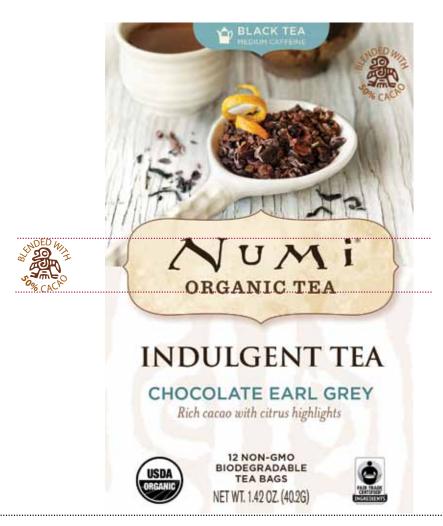


Violator Bugs

Celebrating people, planet and pure tea

OTHER FAMILY LINE BUGS: COLOR: will vary per line

PLACEMENT: upper right of face







Flavor/Caffeine Indicator

Celebrating people, planet and pure tea

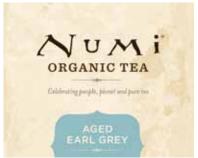
PACKAGING:

PLACEMENT:

Flavor name: 1/3 wraps over top edge of front face.

Caffeine level: Other 2/3 wraps to "bottom" edge of the carton top.

Cartons:







Envelopes: use 1/3 of shape



CAFFEINE INDICATIONS: Use coordinating pot with tea type and caffeine level centered in shape.











Sampler Cards: use 1/3 of shape





CHOCOLATE

EARL GREY

COLOR:

Shape will vary per flavor

FONT COLOR:

Light backgrounds: CMYK 0|3|12|0

Dark backgrounds: CMYK 36|52|65|85



Tea Bag Count Indicator

Celebrating people, planet and pure tea

GIFT PACKAGING:

PLACEMENT:

Shape: 1/3 wraps over top edge of front face. Can stand alone without other 2/3 wrap.

Font can be determined by design.









Title or numitea.com

Celebrating people, planet and pure tea

COLLATERAL HEADERS:

PLACEMENT:

Shape: use 1/2 shape with

1/8" bleed over

SIZE:

On 8.5 x 11, size is increased by 150% scale for large proportion.

front header, 150% scale

TEA & HERBAL TEASAN BOXES back header, 120% scale

Product Specifications

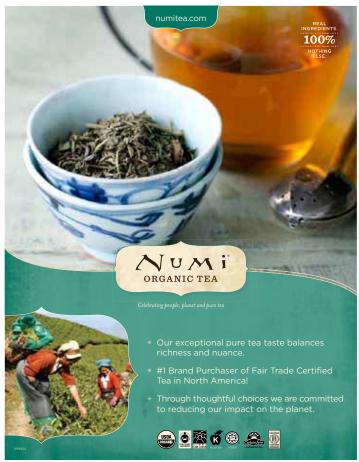
Product Sheets:



numitea.com FONT: Gotham Medium

numitea.com

Demo Stands:





Celebrating people, planet and pure tea

FRONTS: US PACKAGING

7: DESIGN ELEMENTS

U.S. Certification Logos

BUG SPECS: 2-COLORS: BLACK & CMYK 0|3|12|0

U.S. COLLATERAL/E-MARKETING:







SIDES: US PACKAGING











BOTTOM: US PACKAGING & GIFTS





US EXCEPTIONS















Use the Verified Fair Labor™ bug on packaging/ collateral that focuses on a product(s) with this certification. Replace Fair Trade Certified logo in this instance with the same height proportion.













Use the Fair Trade Certified Ingredients bug on packaging/collateral that focuses on a product(s) that contains some but not all Fair Trade Certified Ingredients.

Replace Fair Trade Certified logo in this instance with the same height proportion.



International Certification Logos

Celebrating people, planet and pure tea

BUG SPECS: 2-COLORS: BLACK & CMYK 0|3|12|0 CMYK PROCESS for most

FRONTS: EU PACKAGING & COLLATERAL





FRONTS: CANADIAN PACKAGING





SIDES: EU PACKAGING

LEFT SIDE

















SIDES: CANADIAN PACKAGING & COLLATERAL







BOTTOM: EU PACKAGING & GIFTS





BOTTOM: CANADIAN PACKAGING & GIFTS







Certification Logos Usage

Celebrating people, planet and pure tea

CERTIFICATION BUGS:

PLACEMENT: use in lower footer area

2 COLOR: 0|3|12|0 and black

Cartons:

Cartons:





Support Tools:



Banners:



Sampler Card:



E-MAIL PROMO HEADER







Celebrating people, planet and pure tea

Hierachy

US

French-Canadian Bilingual

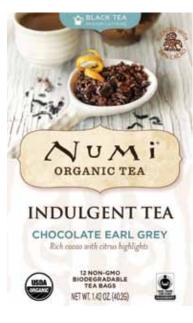


Other families:











Hierachy:

Numi Logo prominence Real Ingredient Photo Product Family Line (if named) Product Name Product Description Legal Product Info Certification Bugs



9: COLLATERAL

Consumer: Print

Celebrating people, planet and pure tea

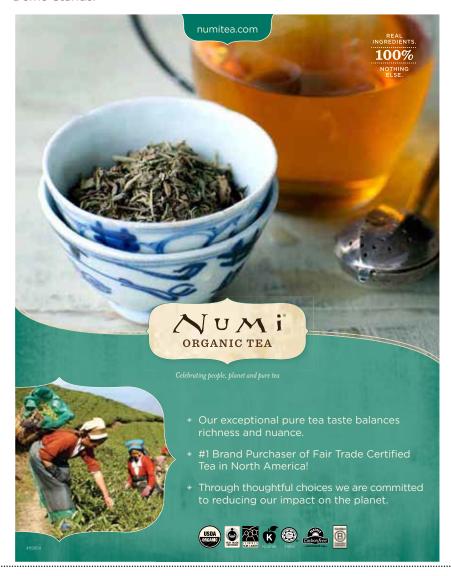
Sampler Card:



Tear Pad Coupon:



Demo Stands:





9: COLLATERAL

Consumer: Digital

Celebrating people, planet and pure tea

Digital Online Ads:











FREE SHIPPING! BUY NOW on all orders over \$39!

NUMI

ORGANIC TEA

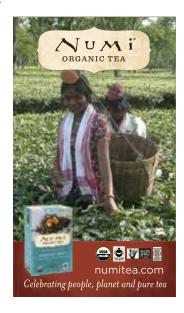




Celebrating people, planet and pure tea

Trade

Ads:





Product Sheets:



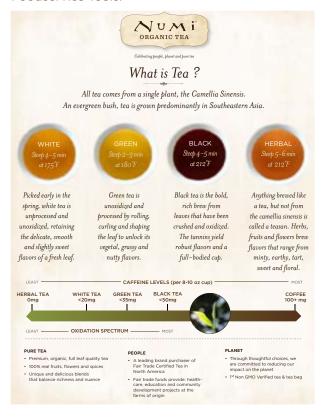




Celebrating people, planet and pure tea

Foodservice: Training

Foodservice Tools:









9: COLLATERAL

Foodservice: Sales Support

Celebrating people, planet and pure tea

Sales Tools:







9: COLLATERAL

Tea Education

Tea Education Tools:







Design Department:

510-534-6864 info@numitea.com **400 23rd Street, Oakland, CA 94612**

Online:

numitea.com

FTP image assets and working files:

Please request and we'll invite you to our box.com site.