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BRAND OVERVIEW

Positioning Statement and Value Proposition

The AWS Positioning Statement and Value Proposition address the ways in which we support both our members and our industry. They are the foundation of our marketing communications, detailing who we want to connect with, what we offer the industry, and the ways in which we do it.

Positioning Statement



For those who weld, join, and cut materials, the American Welding Society is the standard-bearing and educational organization that facilitates resource development and distribution to support the welding workforce and ensure safe, consistent manufacture or fabrication.

Value Proposition

RESOURCE DEVELOPMENT AND DISTRIBUTION:We collaborate with volunteer subject matter

experts throughout the welding, joining and cutting industries to evaluate and substantiate emerging technologies, which are then documented, published, standardized, and distributed.

WELDING WORKFORCE SUPPORT:

We support the global adoption and distribution of these practices through a comprehensive catalog of certifications, educational programming, and networking resources that meet the needs of all skill levels.

SAFE AND CONSISTENT PRACTICES/PRODUCTS

These resources and practices provide reliable approaches and applications that enable individuals and organizations to transform their vision safely and successfully into their desired final outcome.



STRATEGY & VOICE

Market research shows that our members fall into one of four career stages and have six broad needs. Since the welding community is so diverse, the tone for AWS communications is casual and conversational.

Career Stage and Basic Needs

Overview

Each Career Stage utilizes our products and services differently, so messaging should cater to their needs as appropriate.

The six needs are (alphabetically):
Access to Resources
Career Development and Advancement
Certification
Codes and Standards
Education and Training
Networking / Community Building.





LOGO & IDENTITY

AWS Logo Overview

This is the approved American Welding Society logo, reflecting a contemporary interpretation of the established AWS diamond insignia with modernized font. It should be used exactly as shown without editing or changing in any way. There are multiple parts to the logo as shown.

Overview

This is the full logo representation for AWS. As we move to expand our reach we evolve our identity to match a variety of marketing mediums, and this often means evolving our image to fit new needs.

In the next few pages we will breakdown multiple logo variations and the different use-cases for each. The logo mark will be our primary branding image.

Note the Registered Mark "®". This mark should almost always be in use, with very few exceptions where scale or the visual design may conflict. Logo Mark

Word Mark

American Welding Society®

LOGO & IDENTITY

Proper Logo Use Guide

The minimum clear space is measured as the height and width of the letter W. The height of the letter W is defined as x. The width of the letter W is defined as y. The minimum clear space above and below the logo is x. The minimum clear space on the right or left of the logo is y. Try to maximize clear space whenever possible.

What to Consider

Follow the guidelines as listed on the Approved Variations page

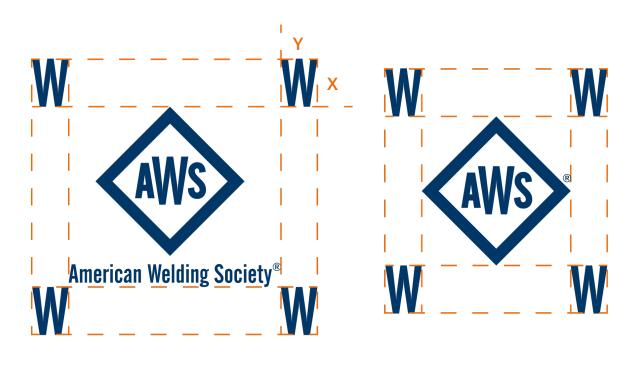
Prioritize single-color renditions when possible

Decide method of Transference: screen print, embroider, paint, engrave Minimize clutter around the logo.

Maximize contrast.

Give more room to breathe at smaller scales.

Remove the word mark at small scale.





LOGO & IDENTITY

Approved Logo Variations

These are the approved renditions of the corporate AWS Logo, and the only variations and color combinations that are to be used (with the exception of District/Section and Industry Partner logos). In almost all cases, we should prioritize the blue logo on white background.

Logo Mark







District/Section Logos





Full Logo







Merchandise Usage

For AWS products and merchandising, we have an alternative rendition with a 30% reduction to our logo mark size. This may be used with smaller scale product prints such as shirt emblems, branded cups, etc. where the logo and text need to be closer in size to be readable.

Horizontal Logo













This page illustrates a series of changes to the AWS Logo which are not allowed.

Unacceptable Logo Use

Unacceptable AWS Logo Use

The AWS Logo must not be distorted, and a shadow cannot be applied. Its shape must always be maintained and the ratio between elements must not be modified.

The AWS Logo must not be used over any non-approved colored backgrounds, or photographic backgrounds that do not provide adequate contrast.

The AWS Logo must never be recolored or screened back in an illegible manner that infringes on its clearspace.

Don't warp the logo.



Don't rotate the logo.



Don't use the logo without sufficient contrast.



Don't stretch the logo.



Don't rearrange the logo.



Don't use non-brand colors.



Don't add visual effects.

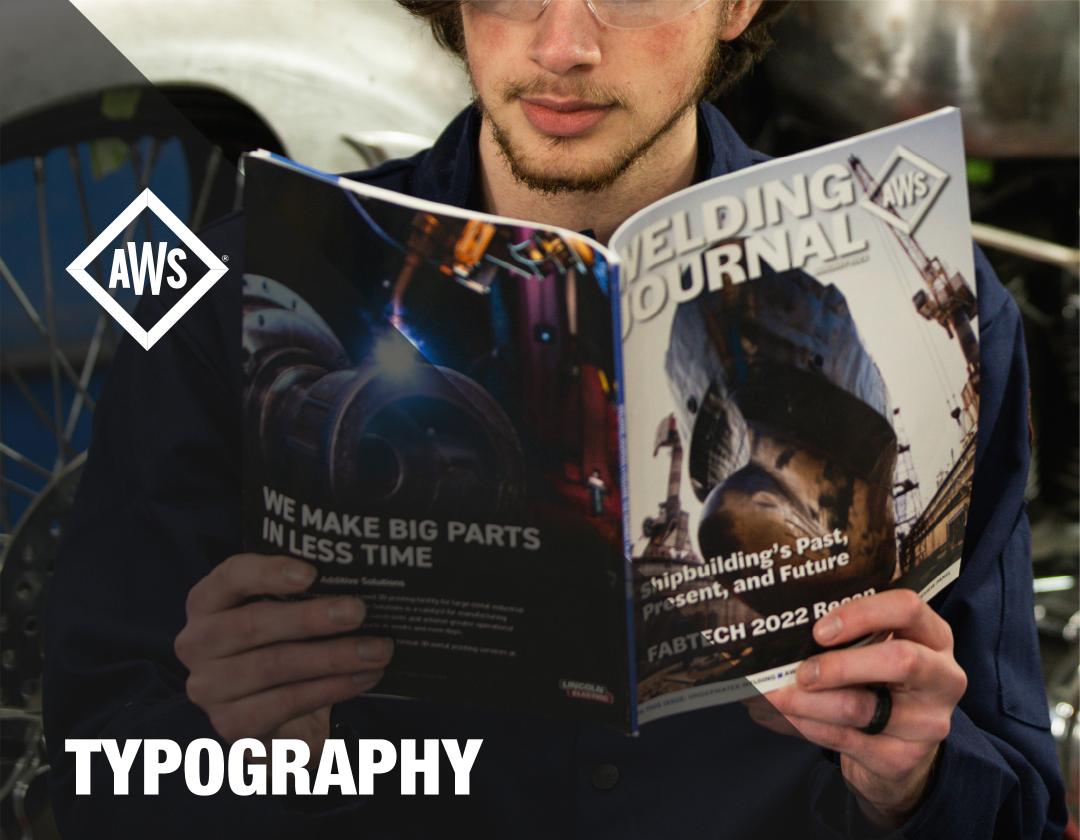


Don't change the scale.



Don't use logo with non-brand colored backgrounds.





Primary: Helvetica Neue Condensed

The approved font for all AWS marketing and communications content is Helvetica Neue Condensed. Acceptable variations are shown below. This font should be used in headlines and callouts almost exclusivesly. Always in all caps, it is our most eye catching typeface to lead our text content. Use the oblique sparingly, mainly for callouts.

Uses

Headlines Callouts

Styles

Condensed Black (Oblique)
Condensed Bold (Oblique)
Condensed Regular (Oblique)

Platforms

Web Digital

Black Condensed style should be used in large type headlines. It should be the highest priority text.

Bold Condensed style should be used as a headline in content with medium type size, or as a subhead.

Condensed should be used in callouts and small type size.

HELVETICA NEUE 97 BLACK CONDENSED ABCDEFGHIJKLMNOPQRSTUVWXYZ 1234567890!@#\$%^&*()

HELVETICA NEUE 77 BOLD CONDENSED ABCDEFGHIJKLMNOPQRSTUVWXYZ 1234567890!@#\$%^&*()

HELVETICA NEUE 57 CONDENSED
ABCDEFGHIJKLMNOPQRSTUVWXYZ
1234567890!@#\$%^&*()

Secondary: Arial

Arial is an opensource and commonly available typeface across various web applications. This is the ideal typeface to use for email, social media posts, Microsoft Office suite documentation, and other programs without easily accessible typeface customization.

Uses

Email Signatures Social Media Posts

Styles

Arial Bold Italic Arial Bold Arial Italic Arial

Platforms

Online Digital

Arial is a default sans serif typeface on a variety of applications and should be used over the roman typeface, Times New Roman, for digital usecases.

Arial Bold Italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!@#\$%^&*()

Arial Bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!@#\$%^&*()

Arial Italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!@#\$%^&*()

Arial

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890!@#\$%^&*()

Layout Examples

Here's an example of a well-balanced layout with headers, subheads and copy. Note the typeface, scale, capitalization, line spacing and letter spacing when developing copy. Follow the grid and keep header and body balanced. Note how color is used to emphasize impact words in the header.

UPCOMING EVENTS

Inspection Expo & Conference

Tur? Quid es es etur? Facit, conse cum et dolupie nestibus esed eum nonesci ratquatio. Acepuda ndaerum ut moluptat aut laut faccatiisto ex eume plani dolutes sinum con nos molupta turibusant odisseque ipiciae rempossi omnis ea quam aut volesti utest omnis mod milibus andenihicia comnimin possini magnitates et pedit, explani aut ium ipidebis maximet mod qui natatis eum ad que quasper ibust, cus simus ipiet dolor aliquides deligenem aut repedis serrovit incte volorit et fugit

Welding Summit

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IN-PERSON OR VIRTUAL TRAINING RESOURCES TO HELP YOU SUCCEED

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Below are examples of how to arrange Headers and Subheads. We want to exude youthfulness and adventurousness without losing our connection to tradition. We are modern and bold. We use the grid as our anchor to help guide the reader.

Headline and Call to Action Variations











COLOR PALETTES

Overview

An updated color palette for multiple media usage is vital to remaining relevant and modern within the branding landscape. With the launch of our new website and our expanding digital offerings we needed to assure we could offer clarity and readability with a unique visual identity.

These are the selected colors for the AWS brand. We maintain a hierarchy of brand identity with our color choices and it is important to know when to use each hue.

Our Primary colors remain the traditional navy blue hues combined with a darker shade of grey and lighter tone of grey. These are our tried and true AWS brand colors and should take priority.

Secondary colors are solid black and white which we use for contrast and monocolor or greyscale projects.

Finally, our accent colors are two shades each of orange and blue. These serve to highlight or create hierarchy in text, create noteworthy sight guides to draw the viewers eye, designate interactable web elements, and more.

In the next sections we will provide more details on each color.

Primary Colors

Main Logo

Backgrounds

Products

Body Text

Header

Subheader



PANTONE® 540 C/U CMYK 100 55 0 55 RGB 0 55 103 HEX #003767



PANTONE® 424 C/U CMYK 55 45 45 15 RGB 114 117 117 HEX #727575



PANTONE® 424 C/U 60% CMYK 33 27 27 9 RGB 171 172 172 HEX #ABACAC

Secondary Colors

Body Text

Header Text

Subhead Text

Impact Text

Overlay

Elements

Background

Elements



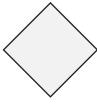
RGB

HEX

0 55 88 0

255 140 50

0 0 0 0 255 255 255 #FFFFFF



CMYK 100 100 100 100 RGB 0 0 0 HEX #000000



CMYK 100 83 45 52 RGB 0 34 64 HEX #002240

Accent Colors

Header Text

Subhead Text

Impact Text

Highlights

Visual Markings

Web Design

Elements









HEX



RESOURCES

Email Signature and Large Format Printing

This section contains a series of sample marketing resources to use and inspire future designs. This is not all-inclusive, it is meant to be a guide for style and layout. Use these as starting points for new ideas.

Signature Standards

It is essential that the AWS team is in full compliance with the email template that is available to them.

Section Name:
ALTERNATE GOTHIC2 BT 18PT
Content:
Helvetica Neue 57 Condensed 12pt

Things to Consider for Large Print

These are large scale, often over a meter tall. Consider image resolution and type size, as well as position of text relative to the viewer's eye-line.

Signature Template



SECTION LEADER NAME SECTION LEADER ROLE SECTION EMAIL ADDRESS SECTION WEBSITE

Large Print Samples





Banner Backdrop

RESOURCES

This section contains a series of sample marketing resources to use and inspire future designs. This is not all-inclusive, it is meant to be a guide for style and layout. Use these as starting points for new ideas.

Product and Merchandise

Things to Consider

Use reduced logo mark rendition. Use contrasting corporate colors.









RESOURCES

This section contains a series of sample marketing resources to use and inspire future designs. This is not all-inclusive, it is meant to be a guide for style and layout. Use these as starting points for new ideas.

PowerPoint Templates

Standard Template

Standard PowerPoint template with a 4:3 aspect ratio. If showing a PowerPoint presentation on an iPad, or tablet.

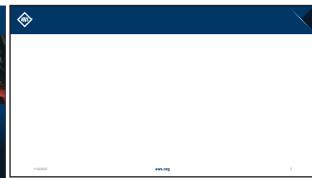
Widescreen Template

Widescreen PowerPoint template with a 16:9 aspect ratio. If showing a PowerPoint presentation on laptops or widescreen TV monitors.











The American Welding Society is the worldwide authority in the development of standards, certifications and educational programming for the welding community. We are committed to connecting the welding industry to our extensive collection of resources, informing our members of technological advancements, and developing the next generation of welding professionals.