

**LEADING NATURALLY** 





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# **ABOUT US**

FROM HUMBLE BEGINNINGS, OUR EQUIPMENT NOW SERVES THE WORLD, ENABLING OUR CUSTOMERS TO PRESERVE, TO INNOVATE, TO SERVE, TO HEAL AND TO EDUCATE IN THE FOODSERVICE, HEALTH, HOSPITALITY, BIO-SCIENCE, MARINE AND EDUCATION INDUSTRIES ACROSS EVERY CONTINENT AND IN ALL CLIMATES.

Placing reliability, durability and energy efficiency at the centre of our design process, generations of Hoshizaki engineers have helped us build an international reputation for high quality, well-designed products.

And by merging with refrigeration specialist Gram Commercial, we have brought together the brilliance of Japanese engineering and the intelligence of Danish design. Our collaboration has created the world's most connected, innovative and responsible manufacturer of cold solutions.

TOGETHER, WE CONTINUE TO EXPLORE THE REALMS OF POSSIBILITY

# **HISTORY**

THE HOSHIZAKI ELECTRIC COMPANY WAS FOUNDED BY MR SHIGETOSHI SAKAMOTO WHO DEMONSTRATED REMARKABLE FORESIGHT WHEN HE STARTED OUR COMPANY IN NAGOYA, JAPAN IN 1947.

From an early stage Mr Sakamoto recognised the need to invest in research and technology and in 1959 his son Seishi joined the company. Together the pair worked with engineers who shared their vision and the breakthrough came with their invention of the first ice machine in Japan in 1965.

With the company's reputation for invention and consistent quality established at home in Japan, businesses from across the world began to demand our products. And gradually, with expansion firstly in Asia, America, then Europe and most recently the Middle East and Africa, Hoshizaki has become a truly global company reaching customers in over 100 countries.

# **OUR VALUES**

WE HAVE FAITH IN THE POWER OF PRECISION ENGINEERING AND THE INTELLIGENCE OF INSPIRED DESIGN TO FORGE A BRIGHTER FUTURE.

We believe that innovative technology can transform businesses and change lives without costing our planet and we pledge to cross frontiers and break boundaries in the pursuit of a sustainable future for our industry and for the benefit of the natural world.

Hoshizaki is committed to creating a sustainable future serviced by pioneering, energy efficient equipment supported by a global network of capable engineers.

# VISION

To be the leading solution provider of professional foodservice equipment.

# MISSION

To supply high-quality, sustainable foodservice equipment, aimed at satisfying the requirements of professional clients and applications, supplied competitively and supported by dedicated customer service.

# CLEAN. CLEAR. POWERFUL.



# **DESIGN PRINCIPLES**

These design principles were developed by and for the Hoshizaki Europe B.V. team as well as external designers to keep our partners and customers best interest in mind.

# Understand user needs

All designs should start with identifying the user needs, and the way users interact with the content. The final output should serve the complete target audience, providing the content with context in the most appropriate way (inclusive, legible, readable).

2

# Show, don't tell

This technique in storytelling enhances the users interaction with content, as it relies on the imagination of the audience. An idividual is more likely to perform an action when it's inspired by their own idea. Sell the idea, not the product.

3

# Design with data

To establish credibility and trustworthyness, designs need to be backed up and supported by data. A comprehensive understanding in every element of the content and design will also help the user to understand a final product.

4

# Be consistent, not uniform

Each design has a specific purpose, which cannot be pre-defined by strict rules. By being consistent with the design elements, colors, and typography a consistent look & feel can be achieved, without limiting the specific needs of each project.

5

# Do more with less

Limit design elements to those who contribute to readability and usability, everthing else is just decoration. Every detail should have a purpose, with a focus on composition and allignment to ensure a harmonious design.

# **LOOK & FEEL**



Hoshizaki Ice Machines have the reputation of being premium products, that produce highquality ice used in established bars, cafe's, and restaurants.

The Hoshizaki brand has become a symbol of quality, as the product experience and impressions made in the mind of the customers, through sales efforts spanning many years, cannot easily be imitated. This has become a powerful factor in differentiation from our competitors.

To support this established reputation, and to appeal to our key demographic within the Horeca segment, an elegant, simple design, with a premium look & feel would be most effective in our communication.

# **SCOPE OF USE**

- » Editiorials & Ads
- » Exhibitions
- » Merchandise
- » Campaigns

Following the show-don't-tell principle in our communication, showing the context of the usage of our products will improve the customer interaction with our content.

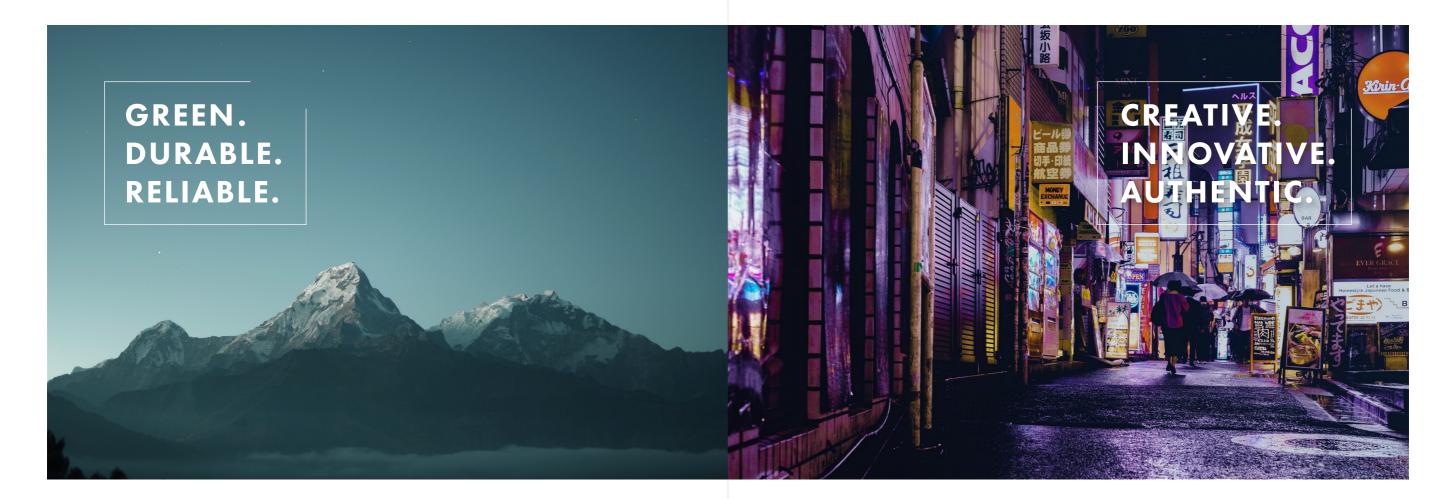
Our products are used in exciting environments, with a wide range of applications. When using relatable and iconic imagery, business owners will be able to simply identify the value of our products, and how they could potentially improve their business.

Determining the right context should be carefully studied, to ensure the majority of the key-audience will be able to relate to it. Involving a known brand ambassador or key opinion leader could also play a role in igniting the customer's imagination and make a campaign more iconic (e.g. widely known chefs, or bartenders).

# **SCOPE OF USE**

- » Editorials & Ads
- » Product Launch Materials
- » Product Campaigns
- » Case studies / Testimonials

# **LOOK & FEEL**



Hoshizaki pursues efforts to preserve the environment with measurements such as the 'Eco Plan', a long-running program intended to counter global warming and deal with other environmental problems.

Believing that natural refrigerants will play a major part within the future of refrigeration technology, Hoshizaki has taken a leading role in the design and manufacture of environmentally friendly ice makers and refrigerators.

Besides the environmental element, the use of clean cold landscapes also symbolizes 'cold products', 'hygiene' and 'sustainability', which are key characteristics of our products.

# **SCOPE OF USE**

- » Green Campaigns
- » Product Launch Materials
- » Exhibition stands and banners
- » Sustainability focused merchandise

Our companies' Japanese origin, as well as its heritage, is something to be proud of. The positive reputation of Japanese engineering and Danish design can be leveraged in our communications and designs.

Serving segments with young, trendy and energetic stakeholders, tailoring our content to their aspirations and imagination would enable us to inspire, educate and motivate this keyaudience. Having a creative, fun, and authentic approuch would maximise the impact.

Playing a pioneer and expert role, supported by our premium products and their proven track-record, our communication should project confidence and credibility, as well as showcase our adaptation to the everchanging industry trends.

# **SCOPE OF USE**

- » Editorials & Ads
- » Exhibition stands & banners
- » Campaigns
- » Social Media

# **TYPOGRAPHY**

Typography plays an important role in communicating an overall tone and quality. Careful use of typography reinforces our identity and ensures clarity and harmony in all Hoshizaki communications.

### PRIMARY CORPORATE FONT: **FUTURA PT**

**FUTURA PT** 

Following the Bauhaus design philosophy, German type designer Paul Renner first created Futura between 1924 and 1926.

While designing Futura, Renner avoided creating any non-essential elements, making use of basic geometric proportions with no serifs or frills. Futura's crisp, clean forms reflect the appearance of efficiency and forwardness even today.

Futura had the honor of being the first typeface on the moon, chosen for a commemorative plaque left by the astronauts of Apollo 11 in 1969.

**SCOPE OF USE: PRINT AVAILABILITY: ADOBE CC TYPEKIT** 

**FUTURA PT HEAVY** 

ABCDEFGHIJKLM NOPQRSTUVWXYZ a b c d e f g h i j k l m nopqrstuvwxyz

FUTURA PT MEDIUM

ABCDEFGHIJKLM NOPQRSTUVWXYZ abcdefghijklm nopqrstuvwxyz

**FUTURA PT BOOK** 

ABCDEFGHIJKLM NOPQRSTUVWXYZ abcdefghijklm nopqrstuvwxyz

### SECONDARY CORPORATE FONT: **OPEN SANS**

Open Sans is a humanist sans serif typeface designed by Steve Matteson, Type Director of Ascender Corp.

Open Sans was designed with an upright stress, open forms and a neutral, yet friendly appearance.

It was optimized for print, web, and mobile interfaces, and has excellent legibility characteristics in its letterforms

SCOPE OF USE: WER **AVAILABILITY: GOOGLE FONTS** 

# **OPEN SANS**

OPEN SANS BOLD

ABCDEFGHIJKLM NOPORSTUVWXYZ abcdefghijklm nopqrstuvwxyz

OPEN SANS SEMI BOLD

ABCDEFGHIJKLM NOPORSTUVWXYZ abcdefghijklm nopqrstuvwxyz

OPEN SANS REGULAR ABCDEFGHIIKLM NOPQRSTUVWXYZ abcdefghijklm nopqrstuvwxyz

# TEXT HIERARCHY

Typographic hierarchy presents lettering so that the most important words are displayed with the most impact so users can scan text for key information. The below guidelines are recommendations, and may be deviated from depending on output.

### **HEADING 1**

# **HEADING EXAMPLE**

FONT: FUTURA PT HEAVY FONT SIZE: 24 pt TRACKING: 60

### **HEADING 2**

### **HEADING EXAMPLE**

FONT: FUTURA PT HEAVY FONT SIZE: 18 pt TRACKING: 30

### **HEADING 3**

### **HEADING EXAMPLE**

FONT: FUTURA PT MEDIUM FONT SIZE: 24 pt TRACKING: 20

### INTRO TEXT

FONT: FUTURA PT MEDIUM FONT SIZE: 11 pt

INTRO EXAMPLE - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Vivamus vehicula sollicitudin nulla quis cursus. Suspendisse rhoncus pellentesque elit in dignissim. Nulla interdum risus id mollis ultricies.

### PARAGRAPH (1)

FONT: FUTURA PT BOOK FONT SIZE: 11 pt

PARAGRAPH EXAMPLE - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Vivamus vehicula sollicitudin nulla quis cursus. Suspendisse rhoncus pellentesque elit in dignissim. Nulla interdum risus id mollis ultricies.

# PARAGRAPH (2)<sup>1</sup>

FONT: FUTURA PT LIGHT FONT SIZE: 11 pt

PARAGRAPH EXAMPLE - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Vivamus vehicula sollicitudin nulla quis cursus. Suspendisse rhoncus pellentesque elit in dignissim. Nulla interdum risus id mollis ultricies.

### QUOTE

FONT: ENTICING SCRIPT / PHOTOWALL SANS

# Example of Quote in Handwritten font ALTERNATIVE FONT FOR QUOTES

The above mentioned guidelines are based on design outputs in A4 / tabloid format. Heading sizes may be scaled up or down based on the output format (e.g. banner designs would require bigger headings). Sizes may also be adjusted to achieve better allignment within a design composition.

<sup>&</sup>lt;sup>1</sup> Substitute font 'Trebuchet MS' may be used for paragraph text.

<sup>&</sup>lt;sup>2</sup> Quote fonts 'Enticing Script' & 'Photowall Sans' are paid fonts, and are available upon request.

# **CORPORATE COLOR SYSTEM**

# **EXAMPLES**



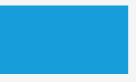
Hoshizaki Europe B.V. has four official colors: Black, Dark-Blue, Cyan and White. Use them as the dominant color palette for all internal and external visual presentations of the company.



CMYK: C60 M40 Y40 K100 Pantone: BLACK C RGB: RO GO BO Web: #000000



CMYK: C100 M80 Y33 K25 Pantone: 288C RGB: R21 G59 B99 Web: #153B63



CMYK: C75 M22 Y0 K0 Pantone: 299C RGB: R38 G157 B214 Web: #269DD6



# PRODUCT-CATEGORY COLOR SYSTEM

This colorpalette corresponds with our three main product categories:

lce

CMYK: C93 M58 Y32 K0

RGB: R26 G105 B140

Web: #1A698C



CMYK: C93 M51 Y57 K26 RGB: R13 G88 B92 Web: # 0D585C



Specialty



CMYK: C65 M80 Y66 K32 RGB: R86 G58 B66 Web: #563A42

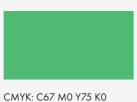


### SECONDARY COLOR SYSTEM

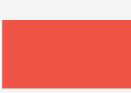
The secondary color system serves the purpose of adding colorfull accents to designs, and highlighting elements.



CMYK: C0 M22 Y81 K2 RGB: R246 G196 B90 Web: #F6C45A



RGB: R89 G187 B119 Web: #59BB77



CMYK: C1 M82 Y75 K0 RGB: R234 G86 B76 Web: #EA564C



# THE MEANING EMBODIED IN THE FIVE-STAR PENGUIN MARK



The five stars of the penguin mark represent the five continents (i.e., the world) and five-star quality, and expresses the Hoshizaki Group's strong commitment to continuing to bring high-quality products to the world's food-service markets.

As a member of the Hoshizaki Group, it also represents our commitment to always give thought to what's best for the customer, and act accordingly.

### THE BIRTH OF THE PENGUIN MARK

In 1946, the year of the Tokyo Olympics, we succeeded in developing and launching sales of the first fully automatic ice machine made in Japan. A key event in the subsequent growth of the Hoshizaki Group.

At the time, however, the word 'ice machine' did not have a common currency in Japan, and the restaurants we approached turned away our sales people, saying they had no need for machines that make ice. Amid this, the penguin mark came about as a visual character to convey appeal for ice machines.

The late Shigetoshi Sakamoto, our company president and founder who drafted the penguin mark, made these comments regarding his deeply held ideals regarding this mark.

"To communicate the information that the product is from Hoshizaki and fix it in memory, having the product bear a stylized mark is a good idea. If the product earns customer reliance, the symbol mark it bears takes on value, and products bearing the mark come to enjoy the same reliance. Of course, it's imperative never to betray those expectations."

"The mark should be eye-catching, memorable, and likable. What first occurred to me as a motif for the mark was the polar bear and the penguin. Penguins are in Antartica and polar bears in the Arctic, both being animals inhabiting icy polar areas, a perfect match for the image of ice machines."

"Upon much thought, the word 'penguin' had better resonance than 'white bear', and penguins are more lovable and friendly, so I settled on the penguin."

The penguin mark that came into being in 1966 to create appeal for ice machines underwent a number of design revidions before taking the design it has now. It is used as an emblem of quality not just for ice-making equipment, but on all products that Hoshizaki manufactures.

The strong ideals that company president Sakamoto held back then are tied to the record of achievement of the penguin mark now used in over a hundred countries and regions of the world.

The mark should be eye-catching, memorable, and likable.

- Mr. Shigetoshi Sakamoto -

# THE EVOLUTION OF THE CORPORATE EMBLEM



1953 to 1986

The Hoshizaki corporate emblem.
The penguin mark became the coporate emblem in 1986.



1966

The oldest penguin mark



2016

The corporate brand of the Hoshizaki Group

# **LOGO BRANDING**

To sustain the Hoshizaki brand while enhancing its value, printed matter, advertisements, web-based materials, and other forms of communication must be deployed while maintaining a consistent visual expression. Accordingly, for the company logos and penguin marks, deployment that adheres to established methods of use for each is connected to forming a uniform image for customers and a strong brand image with respect to Hoshizaki. This section covers the positional relationships of the respective logo and penguin mark.

### LOGO

# HOSHIZAKI

When mentioning the company name in any communication simply use the font used in that medium, not the logo.

The Hoshizaki English company-name logo is an exclusively designed typeface based on the Clarendon font. It has features that are clearly different from commercially available Clarendon fonts, so never use these fonts to communicate the logo.

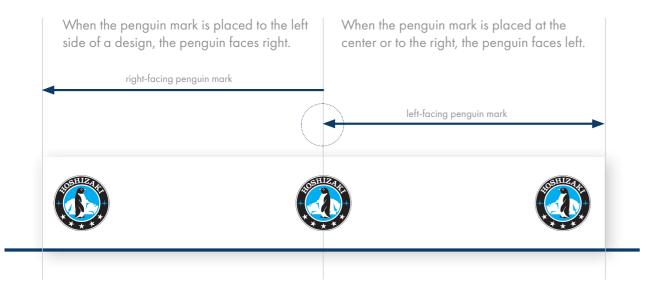
### PENGUIN MARK





\* The corporate emblem is the left-facing penguin mark

When using the penguin mark alone, the direction the penguin faces varies depending on the positioning of its placement within a composition. The below guidelines illustrate the correct orientation of the penguin mark.



<sup>\*</sup> The stipulated rules regarding the orientation of the penguin mark are applicable to any design composition, including the use of the penguin mark on company buildings, exhibition stands, company vehicles, banners etc.

# **LOGO & PENGUIN MARK COMBINATIONS**

### **BLACK VERSION**

USE ON LIGHT BACKGROUNDS

### VERTICAL ARRANGEMENT ORIGINAL



# WHITE VERSION USE ON DARK BACKGROUNDS



# HORIZONTAL ARRANGEMENT





# VERTICAL ARRANGEMENT

HOSHIZAKI



# HORIZONTAL ARRANGEMENT





# VERTICAL ARRANGEMENT

HOSHIZAKI



# HORIZONTAL ARRANGEMENT BLACK & WHITE





# **GRAM LOGO GUIDELINES**

The Gram logo is to be used in all communication with Gram products as a focus. The use of the logo should follow the below guidelines.





CMYK: C100 M60 Y0 K00 Pantone: 293 RGB: R35 G101 B171 Web: #2365AB



CMYK: C0 M0 Y0 K0 Pantone: White Web: #FFFFF



CMYK: C0 M0 Y0 K100 Pantone: Black Web: #000000

# **CLEARANCE SPACE**

Minimum clearance space around the logo is the height of the letter "M". This space ensures a suitable distance to other graphical elements.

### **EFFECTS**

Shadowing or other graphical elements must never be placed in or around the GRAM logo. Do not combine the logo with other graphical elements, as "overlay" or as extensions. Also, only use 100% opacity (not 50% blue for instance).

### **COLORS**

Only use one of the 3 logo-types as shown below:



The blue version of GRAM logo is the basic version.



The white version may only be used when the blue version is not applicable - for instance when the background colour is blue.



The black version may only be used for physical objects, such as products, merchandising, service cars etc. When using the black logo this should be placed on a white background.

# **BRAND LOGO COMBINATIONS**

Brand logo combinations are only to be used in the context of showcasing the brands we represent.



















The [BLACK-BLACK] version of the logo combination is only to be used on physical objects on a white background.

### **COMPANY LOGO**

The company logo is only to be used in official documents, such as invoices, letterheads, businesscards, company buildings etc. The company logo cannot be altered or localised to represent a specific branch.

VERTICAL ARRANGEMENT



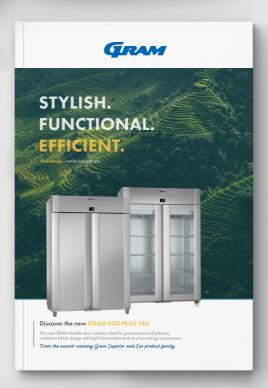
HORIZONTAL ARRANGEMENT





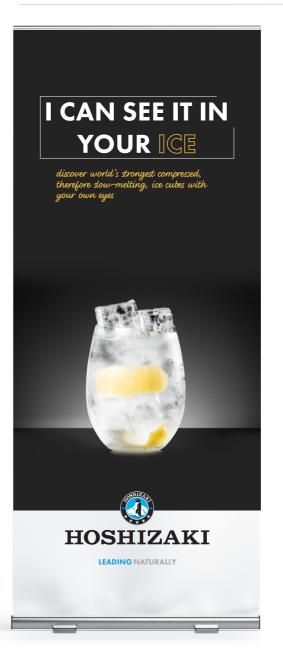








# **EXAMPLES**









# **BUILT ON STRONG FOUNDATIONS**

Hoshizaki has earned an international reputation for pioneering innovation in kitchen and food service equipment solutions.

With 70 years of experience, our refrigeration and ice machine portfolios cater for a host of requirements, tailored to the demands of a wide range of locations and operations.

We serve numerous markets including Hospitality, Catering, Healthcare, Education, Food Processing, Bakery and Marine.

