# Zip Top® BRAND BOOK

# **OUR STORY**

# We're changing the world, one zip at a time.

After seeing the waste that came from single-use plastics, Rebecca Finell knew there had to be a better way to store food — one that was easy-to-use and eco-friendly. In 2017, she introduced her durable, innovative design: a container that could stand up, stay open, and zip shut. The containers were also made of 100% silicone, which meant no more disposable plastic or harmful chemicals. The result? A gamechanging product people could feel good using.

Since then, we've continued to push for better storage solutions. In 2020, Zip Top launched the first reusable and pure-silicone breast milk storage bag.

The thoughtful details put into Zip Top designs have earned recognition across the globe. We've already won an International Design Excellence Award, Gold German Design Award, European Product Design Award, and were named a Good Housekeeping Editor's Pick at the 2019 International Home + Housewares Show.



# MISSION & VALUES

# Mission

To make the transition to reusable containers a cinch.

# **Vision**

To create the best reusable containers in the world that are better for the environment.

# **Values**

We stand for reducing waste by offering eco-friendly products.

# **Promise**

Easier for you. Better for the planet.



# LOGO

### DOs

Logos should only be either black or white and should not be altered in any way.

Only use logos that have been approved and provided by Zip Top.



Use the black logo on white or light toned background







Use the white logo on dark or black backgrounds

# **DON'Ts**

Do not add color to the logo.



Do not distort the logo.



Do not change the logo in any way



Do not place the logo on a patterned or busy background, nor add a drop shadow





# **FONTS**

### **FUTURA**

Futura is the primary font for use on printed material, such as packaging, displays and catalogs.

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

Condensed Medium ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890

ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890

abcdefghijklmnopqrstuvwxyz
1234567890

# **FONTS**

# **SOFIA PRO**

Sofia Pro is primarily used for digital platforms such as website, social media ads and video.

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz
1234567890

Light Italic ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890 1234567890

Bold Italic ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 12345678901234567890

# TYPOGRAPHY

# **Long Headlines**

To ensure legibility, long headlines should be set to sentence case only. Use weights Medium or Heavy.

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

### **Subheads**

Set subheads as Bold or Medium weight

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

# **Body Copy**

Set body copy as Book weight

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eius mod tempor incididunt ut labore et dolore magna aliqua.

### **Short Headlines**

All caps may be used for shorter headlines (<50 characters)

# LOREM IPSUM DOLOR SIT AMET, CONSECTETUR ADIPISCING ELIT

Title case may be used for shorter headlines (<50 characters)

Lorem Ipsum Dolor Sit Amet Consectetur Adipiscing Elit

While embracing a much more colorful language in our brand communications through photography, our color palette primarily uses black for type use and any other corresponding colors are used as background elements.

# Housewares

	Black		Teal		vender		Gray		Peach		Frost
							-				
HEX CMYK	#231F20 0, 0, 0, 100	HEX CMYK	#288c91 100, 0, 36, 1	HEX CMYK	#d3a5c9 19, 38, 0, 0	HEX CMYK	#bbbabb 24, 17, 15, 0	HEX CMYK	#fbb78e 0, 33, 44, 0	HEX CMYK	#bbbabb 24, 17, 15, 0
RGB	35, 31, 32	RGB	40, 140, 145	RGB	211, 165, 201	RGB	187, 186, 187	RGB	251, 183, 142	RGB	187, 186, 187
		PMS	320C	PMS	529C	PMS	Cool Gray 4C	PMS	7415C	PMS	Cool Gray 4C
1	White		Teal	Lo	vender		Gray		Peach		Frost
HEX	#FFFFFF	HEX	#85d1d8	HEX	#e0c7e6	HEX	#ebe6e4	HEX	#fddbc4	HEX	#ebe6e4
CMYK	0, 0, 0, 0	СМҮК	60, 6, 1 <i>7</i> , 1	CMYK	8, 20, 0, 0	CMYK	10, 7, 5, 0	CMYK	0, 21, 2, 0	CMYK	10, 7, 5, 0
RGB	255, 255, 255	RGB	133, 209, 216	RGB	224, 199, 230	RGB	235, 230, 228	RGB	253, 219, 196	RGB	235, 230, 228

# COLORS

# Kid's

Bear

#FFFFFF

0, 0, 0, 0

317C 50%

255, 255, 255

HEX

RGB

**PMS** 

**CMYK** 

Bear		Dog		Pig		Cat		
HEX	#85d1d8	HEX	#bbbabb	HEX	#f6a3bb	HEX	#ffeccd	
CMYK	60, 6, 1 <b>7</b> , 1	СМҮК	24, 17, 15, 0	CMYK	0, 45, 7, 0	CMYK	0, 7, 20, 0	
RGB	133, 209, 216	RGB	187, 186, 187	RGB	246, 163, 187	RGB	255, 236, 205	
PMS	318C	PMS	Cool Gray 4C	PMS	189C	PMS	1345C	

Pig

HEX

RGB

**PMS** 

**CMYK** 

#fdedf1

0, 9, 1, 0

253, 237, 241

189C 20%

Cat

HEX

**RGB** 

**PMS** 

**CMYK** 

#fff7eb

0, 3, 8, 0

255, 247, 235

1345C 40%

Dog

HEX

**CMYK** 

**RGB** 

**PMS** 

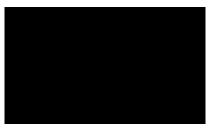
#ebe6e4

10, 7, 5, 0

235, 230, 228

Cool Gray 1C

# Mom



	Black	<b>Warm Gray</b>			
HEX	#231F20	HEX	#cbc5c7		
CMYK	0, 0, 0, 100	CMYK	16, 15, 16, 0		
RGB	35, 31, 32	RGB	203, 197, 199		
		PMS	Warm Gray 2C		



Co	ol Gray	Light Gray			
HEX	#bbbabb	HEX	#ebe6e4		
CMYK	24, 17, 15, 0	CMYK	10, 7, 5, 0		
RGB	187, 186, 187	RGB	235, 230, 228		
PMS	Cool Gray 4C	PMS	Cool Gray 1C		

# **ICONS**

# Safe For

All icons on this page may appear as black or as white on a dark background.





Microwave Safe







Freezer Safe

# **Social Media**











# Recycling

Use any of the Recycle lockups below for all printed and recyclable material, such as packaging, catalogs, and displays.





Use the horizontal setup below on layouts that have a long, horizontal orientation.





Use the condensed setup below on layouts that are limited in space.

Condensed layouts



# Made in the USA

Use the stacked "Proudly Made in the USA" icon below as the default main image. Use the color icon whenever possible.

### **Proudly Made in the USA**



Use the horizontal icons below if space is limited or very horizontal.

# **Proudly Made in the USA**



Anchor on left corner of layout



Proudly Made in the USA

Made in the USA



Use the condensed version of the Made in the USA icon below if it requires will be less prominent in the layout. Use on packaging.



# **OUTDOORS**

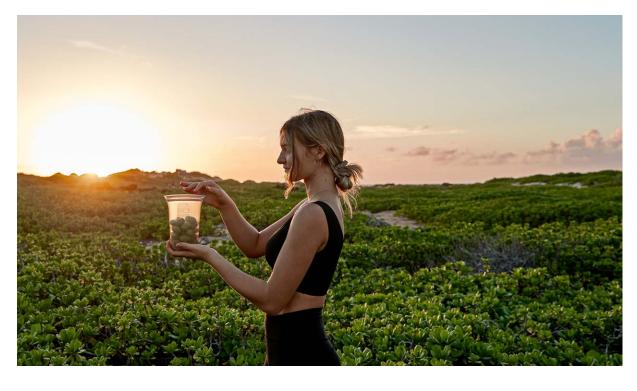
Outdoor images are taken in bright, natural light with a primary focus on the product with a background of happy, active people and green spaces.













# **INDOORS**

Images are bright and shot in "natural" light. Environments are organized, modern, and neutral.













# **STUDIO**

Images are shot in bright light with minimal props and neutral backgrounds. Products are in sharp focus.















For lifestyle images, avoid placing copy over the product. If the image contains a busy background, place a low opacity solid shape behind the copy to increase legibility.



# Our personality is

### **REAL**

Sure, we're a company, but we're also human. And real beats perfect any day, because that's where people really connect. We're candid about everything from how messy life really is to what we're passionate about. Basically, we want to be a breath of fresh air.

### WITTY

Laughter makes everything better, which is why we highlight the humor in everyday situations. Our humor is upbeat, whether we're talking about food, road trips, or how we've become our mother. To avoid alienating our audience, always make sure they're in on the joke.

We use humor more heavily in videos. Comedy can be sprinkled into copy if it feels natural. Otherwise, focus on being real instead of funny.

### **FRIENDLY**

Simply put, everyone's invited to this party. Whether we're sharing the latest news or introducing newcomers to our products, we approach with positivity and make everyone feel comfortable. Consider this a guilt-free zone.

# Our personality isn't

Bland

Try-Hard

Punny

**Immature** 

Stiff

Negative

**Abrasive** 

Judgmental

Cute

Sweet

# How we convey information

### COMPELLING

If anyone can make containers exciting, it's us. Instead of relying on our product to speak for itself, as awesome as it is, we hook customers with quick-witted humor and bold, quirky copy.

### CONCISE

Attention spans these days are pretty short, so it's best to keep copy brief. Even in longer content pieces like blogs and scripts, every word should pack a punch.

# **Our Tone**

Our tone is casual and inviting. We don't take ourselves too seriously, and we don't want customers to either! We welcome being weird together and discovering more about Zip Top (and its unique uses) as a community.

### **ADDITIONAL TIPS**

Speak in the first person (i.e. We/us).

Use active voice whenever possible.

Avoid slang and jargon. These terms get outdated easily and often feel too young.



# BRAND DESCRIPTIONS

# **Descriptions**

Reusable silicone containers that offer an incredibly easy, eco-friendly way to store food.

Reusable silicone containers that stand up, stay open and zip shut.

No lids needed.

Virtually indestructible and endlessly reusable, Zip Top containers change the way you store, cook, and eat.

# General Zip Top Phrases

Saving time and the planet with a single zip.

Food storage, simplified.

Better for you. Better for the planet.

Easy and eco-friendly\*

Food storage you can feel good using.

Containers that make life more convenient.

Goodbye, plastic floppy bags

# **Phrases for Features**

### **ZIP TOP / NO LIDS**

Tell your old container lids to get lost — if they aren't already.

No lid, no problem.

Zip it.

### **REUSABLE / SUSTAINABLE**

Food storage that isn't trash.

Save yourself and the planet. The fish will thank you for it.

### **MICROWAVE SAFE**

If you like leached chemicals, this product is not for you.

Warm up your food worry-free.

### **STAND**

Other containers don't stack up.

Storage on standby.

No slouching here. (Mom would be proud.)

Holds up for hands-free filling.

Pouring liquids in and out? No problem.

### Phrases for Features cont'd

### **DISHWASHER SAFE**

Let your dishwasher do all the work.

Durable enough for the dishwasher. / Designed for the dishwasher.

Can take the heat.

Thanks to its angled design, washing and drying are a breeze.

Stays open in the wash for better cleaning and drying.

Thanks to its angled design, water never gets trapped.

Stays open so washing and drying is a breeze.

No overlapping zippers for easy cleaning.

### **NESTING/STACKING**

Kiss kitchen clutter goodbye.

Nest neatly inside each other to save space.

Save space — and look good doing it.

Bringing organization to every kitchen.

### FREEZER SAFE

You could say these containers are pretty cool.

Chill out. Your food is safe with us.

Tough enough for frozen temperatures.

Protects your food by staying zipped shut.

Even frosty temps can't tear these containers.

From the freezer to defrosting, Zip Tops do it all.

### MADE IN THE U.S.A.

The kind of quality you and your kitchen deserve.

Quality you can count on.

Products that won't fall apart.

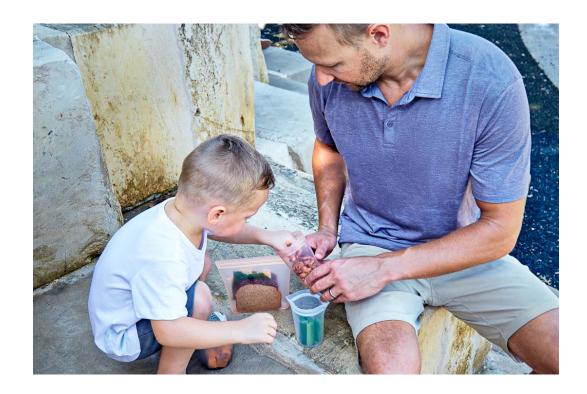
Storage that's tough stuff.

Virtually indestructible

No wearing. No warping. No worries.

Quality that will last for years to come.

# CUSTOMER PERSONAS



### **PERSONA #1: BUSY PARENT**

With leftovers, kid lunches, and baby snacks as part of their weekly routine, this person is no stranger to containers. While they've tried others that get the job done, they all have their faults: They rip, are difficult to store or find, won't reheat well, or result in unwanted trash. These parents are searching for a solution that makes life even just a little easier and are willing to spend more to make that happen. Additionally, they'd like to ditch disposable plastic and the guilt that comes with it.



### **PERSONA #2: CONSCIENTIOUS CONSUMER**

This person's priority is to reduce their environmental footprint. They know how harmful single-use plastic is and don't want to contribute to it. As a result, they look for quality, durable products made with safe materials that can be used for years to come. Any other features are a bonus in their book. However, for those in this group that enjoy the outdoors, on-the-go benefits are also handy.

# COPY FUNDAMENTALS

Details that keep everything consistent.

# Capitalization

### **BODY COPY**

Use sentence case.

### **BODY COPY**

Use title case.

If you're unsure what words should be capitalized, this tool can help: https://capitalizemytitle.com/

Don't add punctuation to the end of headlines, unless it's a question mark, exclamation point, or series of fragments with a period for emphasis.

Headlines or subheads that are complete sentences can use sentence-case form, with a period at the end.

### **PRODUCT NAMES**

Products are formal names and should be capitalized.

### **EMAIL SUBJECT LINES**

Use title case with no closing punctuation in most instances, but can use exclamation points or question marks if needed. (e.g. Happy Earth Day!)

### **EMAIL PREHEADERS**

Sentence case with closing punctuation.

### **WEB ADDRESSES**

Start with a lowercase letter. (e.g. ziptop.com)

### **SEASONS**

Not capitalized. We're talking spring, summer, fall and winter.

# **Punctuation**

### **CONTRACTIONS**

Use contractions when possible for a more relaxed voice.

### **COLONS**

Complete sentences that follow a colon should be uppercase. (e.g. She told me her favorite food: It's chocolate.)

However, if a colon introduces a list of things, don't capitalize the first word unless it's a proper noun. (e.g. These are my favorite fruits: strawberries, blueberries, and bananas.)

### **COMMAS**

Use the serial or Oxford comma (e.g. They love that it's reusable, zips shut, and stands up in the fridge.).

### **ELLIPSES**

Use three dots in a row without any spaces between them ( ... ). If used mid-sentence, include one space on either side.

### **EM-DASH**

Used to indicate a pause or interruption in the sentence.

Never use two dashes in place of an em-dash. (e.g. use —, not --).

Insert a space on either side of the em-dash.

### **EN-DASH**

Used primarily for dates (e.g. 1970-1979).

### **EXCLAMATION POINTS**

Use sparingly, or not at all. The voice should be strong enough without them.



### **NUMERALS**

In body copy, spell out numbers one through nine and use numerals for 10 and above.

You may use numerals as necessary in headlines, social media copy, subject lines, and other areas where brevity makes them preferable.

Always use numerals in dates, ages, dollar amounts, and percentages.

### **THOUSANDS**

Always use the comma in numerals that are in the thousands (e.g. \$1,000).

### **TIME**

10 a.m., not 10:00 am, 10am, or 10AM.





