# VARCOV/PRUDEN<sup>®</sup>

### **Building Solutions. Together.**



BRAND STANDARDS

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### INTRODUCTION

Whether you are a Varco Pruden employee involved in commissioning or developing promotional materials, or an external designer, creative agency, production house or printer, this document is intended to support your creative and production work for Varco Pruden.

Please note that this summary of key design and layout rules must be taken into consideration when producing marketing and corporate communications materials. For clarification or assistance with proper graphic standards and logo presentation, contact VP Marketing at 901-748-8000.

### Brand Language

Brand language is the way we describe Varco Pruden in written and verbal communication, both internally and externally. Using consistent brand vocabulary reinforces the positioning of our organization and differentiates us from similar organizations.

This section includes the foundation of the Brand Language (the Brand Promise and Brand Attributes), as well our Mission Statement & Tagline.

### VARCO

### MISSION STATEMENT

Since its earliest days, Varco Pruden has established a strong brand identity. Our award-winning products and services have earned a reputation for quality and excellence that few can rival. Our corporate mission and positioning, as well as our brand platform, reflect that heritage.

### VARCO Brand Platform

The Brand Promise is the benefit-oriented expression of how the Varco Pruden brand should be positioned in the marketplace and why the brand is important to stakeholders. This is the most genuine expression of what Varco Pruden represents.

Through the Brand Promise, VP directly addresses the value it offers its employees and builders. It provides a standard against which all marketing activities should be measured.

The promise may be used as live copy, but it does not have to be included in all communications verbatim. Rather, the essence of the promise should be communicated through all VP branded materials.

**Brand Promise VP** is built for builders focused on providing solutions to help them win, grow and thrive.

# varco Pruden Brand Brand Platform

Brand Attributes are short descriptions of the essential elements of the brand. They are the underpinnings that support the Brand Promise, and they are the guides and metrics we use to develop consistent and cohesive communications.

### BRAND ATTRIBUTES

### STRATEGIC PARTNERSHIPS

By leveraging our relationship with BlueScope, we deliver national manufacturing resources and unparalleled buying power that results in significant cost savings for builders.

### PROVEN TRACK RECORD

With over 50 years of excellence in manufacturing and a national network of best-in-class engineers, architects and builders, VP has earned a reputation for reliably supporting our customers and providing functional, attractive solutions.

### TECHNOLOGY LEADERSHIP

We develop technology that streamlines the entire building process. By offering builders unrestricted access to proprietary technologies like VP Command, we reduce risk, optimize building design and improve visibility throughout the project.

### **BUILDER FOCUS**

Our highly collaborative service model encourages constant communication between builders and solution-focused project managers, ensuring a level of transparency and teamwork that maximizes results.

### CUSTOM BUILDING SOLUTIONS

Our comprehensive product and service portfolio gives us the flexibility to provide specialized solutions for every complex challenge, anywhere.

### varco VPRUDEN<sup>®</sup> Tagine

A tagline is a short expression of the Brand Platform meant to remind audiences of VP's unique position in the market place. Varco Pruden's tagline highlights its two biggest strengths: Solving complex building challenges and being a great partner to its builders.

The tagline is a succinct statement combining VP's Brand Promise and Attributes. It should be used as often as possible, either locked up with the logo, as a headline or signoff. Refer to page 17 for tagline usage.

### Tagline Building Solutions. Together.™

### COMMANDPRO Platform

As one of our most sophisticated tools, VP Command Pro<sup>™</sup> is critical to the success of our builders. To ensure the value of this product is consistently represented, the following Brand Platform and support copy should be leveraged in all written and verbal communication about the software.

### VP COMMAND PRO<sup>™</sup> **PRODUCT DESCRIPTION**

The VP Command Pro<sup>™</sup> platform is a suite of tools for planning, designing, pricing and managing projects. VP Command Pro<sup>™</sup> Studio brings your ideas to life and VP Command Pro<sup>™</sup> Central keeps projects on track and on budget. Intuitive controls and compatibility across both modules makes organizing and sharing your work easier than ever. Build more successful projects with VP Command Pro<sup>™</sup>.

VP COMMAND PRO<sup>™</sup> PLATFORM PROMISE **VPC Pro<sup>™</sup>** is a comprehensive solution that enables builders to complete more successful projects and enhance their reputations.

### **Command**pro Platform

Attributes are short descriptions of the essential elements of the brand. They are the underpinnings that support the Brand Promise, and they are the guides and metrics we use to develop consistent and cohesive communications.

### ATTRIBUTES

### BETTER USER EXPERIENCE

With an intuitive design and simplified platform, VP Command Pro<sup>™</sup> is easy to use and learn, reducing training time and Builder overhead.

### **GREATER BUYING POWER & ACCURACY**

Leveraging the strong buying power of VP and BlueScope, VPC Pro<sup>™</sup> now includes negotiated product pricing from preferred vendors. This additional functionality makes estimates more accurate, reduces Builder overhead and ensures the best deals on vendor products and services.

### **MORE PRECISE & FLEXIBLE DESIGN**

The accurate design capabilities of VPC Pro Studio<sup>™</sup> minimize risk for all parties while the modular platform enables maximum design flexibility. making plans easier to adjust when changes occur.

### IMPROVED PROJECT MANAGEMENT

VPC Pro Central<sup>™</sup> brings estimating, design, and ordering capabilities to one convenient dashboard that's now accessible through any internet browser. This means greater collaboration and communication between builders, project managers and trades.



The VP Command Pro<sup>™</sup> tagline lets builders know that our software is capable of taking their ideas and bringing them to life in ways that set them up to be successful.

Tagline Your Vision At Work<sup>™</sup>



### MODULES

### COMMANDPRO CENTRAL

Central allows for easy management of multiple projects in one convenient location. Compare orders, shipments and billing to keep everything on track and in budget.



The intuitive software of Studio gives builders the power and freedom of a complete design studio to turn their ideas into reality. And integrated vendor pricing grants access to accurate, real-time estimates on materials and components as you design.

### Brand Identity

The Brand Identity, or logo, is the core of a brand's visual representation. It conveys a message that is aligned with the Brand Platform and promotes instant audience recognition.

### varco vruden LOGOS

The principal Varco Pruden identity is blue and consists of the Varco Pruden wordmark and icon. This version should be used whenever possible on all applications to build brand equity.

### VARCO

All logos should feature the ™ symbol. Additional trademark information can be found starting on Page 37.

Alternate versions of the logo are acceptable in specific circumstances, which are outlined on the following pages.

The Varco Pruden logo suite is available in multiple formats for use in printed or electronic communications. Logos are available for download here: https://varcopruden.widencollective.com/ portals/dr8hjyiu/VarcoPrudenDesignGuide

When sending the Varco Pruden logo to vendors, affiliates, partners or other third parties in the normal course of business, it is strongly recommended that this Visual Identity Guide accompany the transmission of the logo for reference.

MASTER LOGOS



HORIZONTAL MASTER LOGO Minimum Size 2"w



### **Building Solutions. Together.**

HORIZONTAL MASTER LOGO WITH TAGLINE Minimum Size 2"w



VERTICAL MASTER LOGO Minimum Size 1.5"w

VARCO PRUDEN

HORIZONTAL WORDMARK Minimum Size 1.5"w

### VARCO PRUDEN

STACKED WORDMARK Minimum Size 1.5"w

VARCO

### VARCO

**Building Solutions. Together.** 

Use the reversed versions on applications where the background color is darker than the principal logo. The full color logo should still be used whenever possible on all applications.



### VARCO PRUDEN





ICON Minimum Size .75"w

### VARCO PRUDEN







Size of letter "O" all around



Size of letter "O" all around

For legibility purposes, the logo needs room to breathe within any visual context.

The clear space around the logo is determined by "O" in "Varco Pruden".

Always leave this margin around the logo to avoid interference from any surrounding graphic, visual object and/or typography element.



Size of letter "O" all around



Size of letter "O" all around



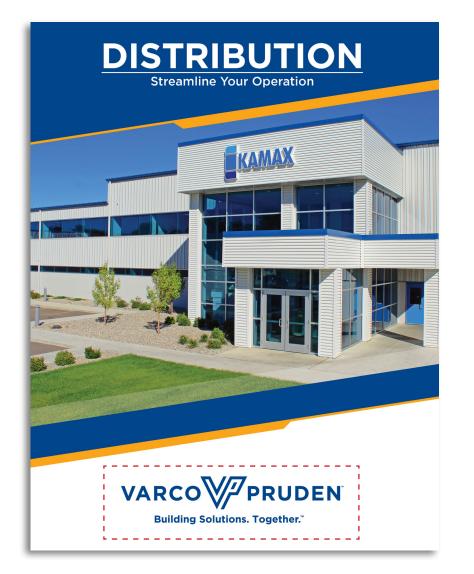
Size of letter "O" all around



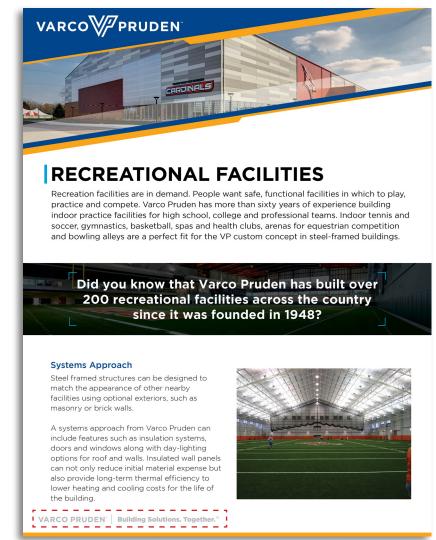
### Half of icon height all around

### LOGO WITH TAGLINE USAGE

The Varco Pruden logo with tagline "Building Solutions. Together.™" should be used in conjunction with each other as often as possible. When the design of the document does not allow it, the tagline must appear at least once in the document. Below is an example of the logo with tagline can be incorporated into a brochure cover and flyer.



When the design allows the logo with tagline to be used together.



When the design does not allow the logo with tagline to be used together.

LOGO DONT'S





DO NOT SQUEEZE OR STRETCH

VARCO



To preserve the integrity of the brand, it is imperative to avoid changing or distorting the VP logo in any way. This applies to all versions of the logo.



DO NOT REARRANGE

VARCO

VARCO RUDEN DO NOT PLACE OVER BRIGHT COLORED BACKGROUNDS



DO NOT PLACE OVER BUSY **BACKGROUND PHOTO** 

ALL RULES APPLY TO ALL VERSIONS OF THE VARCO PRUDEN LOGO

DO NOT ADD SPECIAL EFFECTS



DO NOT ROTATE



DO NOT OUTLINE



DO NOT CHANGE SCALE OF ICON IN MASTER LOGO



### BACKGROUND COLOR USAGE

Varco Pruden blue should only ever sit on white, light shades of black, or a non-busy photograph.



Varco Pruden white should only ever sit on blue, dark shades of black, or a non-busy photograph.



rco Pruden on 60% black. Varco Pruden on 100% black.



Varco Pruden on an image. Logo must sit in an area of the image that is bright and non-busy.



Varco Pruden on an image. Logo must sit in an area of the image that is dark and non-busy.

### ADDITIONAL LOGOS

All rules for the master Varco Pruden logo apply to these additional versions.



Use the reversed versions on applications where the background color is darker than the principal logo. The full color logo should still be used whenever possible on all applications.



A D D I T I O N A L L O G O S

All rules for the master Varco Pruden logo apply to these additional versions.





R E V E R S E D V E R S I O N S

> VARCO PRUDEN AUTHORIZED BUILDER



Use the reversed versions on applications where the background color is darker than the principal logo. The full color logo should still be used whenever possible on all applications.

### Brand Elements

When brand elements fuse together in a cohesive manner, it establishes a distinctive look. This visual representation of our organization is called the brand style, and lets our audiences quickly identify our materials.

### COLOR PALETTE



### Color creates visual cohesion across all communications and spaces in which the brand is experienced.

In addition to adding depth and visual appeal, the color has the power to evoke emotion and increase the impact of our storytelling.

The primary brand color is blue to create a powerful focal point.

The color palette also includes shades of gray. These complement the primary colors and provide options for backgrounds, infographic elements and typography. These colors should be used sparingly to accent the main color palette.

CMYK breakdowns should be used for printed applications; RGB should be used for digital applications. The PMS values of these colors should be used sparingly in special production applications where one color is necessary.

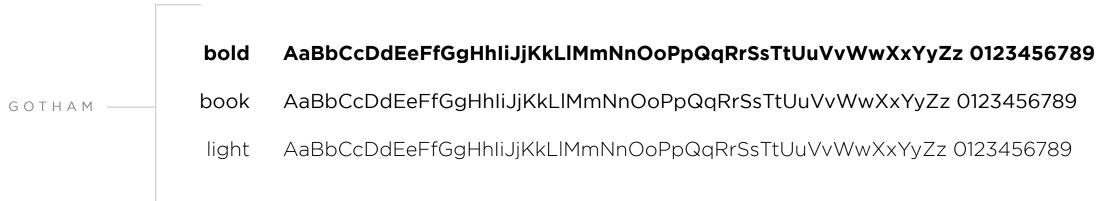
Although a number and variety of color options exist within the brand guidelines, it is crucial they be used in the correct proportions to each other.

In addition, it is never necessary to use all available colors in a single communication.

Primarily use the two main brand colors: VP blue + orange. These should be the dominant colors in VP branded spaces. Black and light blue should be used as an accent.

Gray tones should be used in longer documents and larger spaces in which color and tints are needed to create separation and hierarchy.

The recommended primary font family is Gotham. The bold version should be used for headlines and the regular version for body copy.



### TYPOGRAPHY STYLE AND USAGE

### Main Headlines

- Type size varies. For most print collateral, 24 to 80 pt is recommended.
- Use Gotham Bold, white if on a dark background or PMS 287 blue if on a light background. Uppercase without punctuation.

### Subheads

- Type size varies. For most print collateral, 12 to 20 pt is recommended.
- Ratio between subhead and headline varies. The examples throughout these guidelines reflect the ideal size relationship.
- Use Gotham Medium, white if on a dark background or PMS 287 blue if on a light background. Initial cap without punctuation.

### Secondary Headlines

- Type size varies. For most print collateral, 24 to 80 pt is recommended.
- Use Gotham Bold, white if on a dark background or PMS 287 blue if on a light background. Uppercase without punctuation.
- Never place secondary headlines directly on top of photos.

### Intro Text, Body Subheads And Body Copy

- For most print collateral, the recommended sizes are listed below:
- Use Gotham Book, black, 12/20 pt for intro text with punctuation.
- Use Gotham Medium, PMS 287 blue, 10/16 pt, initial cap for body subheads. Do not conclude with punctuation.
- Use Gotham Light, black, 10/16 pt for body copy with punctuation.

### Legal Copy (not shown in example to the right)

- Type size varies. For most print collateral, the recommended size is below:
- Use Gotham Light, black, 6/10 pt with punctuation.





VΔ

### FLEXIBLE SOLUTIONS

Distribution business owners and facility managers need flexible interiors with efficient floor plans, racking support and optimized usable space for quick-turn packing and shipping. Varco Pruden has experience in providing building solutions that are cost effective to build, economical to maintain and energy-efficient to operate. Whether the need is for a new building or to add to an existing structure, certain issues must be resolved for the project to move forward.



VARCO PRUDEN" Building Solutions. Together."

### DISTRIBUTION BUILDING SOLUTIONS





### Flexibility, Saving You Time and Money

Considerations include budget, architectural appearance and long-term cost of ownership fo operations and maintenance. Flexible interior space and variable roof heights are a perfect fit for the VP custom concept in steel-framed buildings. Steel building systems are an ideal solution for winery facilities. The advantage of using optimized design to create clear, uninterrupted spans as wide as 300 feet between columns makes steel framing a great option for vats, barreling and aging facilities.

### TYPOGRAPHY STYLE AND USAGE (Continued)

### **Overlay Headlines**

- Type size varies. For most print collateral, 24 to 80 pt is recommended. ••••
- Always place on top of an 70% gray background with Multiply blend mode.
- Overlay headlines are used to call attention to interesting facts and add visual impact to a page. For more details, see pages 29, 31, & 32.



### **RECREATIONAL FACILITIES**

Recreation facilities are in demand. People want safe, functional facilities in which to play, practice and compete. Varco Pruden has more than sixty years of experience building indoor practice facilities for high school, college and professional teams. Indoor tennis and soccer, gymnastics, basketball, spas and health clubs, arenas for equestrian competition and bowling alleys are a perfect fit for the VP custom concept in steel-framed buildings.

### Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

### Systems Approach

Steel framed structures can be designed to match the appearance of other nearby facilities using optional exteriors, such as masonry or brick walls.

A systems approach from Varco Pruden can include features such as insulation systems, doors and windows along with day-lighting options for roof and walls. Insulated wall panels can not only reduce initial material expense but also provide long-term thermal efficiency to lower heating and cooling costs for the life of the building.

VARCO PRUDEN<sup>®</sup> Building Solutions. Together.<sup>®</sup>



### TYPOGRAPHY STYLE AND USAGE (Continued)

### Employee Name

• Type size is 9 pt. Type can be reduced to no smaller than 7.5 pt for longer names.

- Use Gotham Bold, black with title case.
- If name extends beyond text box, type job title on two lines.

### Job Title

- Type size is 6 pt.
- Use Gotham Book, black with title case.
- If title extends beyond text area, type job title on two lines.

### Company Name

- Type size is 8 pt.
- Use Gotham Medium, black with title case.
- Include, "a division of BlueScope Buildings NA in Gotham Book, 5pt black with title case on "BlueScope Buildings NA" text.

### Address Block · ·

- Type size is 6 pt.
- Use Gotham Book, black with title case.
- The E (email), P (phone), and M (mobile) are 6 pt Gotham Medium, Blue PMS 287 uppercase.



### Business card is enlarged to show detail.





Marketing Development Manager

### Varco Pruden Buildings

A division of BlueScope Buildings NA, Inc.

•••••• 3200 Players Club Circle Memphis, TN 38125 E Cdavidson@vp.com **P** 608-373-9382 M 608-882-2370

### **Montgomery Buckminster**

Marketing Development Manager **Conventional Steel Services** 

### Varco Pruden Buildings

A division of BlueScope Buildings NA, Inc.

3200 Players Club Circle Memphis, TN 38125 E Cdavidson@vp.com **P** 608-373-9382 M 608-882-2370

TYPOGRAPHY STYLE AND USAGE (Continued)

To further promote the Varco Pruden brand, the branding across mediums has to remain consistent. The email signature is no exception. Below is the correct format required for all Varco Pruden email signatures.

### **Signature Block**

- Type size is 9 pt.
- Use Verdana Bold for: Full Name, Office:, Cell:, and web address, black with title case.
- Use Verdana Regular for: Job Title, Office Phone, and Cell Phone. Black with title case. Separate Office Phone and Cell with a horizontal line (hold ALT+124 on the keypad).

### [Full Name]

[Job Title], Varco Pruden Office: [Office Phone] | Cell: [Cell Phone] www.VP.com [VP horizontal blue logo]

[SOCIAL CHANNEL LINKS] (Optional)

File Messa	↑ ↓ <del>-</del> ige Insert Options	VP's Dropbo Format Text Review	x - Message (HTML) Help Grammarly	Acrobat PDF-XCh	क −	
Paste	erdana $\bullet$ 11 $\bullet$ $A^*$ I $\bigcup$ $\vdots \equiv \bullet$ $\vdots \equiv \bullet \equiv$ $\bullet \equiv$ I $\bigcup$ $\vdots \equiv \bullet \equiv$ $\bullet \equiv$ $\bullet \equiv$ I $\bigcup$ $\vdots \equiv \bullet \equiv$ $\bullet \equiv$ $\bullet \equiv$ I $\bigcup$ $\vdots \equiv = =$ $A_{\phi}$ Basic Text $T_{\phi}$	Image: Description of the sector of the		Dictate Open voice Grammarly	Insights View My Templat	es
(i) You are not resp To Send	ponding to the latest message in th	iis conversation. Click here to o	ipen it.			
H Brandon I just serit pro	an invitation to be part of 19%	Baires Drylin, Dur y	ts accept that and are o	- There, I can share plus	tos, Neo, etc. with y	
Amanda Weld	c <b>h</b> ment Manager, Varco Pruden					
Office: 901-74 www.VP.com	48-9335   Cell: 901-568-1726					
Building	Solutions. Together.™					

### GRAPHIC ELEMENTS

### OVERVIEW

Graphics add flexibility to our visual system and allow us to communicate effectively across all of our applications. Used consistently and appropriately, our graphics connect various types of communications, establishing a unified look and feel for our brand.

### Blue Accent

The light blue PMS 801C accent line in front of the secondary headline brings attention to the secondary headline. This element will carry through the various print and web designs.

### **Text Container**

The light blue PMS 801C text containers can be used to highlight guotes or interesting facts. They can be placed in overlays and used by themselves.

and bowling allevs are a perfect fit for the VP custom concept in steel-framed buildings.

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

### **Overlays**

For guick facts and statistics, use overlays. Overlays use large blocks of 70% black set to the Multiply blend. For additional effect, box in the text with the text container. For more details, see page 32.



### **RECREATIONAL FACILITIES**

Recreation facilities are in demand. People want safe, functional facilities in which to play. practice and compete. Varco Pruden has more than sixty years of experience building indoor practice facilities for high school, college and professional teams. Indoor tennis and soccer, gymnastics, basketball, spas and health clubs, arenas for equestrian competition

### **BLUE ACCENT GUIDELINES**

**Height and Width** 

The light blue PMS 801C accent line should be a 4 to 7 pt stroke, depending on the size of the type. Height should extend out beyond the type in the subheadline top and bottom. The 4 pt line will set the height of the line beyond the top and bottom as shown. If the pt size is thicker, use that as the guide for the height. Be sure to always measure correctly.



### Placement

The light blue PMS 801C accent line should be two blue accent marks away from the type in the subheadline. Be sure to always measure correctly.

### BUILDING SOLUTIONS.



DO NOT place the blue accent right next to the type in the subheadline.



DO NOT place the blue accent far away from the type in the subheadline.

OS VARCO PRUDEN

### Light Blue Text Container

### **Height and Width**

The light blue PMS 801C text container includes 90° corner elements and should be a 1 to 3 pt stroke, depending on the size of the type.

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

### Spacing

Spacing on the left, right, top, and bottom of the headline text should always be the width of the lower case "d" from the font Gotham Bold. Be sure when determining clear space that you measure from the height of the tallest ascenders and lowest descenders. The size of the lower case "d" will vary depending on the size of the text that you are using. DO NOT add more or less space than shown.

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

### Placement

The light blue PMS 801C text containers should be used to call out a quote or an interesting fact to draw attention. They can be used in the overlay or by themselves.

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?



### **OVERLAY GUIDELINES**

### **The Gray Multiply**

When using the 70% black as an overlay, it must utilize the Multiply blend mode. DO NOT use other effects. The Multiply blend mode was chosen to provide legibility of text. For more details, see page 27.



DO NOT change the effect of the color.

### Color

The overlay must always use the 70% black. DO NOT change the color of the background or the text. For more details see page 27.

Did you know that Varco Pruden has built over 200 recreational facilities across the country since it was founded in 1948?

*DO NOT* change the background color.

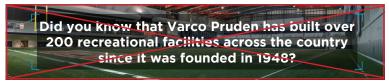


DO NOT change the text color.

### **Placement and Size**

The overlay can be used as a full flood of color over an image or it can cover only part of an image for more visual impact. The overlay must touch at least two sides of a piece and should never float on an image. For more details, see page 27.





DO NOT connect the overlay to only one side. It must be touching at least two sides at all times.

DO NOT float the overlay in the middle of an image.

### Applications

When brand elements fuse together in a cohesive manner, it establishes a distinctive look. The following include examples of our brand elements in use.

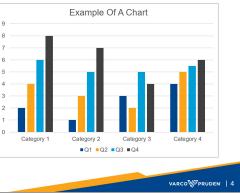
### APPLICATIONS

Below are sample PowerPoint slides based on the brand guidelines.



### Pellentesque elit Eget





### Pellentesque elit Eget

### Lorem Ipsum

- Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
- · Lorem ipsum dolor sit amet, consectetur adipiscing elit.
- Nisi est sit amet facilisis magna. Elit ut aliguam purus sit. Dui id ornare arcu odio. Egestas dui id ornare arcu odio.

### Lorem Ipsum Solor

### Lorem Ipsum

- Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
- · Lorem ipsum dolor sit amet, consectetur adipiscing elit.
- Nisi est sit amet facilisis magna. Elit ut aliquam purus sit. Dui id ornare arcu odio. Edestas dui id ornare arcu odio.
- Id venenatis a condimentum vitae. Habitant morbi tristique senectus et netus et malesuada fames.



### Lorem Ipsum

- Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
- · Lorem ipsum dolor sit amet, consectetur adipiscing elit.
- Nisi est sit amet facilisis magna. Elit ut aliquam purus sit. Dui id ornare arcu odio. Egestas dui id ornare arcu odio.
- · Id venenatis a condimentum vitae. Habitant morbi tristique senectus et netus et malesuada fames.

VARCO

### APPLICATIONS

Below is a sample brochure and flyer based on the brand guidelines.





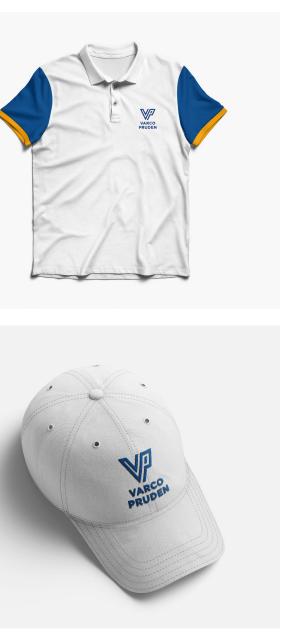
### VARCO PRUDEN BRANDED MERCHANDISE

As individuals who provide VP clothing and premium gifts, you are uniquely positioned to ensure that the VP brand is consistent and impactful across all items distributed to customers and employees.

When wearing or distributing VP branded items, please go through Varco Pruden's company store. If using the logo for a region-specific, company approved item (i.e. an award for an employee) use the VP logo provided as artwork on the MyAccount<sup>™</sup> website and the corporate typeface of GOTHAM for text in addition to the logo. Always send your design to brandapproval@vp.com for review before going into production.







### Appendix

This section includes trademark usage, copyright, resources and contacts.

### THE VARCO PRUDEN NAME

The legal name for our company is BlueScope Buildings North America, Inc., the owner of the Varco Pruden brand. When you use the Varco Pruden word mark or logo in your marketing literature, please include an attribution of the ownership of the Varco Pruden mark as follows: Varco Pruden<sup>™</sup> and VP Builder<sup>™</sup> are trademarks of BlueScope Buildings North America, Inc.

It is acceptable to refer to the company as "Varco Pruden Buildings<sup>™</sup>" or simply "Varco Pruden<sup>™</sup>" in written communications. Do not use the <sup>™</sup> when referencing the company (as a noun). However, you should always use the <sup>™</sup> after "Varco Pruden Buildings." "Varco Pruden" may not be used as an adjective modifying its named products or systems unless the system name includes the brand name "Varco Pruden." For example: Varco Pruden Panel-Rib<sup>™</sup> system is correct; Varco Pruden SLR II is not. In all other instances when "Varco Pruden" is used as an adjective, it must adhere to the following usage guidelines. When referring to Varco Pruden<sup>™</sup> products, the registered trademark symbol is required at least once per page. If the document refers to the copyright owner, such as in a copyright notice with the ©, BlueScope Buildings North America, Inc., should be identified as the legal owner.

### TRADEMARKS

A trademark is a word, phrase, symbol, design or combination thereof used to distinguish the products and services of one company from those of another. The "®" mark is used to identify trademarks that have been registered with the U.S. Patent and Trademark Office. The "<sup>™</sup>" mark is used to identify non-registered trademarks. Varco Pruden Buildings<sup>™</sup> and Varco Pruden<sup>™</sup> are examples of trademarks.

All Varco Pruden trademarks should be recognized in print and electronic media (PDF literature, web banners, and display ad images). The trademark symbols (<sup>®</sup> and <sup>™</sup>) should be used once per page in text and always in the logo. The trademark symbols also should appear in the most prominent use or first mention of the Varco Pruden name both in headlines and body copy.

For social media posts, the trademark symbol for the company name must be present on the social media page. For example, the profile image includes the brand logo with the trademark. The company name does not have to include the trademark symbol when used in the copy. However, if the image with the post includes the company logo, the company logo must include the trademark. When posting about products, the trademark symbol does not have to be present in the copy. However, the image included with the post should reference the product and include the trademark symbol.

For more trademark information, contact the Varco Pruden marketing department, see Page 42.

### Trademarks SHOULD ALWAYS appear as an adjective that modifies a noun - not as a noun

Correct usage: The project features an SSR<sup>™</sup> Roof System for durability and efficiency. Incorrect usage: The project features an SSR<sup>™</sup> for durability and efficiency.

Note: The exception to this rule is the Varco Pruden Builder™ trademark. It is acceptable to refer to a Varco Pruden Builder™ as a noun.

### Trademarks SHOULD NEVER be pluralized.

Correct usage: He installed three Tuff-Wall<sup>™</sup> wall systems last year. Incorrect usage: He installed three Tuff-Walls last year.

### Trademarks SHOULD NEVER be used as a possessive.

Correct usage: The roof clip for the SSR<sup>™</sup> roof system. Incorrect usage: The SSR's roof clip.

### Varco Pruden Builders versus Varco Pruden Builder™

- On first reference, only the singular form "Varco Pruden Builder™" may be used. It must have the <sup>™</sup>. If the sentence references more than one Varco Pruden Builder, use "Varco Pruden Builder™ dealers."
- Subsequently, you may use the plural form (Varco Pruden Builders) with no <sup>™</sup>.

### ASSOCIATED PRODUCTS

Below is a partial list of all current and active trademarks, shown as they should appear with an appropriate descriptor in print and electronic media.

Cover-Rib™System	TextureClad™
Deck-Frame™	ThermaClad™
Deck-Liner™ Panel	ThermaClad Tuff-Wall™
DuraCurb™	ThermaLift™
FP-12™ Soffit	ThermoDeck™
ImpressaClad™	Tuff-Wall™
LPR-36™ Liner Panel	UtilityBuilt™
Panel Rib™Roof	Vee Rib™
PrisMAX™ SL & TRU	WideBay™ Bar Joist System
RPR™ Panel	WideBay™
SLR II™	
SSR™	
SuperBlock™ for SSR	
Tech-Four™	
Tech-Four™ Plus	

### COPYRIGHT USAGE

All proprietary documents should be copyrighted. The copyright notice must refer to the legal name of the company, BlueScope Buildings North America, Inc., as opposed to the brand (Varco Pruden). The proper copyright statement or sign-off is: © 20XX BlueScope Buildings North America, Inc. All rights reserved. Varco Pruden™ is a division of BlueScope Buildings North America, Inc.

If trademarks owned by another company or organization are referenced in a printed document, they should be credited immediately above the BlueScope Buildings North America, Inc. copyright line. As shown below:

Kynar® is a registered trademark of Arkema. © 20XX BlueScope Buildings North America, Inc. All rights reserved. Varco Pruden™ is a division of BlueScope Buildings North America, Inc.

Note: The copyright date should reflect the year the piece was printed (or created in the case of electronic media).

### Contact Information

### For questions, clarifications and any special approvals, contact VP Marketing:

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Builder Engagement Manager, Amanda Welch at 901.748.9335 ; awelch@vp.com

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### Thank You



**Building Solutions. Together.**<sup>™</sup>