

### AN INTRODUCTION TO OUR BRAND

Welcome to our brand book which is designed to help with the consistent implementation of the EnerMech brand throughout the global organisation.

On the following pages you will see our brand in identity, with guidance on the use of the logotype, colours and typefaces.

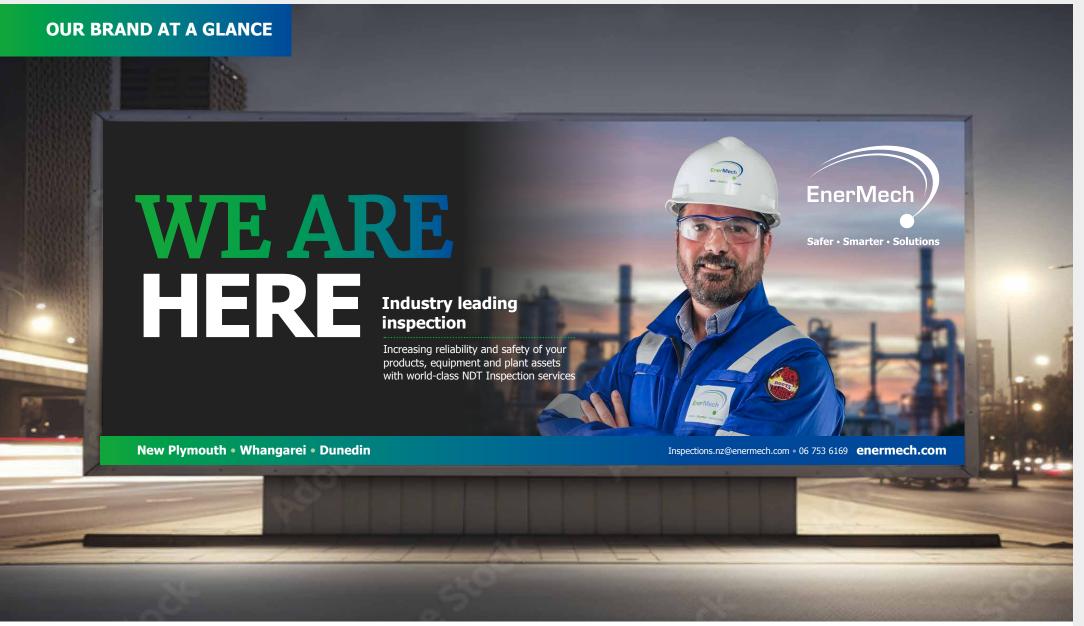
The manual will be a living document with information and sections being added and updated as specifications change and new issues are addressed.

This manual cannot anticipate every possible situation, nor can it spell out every instance where an application may be deemed inappropriate.

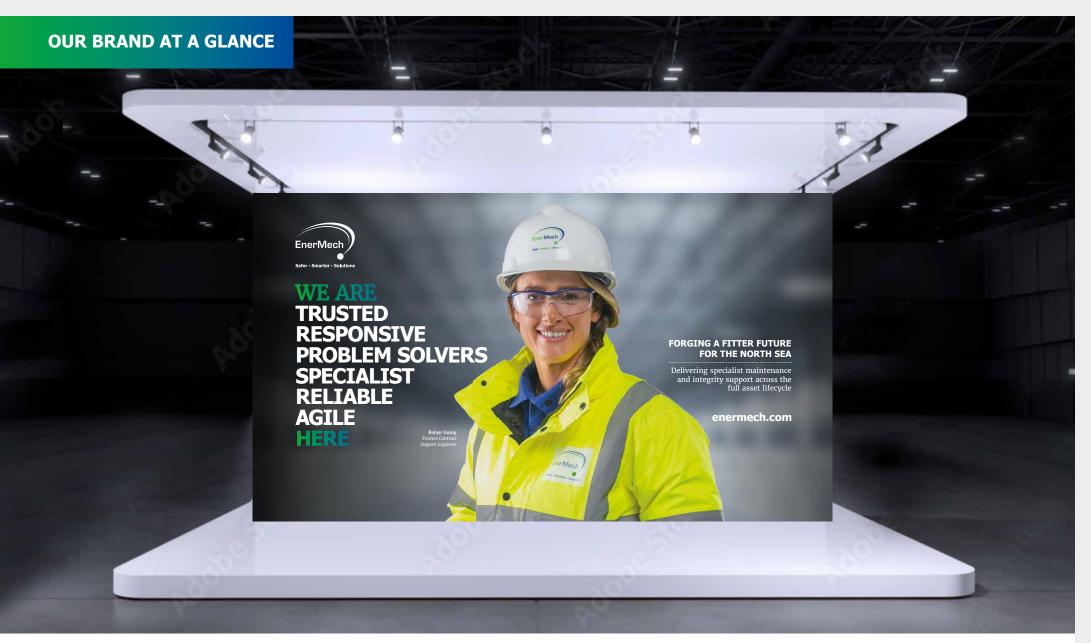
If you find yourself in a situation this is not outlined in this guide or if you have any questions, please feel free to contact Ali Hazell by email at ahazell@enermech.com

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Brand Profiling – Advertising



Brand Profiling – Exhibition



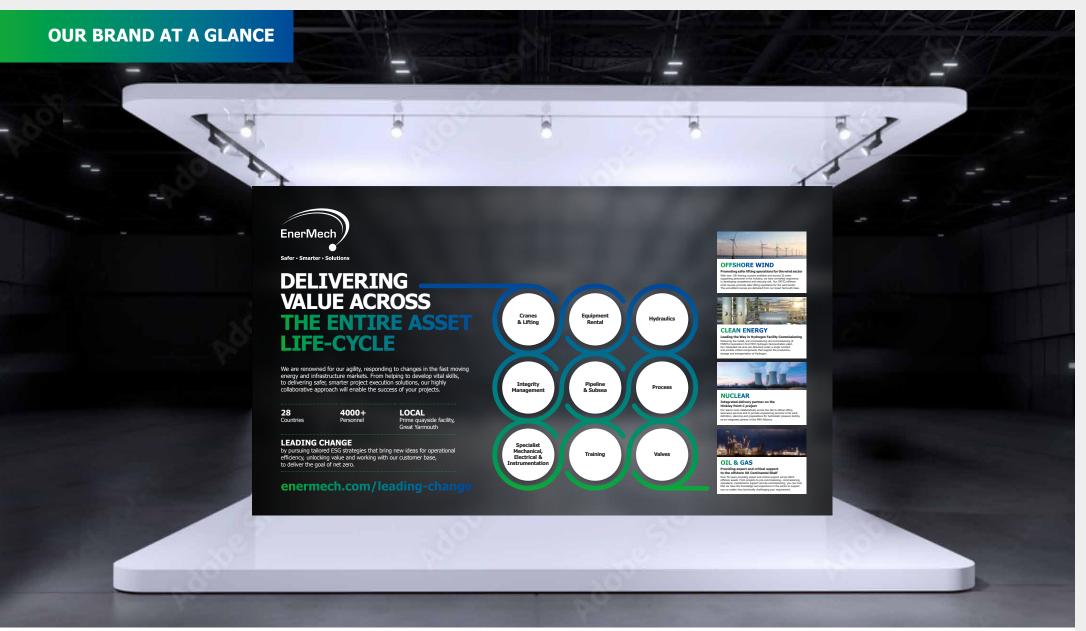






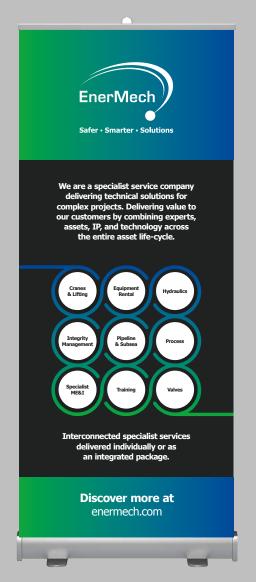


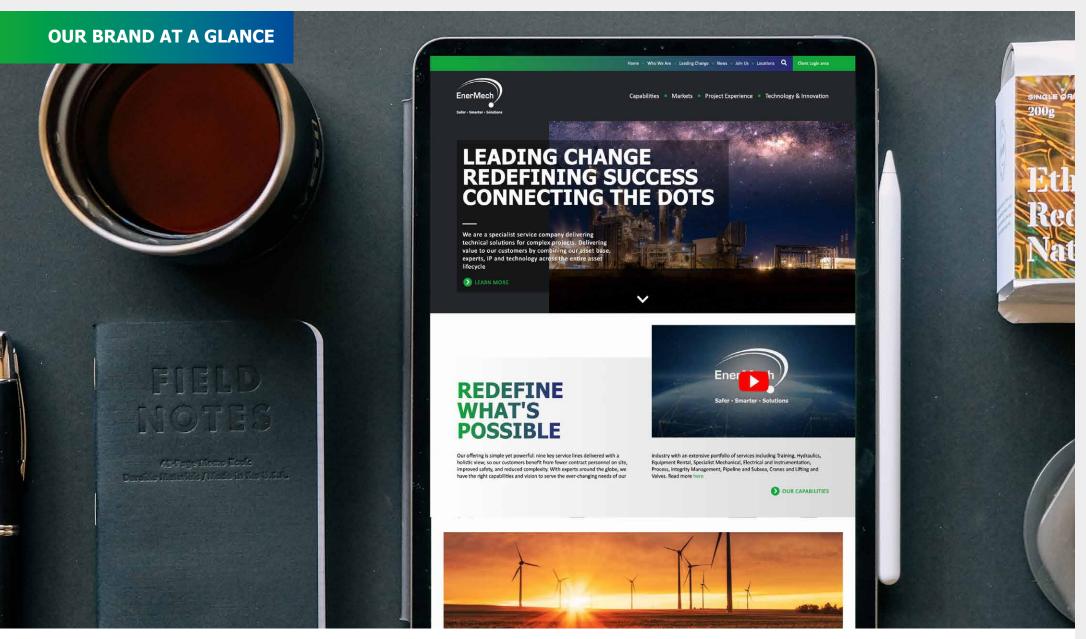




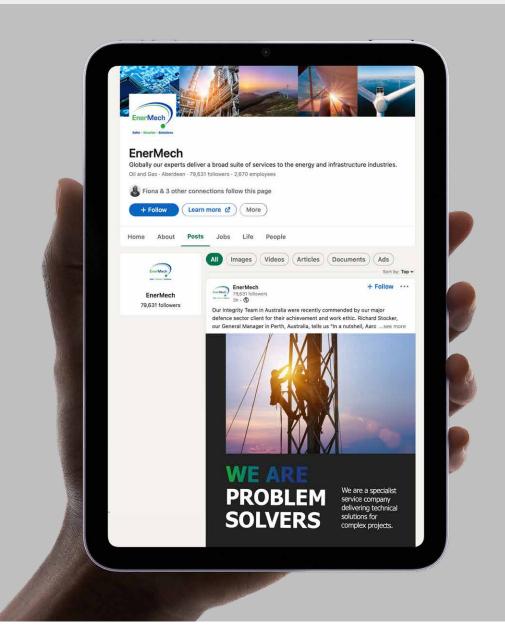
# **EnerMech Brand Book**

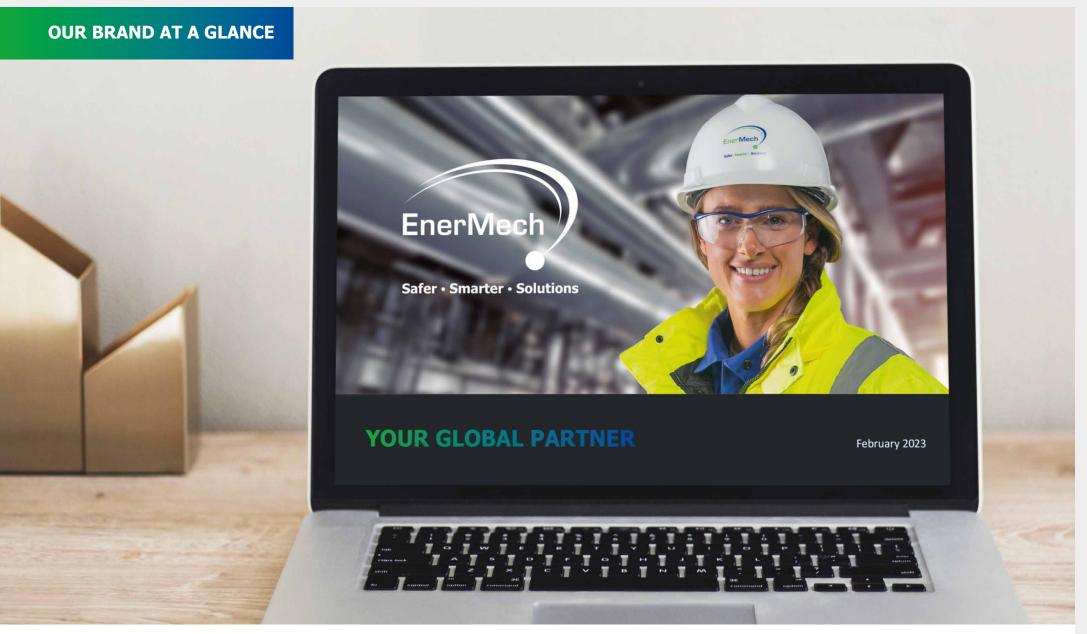




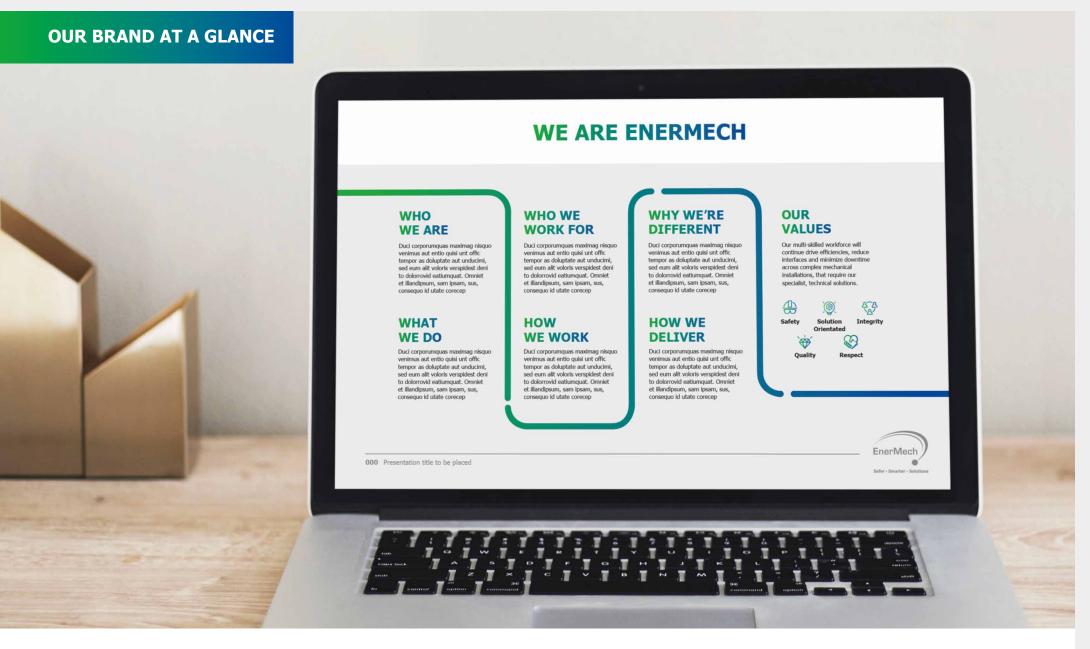


Brand Profiling – Digital

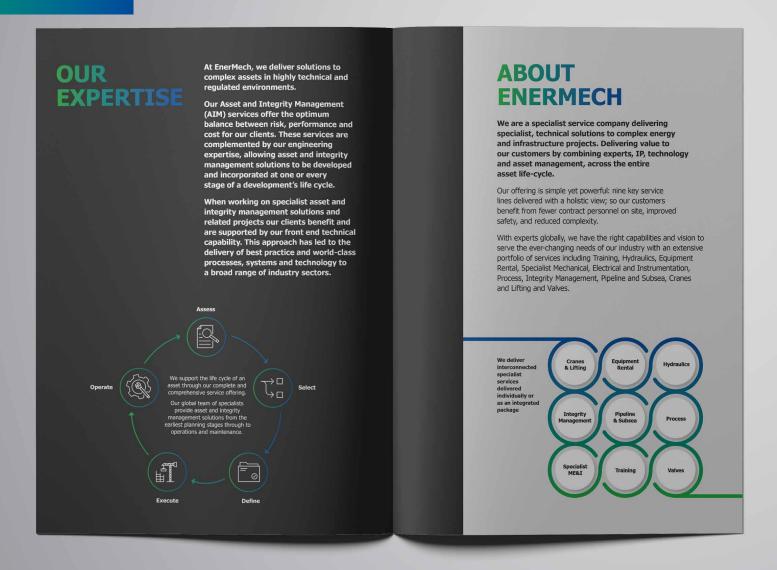




Brand Profiling – Global PPT









# LEADING LEADINGE

WHERE WE MEET TOMORROW. TODAY.

Leading Change is the name we have adopted for our global strategy. This is the overarching brand for Leading Change. Its correct use will ensure a clear and consistent brand identity.

It has been specially created and must not be redrawn or altered in any way. The logo must appear at all times with the strapline below it: Where we meet tomorrow. Today. The main version of the logo is the positive two-colour version and should only appear on a white background as shown below. In terms of brand hierarchy, the Leading Change brand is always secondary to the EnerMech brand.

## **LEADING CHANGE IN ACTION**



### STRATEGIC CHARTERS

Leading Change is anchored by strategic Leading Change is anchored by strategic "charters" which give growth direction to our business lines, provide plans for building capability and scale, and map the structure and support for our people and clients in order to achieve growth.

Business line growth, market and capability build-out
Cranes & Lifting • Hydraulics • Integrity Management • Pipelines & Subsea •
Process • Specialist Mechanical, Electrical \*Tocess • Specialist mechanical, Liecul & Instrumentation • Training • Valves

Growth enabling
Talent & Culture • Technical & Innovation Talent & Culture • Technical & Innovation
• Governance & Capability • Systems and
processes • Business Development

# WHY **ENERMECH?**

We are specialists. We deliver We are specialists, we deliver and self-perform a broad range of specialist services discretely, bundled, or as an integrated

We are trusted. We deliver specialist services reliably and safely, utilizing our custom fleet of equipment and enabling technologies. enabling technologies.

3

We are global. We share lessons we are gional, we snare lessons learned, adopt best practices, and engineer innovative solutions on a local level where no supply chain exists.



We are solution orientated. We drive commercial efficiencies through smarter technical solutions, delivered with the highest regard to safety and quality.

5

We are knowledgeable. We have We are knowledgeable, we nave the technical capability and scale to efficiently manage across the full asset life-cycle. LEADING CHANGE

WHERE WE MEET TOMORROW.

"Welcome to Leading Change, the name we have adopted to describe and brand our strategy. Leading Change aligns One EnerMech in our vision, mission and purpose, and outlines the strategic plans that will drive the sustainability and growth of our company. At the heart of our strategy is the development of our people, recognizing that as we grow, our talent will be key to our future success.

Underpinning our approach is a long-term commitment to investing in our asset base, technology and people so that we further differentiate our services, create value for our customers and retain the wealth of knowledge in the business. We believe that investment in these areas will ensure that we become the global solutions provider of choice across the asset life-cycle in the sectors that we serve."





### **OUR VISION**

To be the global partner of choice in delivering specialist, technical solutions.

To listen, engage and create value for our clients through the safe delivery and create value is a solutions across the safe delivery of specialist, technical solutions across the life-cycle of the global asset base.

Orientated











### **LEADING** CHANGE THROUGH...

Delivering superior growth through technical leadership across our service lines

Positioning EnerMech through technical differentiation, in both core energy and high growth sectors

Capturing efficiency and value for our clients by combining our bespoke single service lines into an integrated, managed offering

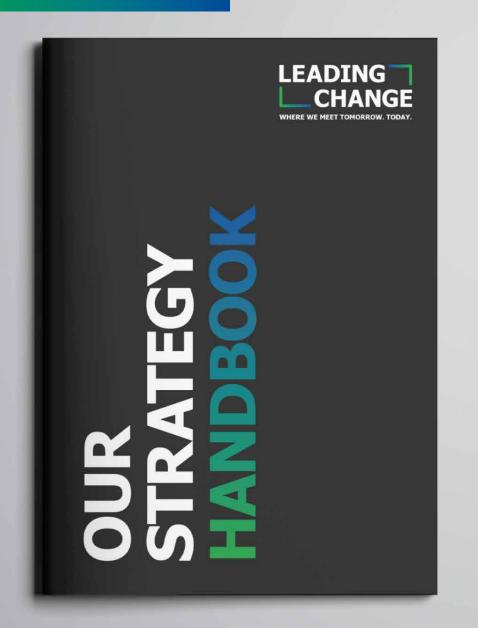
Weaving ESG into the fabric of the business through a coor the business through a co-ordinated approach to the areas of environment, social, people, leadership, and governance, and business model and innovation

Applying expertize gained globally at a regional level across a broad range of end markets

Building a world-class organization through people, talent development and global resource delivery

Developing and utilizing industry-leading IP, technology, equipment and competence









**EnerMech Brand Book** 



# LEADING L\_CHANGE

We live in an ever-changing world.

A world where shaping it for the better is more important than ever.

When referencing our ESG we have a sub Leading Change brand. Its correct use will ensure a clear and consistent brand identity.

It has been specially created and must not be redrawn or altered in any way. The logo must appear at all times with the strapline below it: we live in an everchanging world. A world where shaping it for the better is more important than ever. The main version of the logo is the positive two-colour version and should only appear on a white background as shown below. In terms of brand hierarchy, the Leading Change ESG brand is always secondary to the EnerMech brand.



### LEADING CHANGE FOR A BRIGHTER FUTURE

We live in an ever-changing world. A world where shaping it for the better is more important than ever. At EnerMech, we are committed to leading change for a brighter future. We embrace the responsibility and accountability required to drive the transition towards becoming an environmentally and socially responsible business. Through our structuredinitiatives on Environmental, Social and Governance (ESG) matters, we will lead change today for a better tomorrow.



Christian Brown, Chief Executive Officer





### WE WILL DRIVE THIS CHANGE THROUGH:

Being a consistent quality employer embracing diversity and inclusion

Providing a quality of life in the organisation with a driven workforce

Promoting human rights through our "Speaking Up" policy and code of business conduct

Ensuring we leave a positive impact on the communities

Working with our supply chain to identify and eliminate modern slavery and to deliver on our carbon strategy Contributing to the low carbon future business and where we can serve them with the skill sets, we have Working with our customer base to support their net zero ambitions and sustainability programs

Delivering a business diversification program embracing the past with the present and future

Management of our ESG risks and opportunities

Establishing short term and long term targets,
providing confidence we are meeting our targets

A commitment to transparent reporting on the implementation, monitoring and progress of this policy

Commitment to the United Nations Sustainability Development goals

Pledging to achieve Net Zero Carbon emissions by 2050

### **HOW WE LIVE THE ACCOUNTING STANDARD THEMES:**





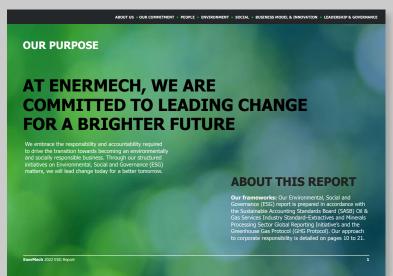
To support our leading change, we have adopted the Sustainability Accounting Standards Board's five main dimensions across ESG, namely Environment, Social, People, Leadership & Governance and Business Resilience & Model.

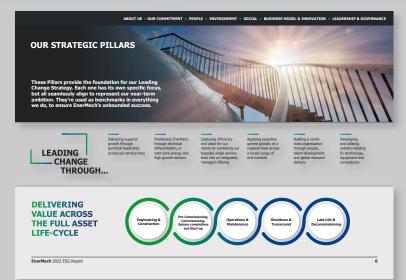
Each of the five dimensions has a number of sub dimensions (26 in total), where EnerMech has identified the relevant sub-dimensions, which we will set targets for, produce data for internal and external stakeholders and report to the wider community as applicable.

Leading Change is an essential part of EnerMech, and through this change, we will ensure we build a lasting legacy for our current and future employees and our customers and the communities we live and operate in for future generations.

**ENERMECH.COM/LEADING-CHANGE** 













Safer • Smarter • Solutions

There is one logotype for EnerMech. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.

The logo must appear at all times with the strapline below it: Safer • Smarter • Solutions. The main version of the EnerMech logo is the positive two-colour version and should only appear on a white background as shown below.



There is one logotype for Safety. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.

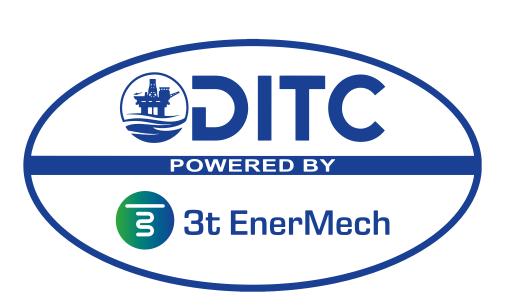


# **Lifesaving Rules**

At EnerMech we are committed to delivering a high standard of health and safety. Our Lifesaving Rules will provide a foundation to all aspects of safety training, therefore the I am safe, we are safer Logo will always appear on Lifesaving Rules documents and marketing collateral.

3t EnerMech is a joint venture





A pioneering venture between 3t
EnerMech and Orinduik Development
Incorporated Training Centre delivers
Guyana's first in-country, state-ofthe-art training facility for the local
workforce, supporting the development
of the country's fast growing offshore
oil and gas sector. This venture provide
an industry-leading and internationally
accredited facility. The logo is only to
be used specifically when promoting the
Guyana 3t EnerMech business.

### **Exhibition Panel**









**Banners** 

Flyer



MNTEG

**INSPECTION · INTEGRITY** 

There is one logotype for MInteg. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.

The logo must appear at all times with the strapline below it: Inspection • Integrity.

### **MINTEG BRAND IN ACTION**













Typography is a core component of our brand identity. Quicksand is the core font used for MInteg.

# QUICKSAND: CLEAR, BOLD & CONFIDENT

The font Quicksand helps our headings stand out and gives us a clear voice. Used in upper case and bold for headlines, this gives us a distinctive style.

# Calibri: Legible on screen and accessible

Our website font, Calibri, is accessible and easily legible when reading longer pieces of text read on screen.

There is one logotype for ME&I Construction Services. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.



## **ME&I IN ACTION**









The exact CMYK mix opposite should be used when producing a full-colour document

that may contain photography, or be digitally printed. Please ensure you use this correct CMYK mix from the new

**Core Palette** 

### ME&I SLATE

C:65 M:48 Y:37 K:52 R:67 G:77 B:87 RAL: 7012

#### ME&I STONE

C:14 M:12 Y:13 K:0 R:225 G:221 B:219 RAL: 9018

### ME&I VIOLET

C:63 M:53 Y:0 K:9 R:107 G:113 B:173 RAL: 4005

#### ME&I CRIMS<u>ON</u>

C:0 M:100 Y:75 K:0 R:228 G:1 B:52 RAL: 3020

#### ME&I GOLDEN

C:0 M:30 Y:100 K:0 R:251 G:186 B:0 RAL: 1003 Professional use

### BARLOW – STRONG, TECHNICAL AND CONFIDENT

For professional projects, we use Barlow, a google font which can be downloaded here: https://fonts.google.com/specimen/Barlow. A full range of weights are available.

In-house use

### CALIBRI – BOLD, CLEAR AND ACCESSIBLE

For in-house materials, we use Calibri, a system font in either regular or bold.

#### **SoniMech**

SoniMech is our Joint Venture with Angolan integrated logistics provider, Sonils. There is one logotype for SoniMech. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.

The main version of the SoniMech logo is the positive two colour version and should only appear on a white background as shown on the left.





KHUDAIRI GROUP مجموعة الخضيري



EnerMech's integrity management system SIM, maps the relevant components of an asset, to provide live visibility of mechanical completion during construction and commissioning through to start up and operations.

There is one style for SIM. Its correct use will ensure a clear and consistent brand style. SIM must always be written in uppercase in the assigned green with Pro being written in initial caps in the assigned grey.

# SIMPro

The EnCat, our robotic catalyst unloading and loading system, comprises of two main parts; EnerVac our automated unloading tool which removes catalyst from reactors via vacuum, without any entry into the vessel during unloading and; EnCat our automated loading tool which loads catalyst directly from drums into the reactor, without entry during the loading activities.



There is one logotype for EnCat. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.



There is one logotype for EnerVac. Its correct use will ensure a clear and consistent brand identity. It has been specially created and must not be redrawn or altered in any way.











#### **Single-Colour Use**

The logo can be reproduced as a black option but only when the full-colour option is not possible. When used on a photograph or coloured background the logo should be used as a white reversed-out option.

### **Exclusion Zone and Minimum Size**

This is the exclusion zone. In order to guard the integrity of the logotype, do not let other graphics or text come within the space marked by the dot.

A clear area should always be kept around the logo to ensure the logo stands out and is legible. However, this does not apply if the logo is being positioned on top of a photographic image. This clear space is proportional to the size of the logo and is defined as the height of the 'dot' on the logo.

To ensure legibility, the logo should not appear smaller than 20mm in width. This minimum size would be used when preparing artwork for giveaways such as pens. The logo size should be sufficient so that the words are readable. The logo should always be reproduced from an original file, and never be a photocopy.



The exact CMYK mix opposite should be used when producing a full-colour document that may contain photography, or be digitally printed. Please ensure you use this correct CMYK mix from the new Pantone book as some software programmes create their own different CMYK mix when converting to process.

Colours may vary when printing on coated and uncoated stock. Always match as closely as possible to the PANTONE® colour specified. The RGB version should be used when producing any digitally delivered material such as Powerpoint presentations.

#### **EnerMech Green EnerMech Blue EnerMech Grey EnerMech Gradient** Combination of Enermech Pantone 361 (spot colour) Pantone 286 (spot colour) Pantone 419 (spot colour) Blue and Green with C:80 M:0 Y:98 K:0 C:100 M:75 Y:0 K:0 C:74 M:64 Y:61 K:78 an equal balance of **R:**52 **G:**178 **B:**51 **R:**0 **G:**57 **B:**166 **R:**33 **G:**34 **B:**33 each colour **RAL:** 6018 **RAL:** 5005 **RAL:** 7026

Typography is a core component of our brand identity. Tahoma is the primary typeface.

### TAHOMA: CLEAR, BOLD & CONFIDENT

Our core font of Tahoma helps our headings stand out and gives us a clear voice. Used in upper case and bold for headlines, this gives us a distinctive style.

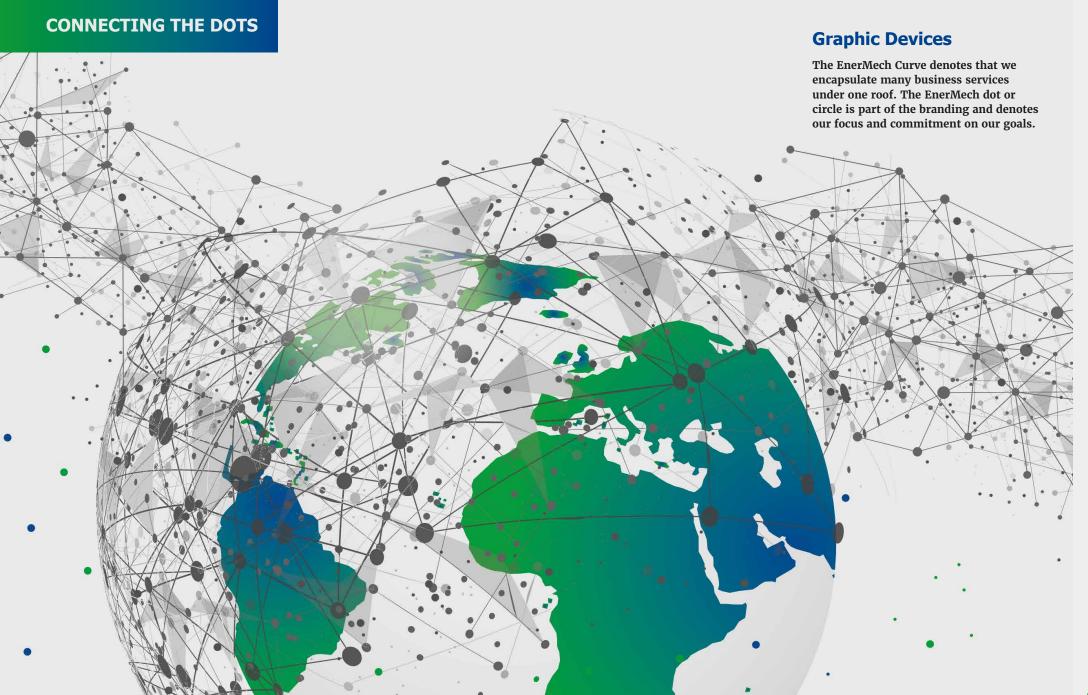
### Merriweather: Approachable & human

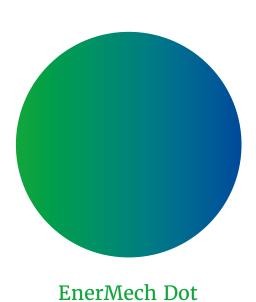
Our complimentary serif font, Merriweather, contrasts with the impact of Tahoma to reflect our personable approach.

### Calibri:

## Legible on screen and accessible

Our website font, Calibri, is accessible and easily legible when reading longer pieces of text read on screen.







#### **Graphic Devices**

The EnerMech Curve denotes that we encapsulate many business services under one roof. The EnerMech dot or circle is part of the branding and denotes our focus and commitment on our goals.



#### **OUR STRATEGY**

#### WHERE WE MEET TOMORROW. TODAY.

"Leading Change, the name we have adopted to describe and brand our strategy, aligns One EnerMech in our vision and mission and outlines the strategic plans that will drive the sustainability and growth of our company. At the heart of our strategy is the development of our people, recognizing that as we grow, our talent will be key to our future success."



Christian Brown Chief Executive Officer

#### **OUR VISION**

To be the global partner of choice in delivering specialist, technical solutions.

#### **OUR MISSION**

To listen, engage and create value for our clients through the safe delivery of specialist, technical solutions across the life-cycle of the global asset base.



For more visit **enermech.com/leading-change** 

### LEADING CHANGE

WHERE WE MEET TOMORROW. TODAY.



**Safer • Smarter • Solutions** 

OUR VALUES ARE AT THE HEART OF EVERYTHING WE DO IN ENERMECH



**OUR VALUES** 

Safety

We will always put the **health** and safety of our people first above all else



Integrity

We will **empower our people** and operate with the **highest of integrity** 



#### **Solution Orientated**

We will adapt to change, seize opportunities and be agile in creating new solutions



#### Respect

We will respect our customers, our people, our suppliers, our communities, and our planet

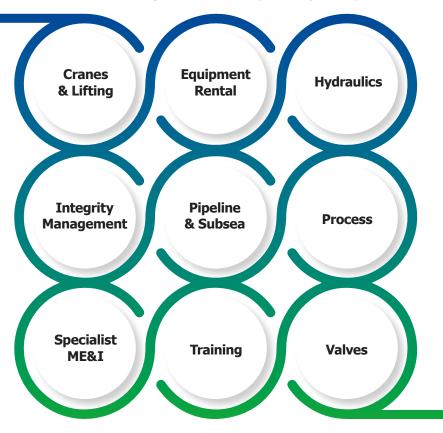


#### Quality

We will deliver the highest of quality in everything we do

### Interconnected specialist services delivered individually or as an integrated package

Our nine core capabilities provide distinction between them and the assets phases in which we work. This not only simplifies our offering to our clients, but also provides group alignment for reporting and tracking, and easier cross-regional collaboration.



#### **OUR ASSET LIFE CYCLE**



#### PHOTOGRAPHY (PEOPLE)





Powerful imagery can enable our communications to make a far more direct and emotive connection with our audiences.

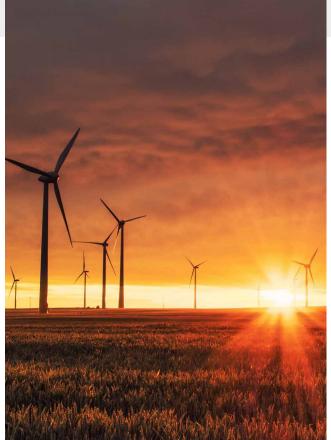
Use high quality photography in conjunction with the brand, never simply stretch a small, low resolution photo to make it fit your layout, doing so will degrade the resolution even further. Here are some samples of the styles of photography that complement the brand.





#### PHOTOGRAPHY (END MARKETS)





Powerful imagery can enable our communications to make a far more direct and emotive connection with our audiences.

Use high quality photography in conjunction with the brand, never simply stretch a small, low resolution photo to make it fit your layout, doing so will degrade the resolution even further. Here are some samples of the styles of photography that complement the brand.







#### We want to create a tone of voice that is conversational and relaxed while still communicating the professionalism and expertise of EnerMech. There are few things that we can do to help create this feel.

#### Talking directly

We can talk directly to the customer, using the pronouns 'you', 'we' and 'our'. Just as we would in a real conversation. We need to avoid the passive voice. So rather than have:

EnerMech has an experienced, nimble and responsive team.

We instead say:

Our experienced team is ready to act, whatever your problem.

#### Think about the reader

We need to put ourselves in the potential customer's shoes at all times. EnerMech has a 40-year of heritage – but what does that actually mean to the reader? It means that whatever problem you have, EnerMech has already solved it.

#### **Real-life examples**

We use specific examples, "proofs". These are interesting for the reader and help them see for themselves just how capable EnerMech is. Like this:

"£1 million+ cost savings due to an integrated service delivery – When carrying out a pre-commissioning frame agreement for a major client, EnerMech delivered efficiencies across the scope of work, through upfront engagement, deploying a multi-skilled workforce and working in partnership with the client"

We are showing how good EnerMech is, rather than merely telling.

#### Vary our sentences

When marketing material feels stale it is often because the sentences are all of a similar length, or are structured in the same way. Long clauses at the start of a sentence can keep the reader hanging on for what they really want to read. There is nothing wrong with short sentences. They can be interesting. Helpful. The important thing is that we vary our language and sentence structure. We can also use short direct quotes and longer case studies or examples to liven up the text.

#### **Clearly signpost information**

A potential customer visiting our website or reading a brochure should be able to easily navigate themselves to the information they need. It's frustrating when you have to dig around to find something out. By thinking like a fresh reader we can answer the most common questions in the most helpful way. Why not use questions? Or bold subheadings to help the reader's eye. Ultimately, we want to guide the reader to do what we want them to do: get in touch.

#### Finally...

If we use these tools and techniques as we write, we should naturally create a more interesting and compelling tone of voice in our communications – even when we are writing about technical matters. This isn't radical, but it should be refreshing. People will know from a single paragraph that EnerMech are honest, human and highly professional. The kind of people you want to do business with.

To us, every client is an individual and every job is unique. Our experience means that whatever your problem, we have the expertise to get it sorted. Fast.

#### **Vision Statement**

To be the global energy and infrastructure service partner of choice.

#### **Mission Statement**

We deliver integrated mechanical, electrical and instrumentation services which significantly decrease cost and increase efficiencies for our customers. We excel through our uncompromising focus on safety, the quality of our people, innovative engineering, global infrastructure and the continuous development of our services to address our customers' requirements. We are protective of our people and work responsibly and ethically to protect the communities and environments in which we work.

#### **Purpose Statement**

- To continue to be a sustainable and profitable business that is respected within the wider business community and which creates value for its stakeholders
- To foster long term relationships with our customers by focusing on their needs and being agile in delivering responsive, safe, smart and value added solutions
- To communicate openly and honestly with our employees, offering them on-going development opportunities and relevant experience, providing a fun and safe place to work and treating them with respect at all times
- To establish long term relationships with our suppliers by treating them fairly and helping them grow profitably
- To be recognised by the local communities where we work as a good neighbour that provides employment, participates in the community and protects the environment

#### **WRITERS CHECKLIST**

#### Job titles:

Capped up i.e. Managing Director; UK Training Manager; Regional Director

#### EnerMech name

Refer to EnerMech, not EnerMech Ltd

#### **Business lines**

Capped up, only use ampersand in infographics, or pop ups where space is tight, in editorial copy use 'and'

Industrial Services
Process Services
Pipelines and Umbilicals
Valves
Electrical and Instrumentation
Maintenance integrity and inspection
Equipment Rental
Cranes and Lifting
Training
Hydraulics

#### Email & web addresses

Email addresses and URLs should not have any punctuation added even if they fall at the end of a sentence e.g. See our website at www.enermech.com is correct; See our website at www.enermech.com. is incorrect. Where possible, try to avoid web addresses coming at the end of a sentence. Don't bother to add http://www - that's a given, just enermech.com

Avoid very long URLs if at all possible. The home page of a website, is preferable in most cases (but not if it is very hard to find the document in question from the home page. The only way to check this is to check out the site).

"Email" not "e-mail". However, other uses of "e" such as "e-business", "e-commerce" are hyphenated.

#### **Client names**

Make sure we double and triple check the correct spelling and style of any client name being used i.e. ConocoPhillips and not Conoco Phillips or Conoco Philips.

#### **General style** (alphabetical)

#### **Bullets & lists**

These can be part of a single sentence, if so finish with a full stop. E.g.

There were three reasons she loved her new house:

- · it was handy for the station
- · it had plenty of room for the kids
- · the garden was charming.

#### **Dates**

Day first followed by a comma, then month. Do not use "th". For example, 5, March 1999. Never 5th March.

Use 1980s, not '80s or eighties etc. to refer to decades.

2008–09 is correct; not 2008–9. Use hyphen when referring to a range of years i.e. 2008–2009 refers to a two-year period.

A slash (i.e. 2004/5) refers to one 12-month period (e.g. academic or financial year) that falls across two calendar years.

#### Full stops

Abbreviations like BBC, US don't need full stops. Also, no full stops after words like "Dr" or "Ltd" There are no commas between names and their designatory letters, except "no." i.e.: no. 3. (But it's best to avoid "No." if possible).

#### Gender

Where possible, it is better to use "he or she", or "they" if the writer is not specifying gender. "Spokesman" or "spokeswoman" is preferable to "spokesperson". Whether someone is a "chairman", "chairwoman" or "chair" will normally be up to them, but it's preferable to avoid "

#### **Government departments**

When using the full name of a department use caps e.g. the Department for Business, Enterprise and Regulatory Reform (use "DBERR" for second and subsequent use).

#### **Hyphens**

Note the use of hyphens in both "co-operation" and "no-one". Otherwise, where there is a choice don't use a hyphen. Fundraising, worldwide and most other compound words are not hyphenated.

However, use "Scottish-based", or "UK-based". Use a hyphen when the word is an adjective e.g. "full-bodied".

"Email" isn't hyphenated. Otherwise "e" as in e-commerce, e-business etc. should be in lower case and is hyphenated. Internet should have a capital "I". Similarly with "Net" and "Web". "Website" is one word, lower case, no hyphen.

#### **WRITERS CHECKLIST**

#### Names and titles

The first time a person is referred to in an article, their full name is used. Thereafter, they are referred to by their surname. There are no "Mr" or "Mrs". The exception to this is if they are used again much further on in the article, in which case use the full name again or the surname plus company e.g. "IBM's Thorogood agrees..."

#### Numbers, measures and money

Numbers up to ten are spelled out in words – if the context allows. For example, if a lot of different forms were being used, like fractions and decimals, then figures should be used throughout that article. Numbers from 11 upwards become figures. Where a number begins a sentence it is spelled out in full regardless. Fractions are presented in decimal points or written out fully with hyphens where appropriate (e.g. two-thirds)

#### Numbers

1-9 spell out three, six, eight etc. For 10 and over use the number 14, 26, 104 etc.

Thousands are written as 1,000

Million and billion is always spelt out and never shortened to 'm'. However, another currency equivalent presented in brackets uses the shortened 'm' i.e. \$50 million (£33m)

#### Distance

20km, 20ft, 20in, 20m, 20 sq ft – not 'square feet' or foot, 20 sq m

#### Monetary values

£150 million; \$150 million; not £150m or £150M or \$150m;

#### Currency

Generally, use pound sterling  $\pounds$  but if the story is about US or Norway for example, use sterling first and then the dollars, kroner etc.

E.g. - £100 million (\$152.4m); £100 million (NOK 892.4m); £100 million (\$AUD 156m)

£ not pound. Use the € symbol not "E" or "euros".

US dollars are just dollars – write as \$. Other countries' dollars need to be spelled out e.g. AUS\$.

Normally, "first" not "1st" up until "11th". There may be exceptions e.g. a company name.

#### **Organisations**

Bodies, such as the Government, the Inland Revenue, oil companies and so on are generally treated as taking a singular verb form, E.g. "The Revenue has..." as opposed to "The Revenue have...".

#### Per cent

% instead of per cent.

#### **Photo captions**

They are not followed by a full stop, nor are cross-heads/pull quotes. They should also be concise and punchy.

If the photo is a 'mugshot' then the caption should start with the name; and then whatever the person says in single quotes or a few words about him or her. E.g. Mike Johnson: "It's time for a change"

#### **Publications' titles**

These are in italics, first letter in capitals.

#### **Quote marks and reported speech**

Use double quote marks, even for fragments, but single quotes for "quotes within a quote". Also headlines, captions, standfirsts, pull out quotes and cross-heads use single quotes.

Reported speech is in the past tense (i.e. "said", "explained" etc.).

"Said" is the default. Alternatives like "explained", "argued" etc. are fine but should not be repeated on the same page. Either use: Smith said: "People are desperate for something different."

Or "People are desperate for something different," said Smith.

Both of these are fine. But not using a comma before the quote:

Smith said, "People are desperate for something different."

Quotes should not stand as a paragraph themselves, the speaker should always be identified.

#### **WRITERS CHECKLIST**

Quotes should start

Managing Director, Doug Duguid, said: "

Not Managing Director Doug Duguid, said: "

And it is said, not says

Alternative is - "blah blah blah," said Managing Director, Doug Duguid.

#### **General spelling**

"Focused" has just one "s".

"All right" should be used and not "alright".

The suffix "er", not "or" should be used in words like adviser and convener.

Use US spelling where 'z' replaces 's', as in 'optimizing'

Note that "enquiry" is used to refer to the asking of a question, and "inquiry" to a formal investigation.

Note the following words which are often confused:

"Licence" is a noun, whilst "to license" is a verb. "Practice" is a noun, whilst "to practise" is a verb. "Advice" is a noun, whilst "to advise" is a verb.

"Policyholder" and "shareholder", not "policy holder" etc.

#### **Telephone numbers**

In features they should be written as follows:

tel: 0141 561 0300.

Note London numbers should look like this "020 7401 5328" not "0207 401 5328" – this is because even if you are in the "0207" or "0208" area, you still have to dial the 7 or 8.

For overseas phone numbers e.g. +41 (0) 31 311 4336

#### **UPPER/lower case**

If in doubt, use lower case unless it looks odd.

Political party names should have capital letters e.g. "Labour" but when talking about political inclinations or tendencies, lower case should be used.

Points of the compass are lower case, unless talking about a specific location E.g. the South-East; the West; the Netherlands. Eastern Europe but eastern bloc. But it's "the east of Scotland".

Seasons such as summer and winter are also in lower case.

Bodies such as the Government will be capped up but council will generally be in lower case. EU "member states" should be in lower case i.e. "This applies to all member's states of the European Union."

Use upper case for acronyms and abbreviations, even when they can be pronounced as words e.g. NATO not Nato. (Exceptions include mph, kg, km or lb for example).

Writing style Avoid jargon where possible. If technical terms are used then only use them in their proper context. Use metaphors sparingly. Generally, use the active form, not passive.



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If you have any questions, please feel free to contact Ali Hazell, Marketing and Communications Director at ahazell@enermech.com

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