

# **Process Book**

**Kalina Hug** 

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# PHASE

### **Research/ Concept Boards**

Through competitive analysis and target consumer personas, create a unique beverage brand for people age 25 to 35 with an income between 35K-50K a year. Understand how your competitors have already performed in this field to know ways to stand out from them. Design mood boards along with various company names to evoke the feeling and mood that your brand will portray to its target audience and future customers.

In phase I, you will determine your beverage type, brand name, style, and differentiator to make your beverage more unique than exisiting brands in the market.

# **Target Consumer Profile**

### **Demographics**

Family Size: Single

# Geographic

Age: 25-35CourGender: FemaleStateOccupation: InfluencerWiscIncome: 35-50KFlorid

**Country:** USA **States:** Georgia, Utah, Wisconsin, California, Florida, and Tennessee Lifestyle: Outdoorsy, Classy, Elegant Personality: Bubbly, Friendly, Kind, Sociable Values: Health, Friends, Hardwork, Family Interests: Picnics, The Beach, Hiking, Media Habits: Impulse buying

**Psychographic** 

**Behavioral** 

Brand Loyalty: Willing to try new things and different brands Benefits: Healthy, Refreshing, Light Occasion: Day to day, especially if outside

# **Competitive Brand Analysis**

Brand: LaCroix

**Target Consumer/Audience:** Millennials/Young Adults who don't want their drinks filled with sugar and chemicals

Market Served: Economy and Niche

**Price Point:** An 8-pack of LaCroix is around \$3.69. For a 12can pack, LaCroix ranges from \$5.49-5.99 and a 24-pack is typically \$11.99

**Market Share:** In 2019, LaCroix held 33% of the market share; however, it has been decreasing due to an increasing popularity in seltzer drinks

**Popularity:** LaCroix is incredibly popular and became a common replacement for juices and sodas

What They Stand For: Inclusivity and being health consciousness. This can be seen through their advertisements on social media. They share content from all types of young adults with follower count not playing a factor

**Key Message:** Commitment to health and wellness in a way that is fun and playful.

**USP:** Bright and fun packaging that makes them stand out over competitors on store shelves

**Strengths:** Social media marketing and listening to what their customers want from them

**Positioning:** They position themselves as a trendy, millennial brand with fun flavors that are healthy and affordable

**Consumer Touchpoint Strategies:** Showing young adults having a good time while drinking LaCroix. They promote different types of people so that viewers can feel a connection to the brand. LaCroix does not advertise in commercials which is a flaw because they are potentially losing out on customers.

**Branding:** Their brand has bright colors and Floridian style packaging. The unique coloring and typeface on the cans and cases gives them an edge over other seltzer brands such as Bubly and AHA

**Emotional Message:** LaCroix is incredibly popular and became a common replacement for juices and sodas

Tone of Voice: Friendly, Inviting, Bubbly



### **Visual In-Store Audit**





Through my in-store audit, I found that La Croix has a bright and vibrant brand that stands out on the shelf; however, this was common among other new comers like Bubly and AHA as well. In order to make sure my brand would stand out, I need to pick a more unique differentiator than that.

# **Product Naming**

### Descriptive

- 1. Dainty Ivy
- 2. La Fleur
- 3. Pastel Petals
- 4. Blossom Bottle Refresher
- 5. Flourishing Fizzer
- 6. Mountain High Seltzer
- 7. Sandal Seltzer
- 8. Thirst Quencher
- 9. Soft Sparkling Water
- 10. Crazy Carbonation 11. The Sparkling Water
- Collective
- 12. Dazzling Drinks
- 13. Cool Off
- 14. Creamy Caffeine
- 15. The Fizzler
- 16. Glass Sizzle
- 17. Carbonated Elegance
- 18. Pristine Pop
- 19. The Purple Leaf
- 20. Dulcet Drinks
- 21. Plethora of Petals
- 22. Spicy Sizzler
- 23. Calming Cup
- 24. The Juice Jar
- 25. Caffeine Dreams

### Evocative

- 1. Temptation
- 2. Awakening
- 3. Flourish
- 4. Efflorescence
- 5. Cloud Nine Seltzer
- 6. Social Seltzer
- 7. Brilliant Cellar 8. Lakeside Seltzer
- 9. Taste of the Arctic
- 10. Iridescent Iris
- 11. Gleaming Morning
- 12. Grandma's House
- 13. Elite
- 14. Aesthete
- 15. Gossamer
- 16. Aurora
- 17. Felicity
- 18. Sanguine Sunday
- 19. Tuesday Tea
- 20. Sandy Bottom
- 21. Solace
- 22. Crashing Waves
- 23. Sizzling Shores
- 24. Familiarity
- 25. Baby's Breath

### Experiential

- 1. Smile
- 2. White Trainers
- 3. Energized
- 4. Whispering Willows
- 5. Rustic Beverages
- 6. Afterthought
- 7. Dazzling Gardens
- 8. Sumptuous
- 9. Scintilla
- 10. Mellifluous
- 11. Serendipity Sizzle
- 12. Epiphany
- 13. Lullaby
- 14. Effervescent
- 15. Ethereal Experiences
- 16. Ebullience
- 17. Euphoric Buzz
- 18. Calm and Collected
- 19. Poetic Silence
- 20. The Next Chapter
- 21. Simple Solution
- 22. Indication
- 23. After Midnight
- 24. Enthusiasm
- 25. Presence

### Invented

- 1. Pristinelle
- 2. Glasseria
- 3. Opulecense
- 4. Mondaize
- 5. Daizy
- 6. Behesidutte
- 7. Frothoring
- 8. Onahma
- 9. Coherily
- 10. Sonuting
- 11. Riperch
- 12. Besselin
- 13. Frinkle
- 14. Crackelle
- 15. Astroyds
- 16. Pastelle
- 17. Bumblur
- 18. Craizee
- 19. Luttinaire
- 20. Cherrybelle

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### **Mood Board 1**

### Beachy

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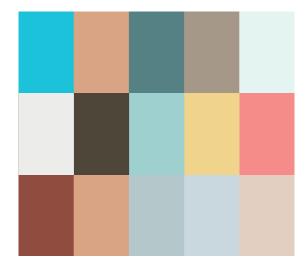
Awakening

Sundaize

Bumblur

Ohanama

Solace





### **Mood Board 2**

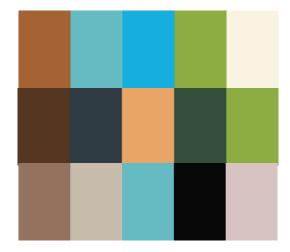
### **Picnics**

- Efflorescence
- Carbonated Elegance
- Dainty lvy
- Sanguine Sunday
- Pastelle
- Flourish



### **Up North**

Mountain High Taste of the Arctic Rustic Beverages After Midnight Aurora Repirch



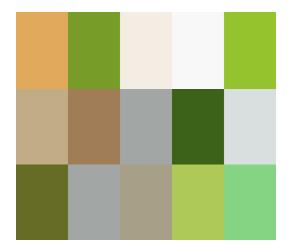
### **Mood Board 3**



### Barbeque

Frinkle The Fizzler Lakeside Seltzer Next Chapter Sunday Morning

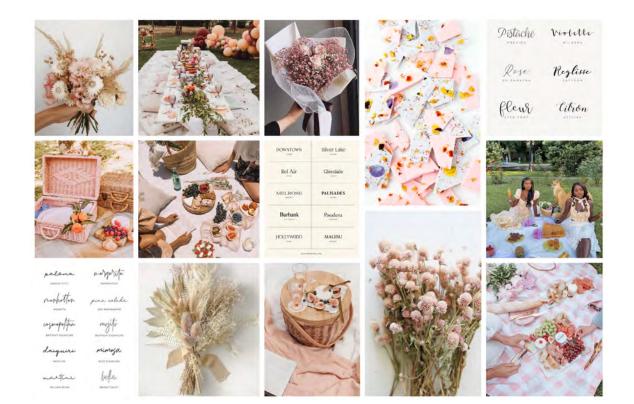
Dad Sneakers



### **Mood Board 4**



### **Concept Development**



### Names

Efflorescence Carbonated Elegance Dainty Ivy Pastelle \* Flourish\* Sanguine Sunday \* Frinkle \*

#### Concept

A sparkling water inspired by picnics that is in a glass bottle. The flavors will be floral, and the bottle will be reusable as a vase.

### Rationale

For my brand, I chose to create sparkling water because it is a circuit that has become very trendy over the years. After my reseach, I decided to go with all floral flavors with resuable vase bottles as my differentiator because very few brands took that approach. My style was based around summertime picnics and joyous days. For names, I move forward with Sanguine Sunday, Frinkle, Pastelle, and Flourish as these were dainty names that fit with my brands overall aesthetic.

# PHASE II

### **Primary Packaging Design**

With an understanding of the beverage company that is being formed, create a brand identity and flavor lock ups to use on the single drink packaging.Be sure that the identity stays consistant with the target audience. With this, create a minimum of three different single bottle flavor designs with the differentiator highlighted. Mockups for the single packages are created to show how the product would appear in real life.

In phase II, you will create your final brand as well as package designs for your various flavors that will be sold under your brand.

# **Thumbnail Sketches**

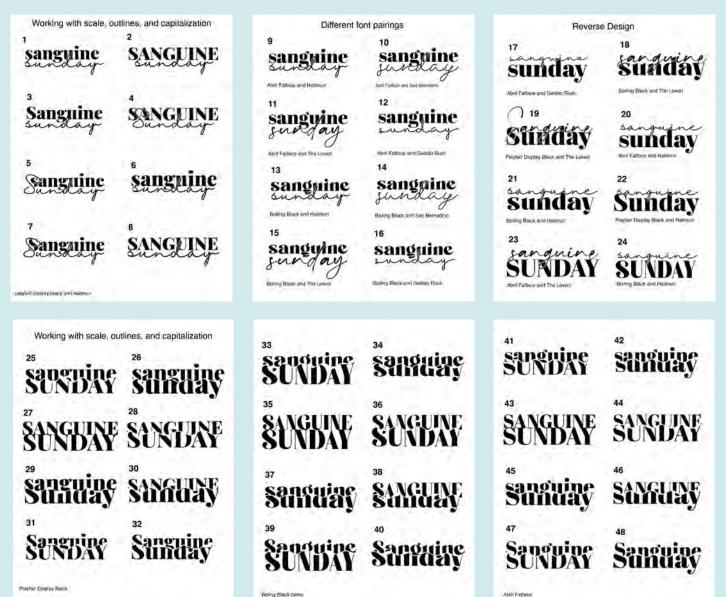
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### **Refined Sketches**



# **Digital Sketches**



# **Digital Sketches**

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# **Flavor Exploration**



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LAVENDER SPARKLING WATER

-AVENDER SPARKLING WATER









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PEONY SPARKLING WATER

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MARIGOLD SPARKLING WATER

MARIGOLD SPARKLING WATER

ROSE SPARKLING WATER

**ROSE** SPARKLING WATER

### **Final Brand Mark**



**Final Flavor Marks** 



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pact Rounded Light

SPARKLING WATER

Peony SPARKLING WATER

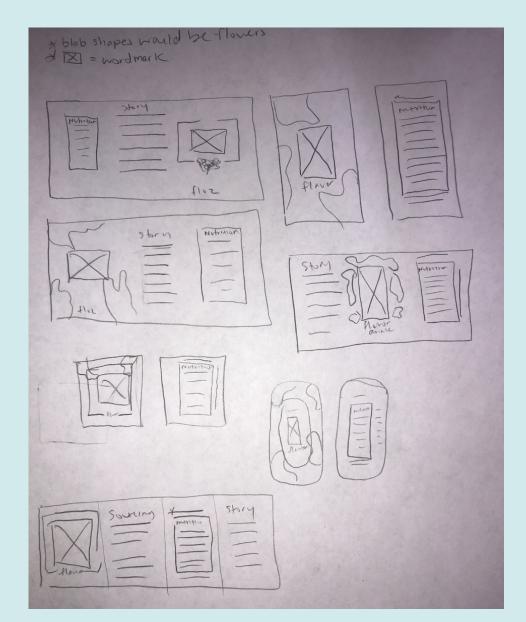
Marigold SPARKLING WATER



### **Color Palette**



### **Sketches**

































































































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### Mockups



### **Final Label Designs**



# **Final Mockups**



### **Products in Store**



### Rationale

I moved forward with naming my drink Sanguine Sunday as I felt it showcased my brand nicely. For my mark, I mixed a script and serif font to emulate the elegance that I wished to capture. My final label designs showcase the flowers that each drink contains on a baby blue background which stands out on the liquid colors. My package choice was a clear vintage glass bottle as it felt classy and sophisticated.

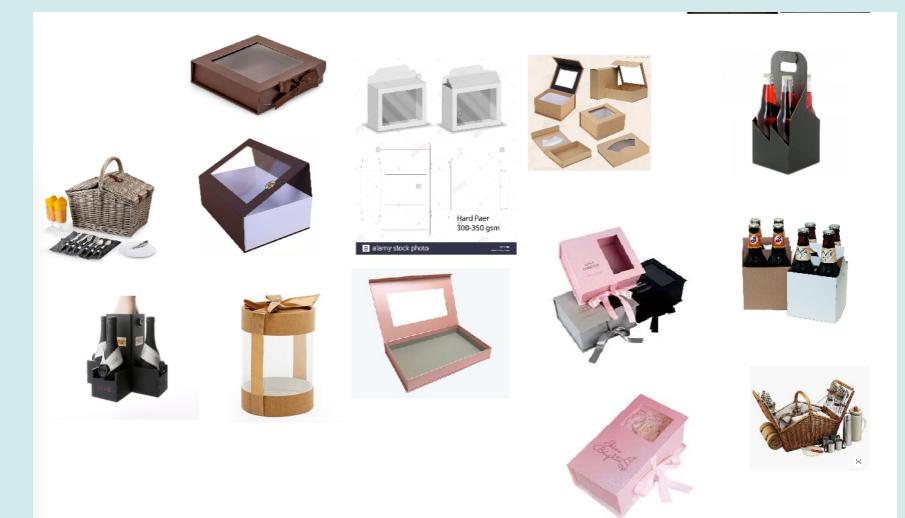
# PHASE III

### **Secondary Packaging Design**

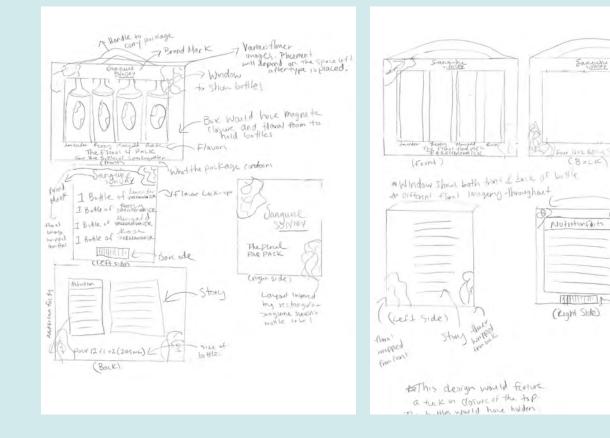
Building off your single beverage designs, craft a multipack design for one or more of your flavors. Consider how the package will be seen on the shelf and explore various forms. Experiment with different materials and dielines to come to the final solution. Display all angles of the packaging to demonstrate a continual brand identity across the designs.

In phase III, you will create multipack designs (including 2 or more drinks) in addition to the dielines that would used to craft the product. The mockups will be made to show the packages from various angles.

# **Package Exploration**



### **Sketches**







-Aguer

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## **Rough Prototypes**

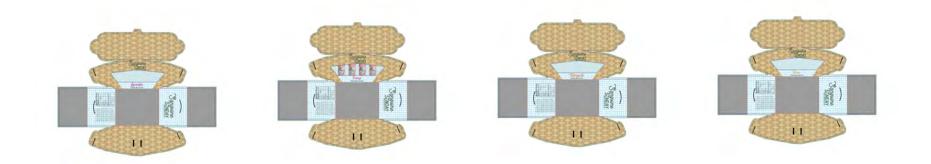


















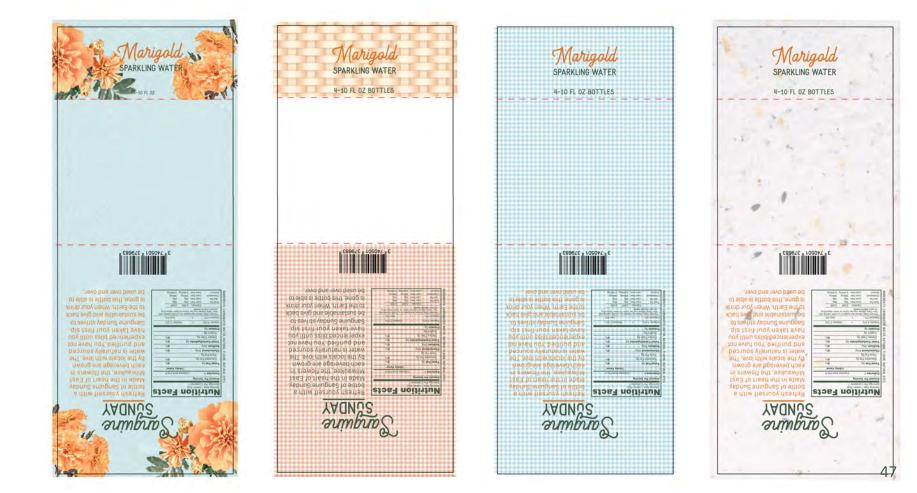


























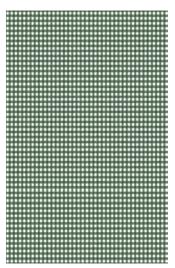




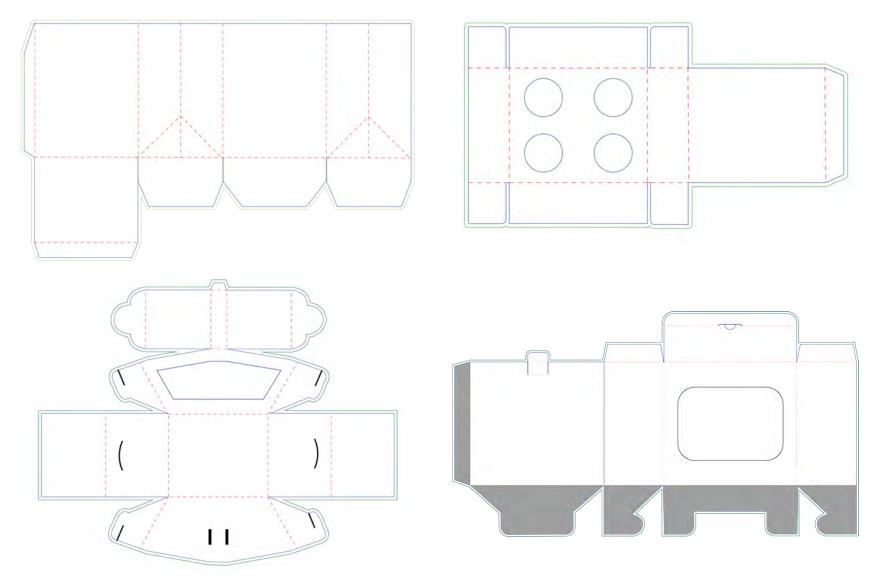








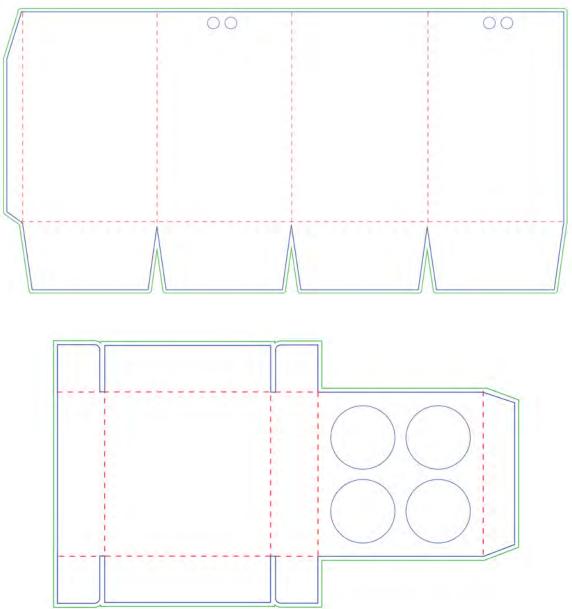
# **Dieline Exploration**



# **Rough Mockups**



# **Final Dielines**



# **Final Labels**



# **Final Mockups**







### Rational

After trying various approaches, I selected a bag design to continue the aspect of reusability that my bottles have. My label is made from seed paper which can be planted to grow a Sanguine Sunday garden. The crochet bag is removable and great for picnics. To keep the bottles on display, I went with clear packaging and a minimal carton to hold them in place.

# PHASE IV

### **Instagram Campaign**

Explore how different companies display products on social media to obtain comprehension of their intentions. Showcase your brand and beverages on Instagram by creating a campaign. The posts should be related to the aesthetic of your company with meaningful hashtags and captions to show your understanding of the brands message and style.

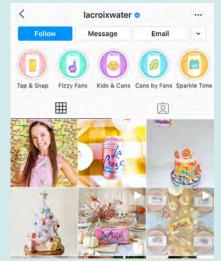
In phase III, you will design a nine grid instagram campaign with each respective individual post captioned. Along with this, you will display the posts on a phone to get a sense of how they will appear on the app.

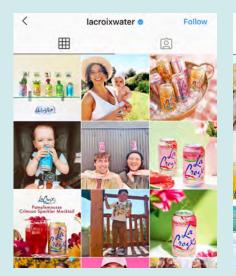
### **Account Exploration**

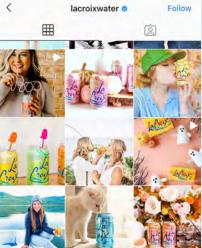


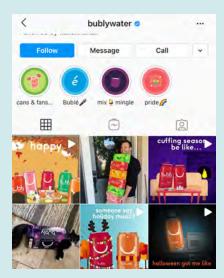










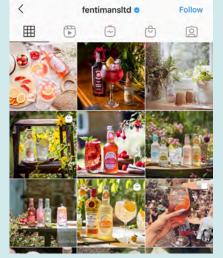




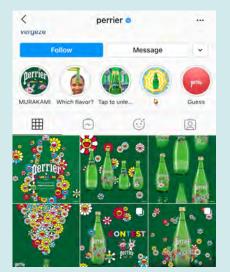
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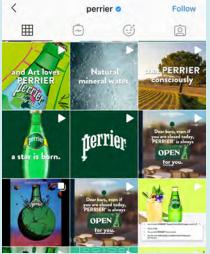


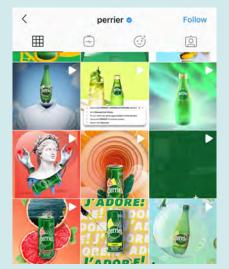












### **Sketches**











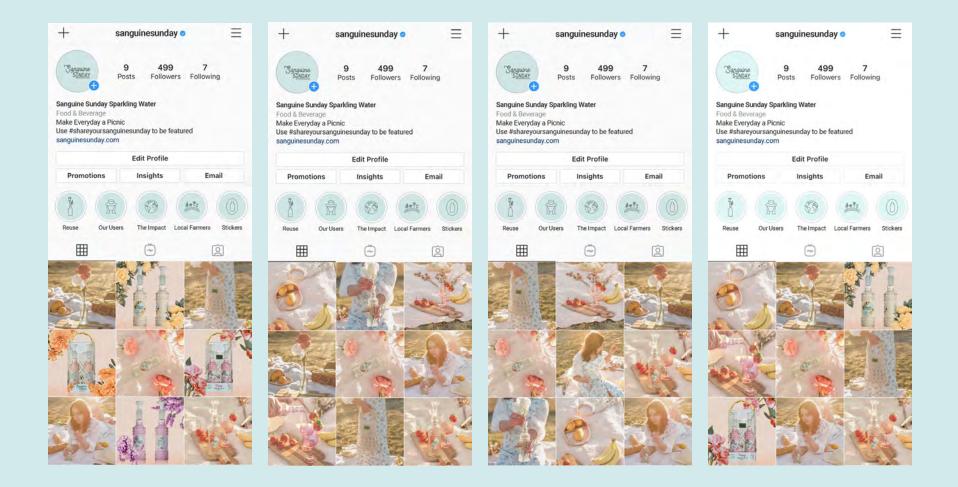


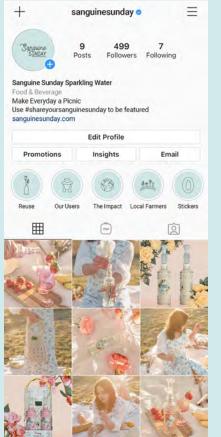


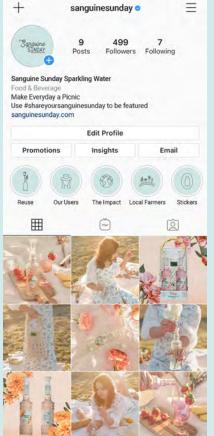






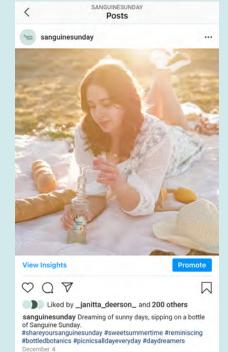






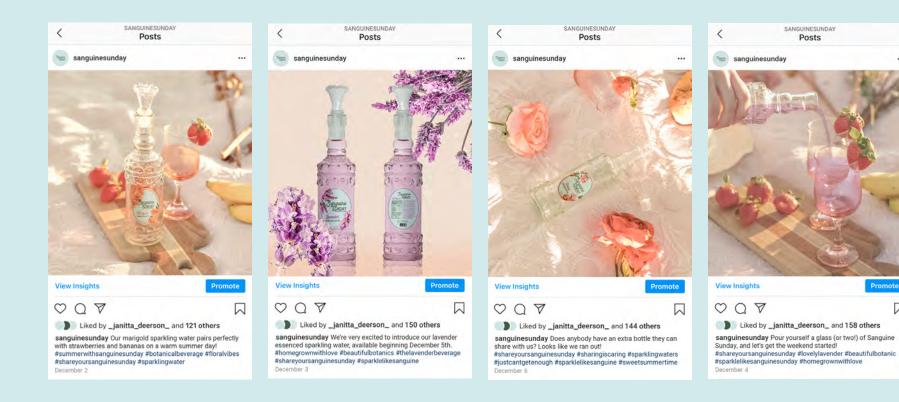


sanguinesunday Sustainabilty is incredibly important to us, so we've included a reusable bag and seed paper in our four packs. #sustainablesundays #lifeisalwaysapicine #hatpeonyfourpack #shareyoursanguinesunday #plantyourowngarden December 5

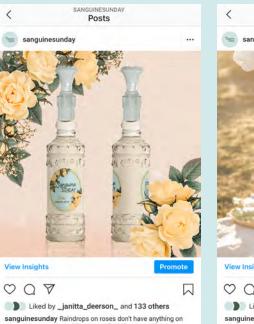


...

Promote







sanguinesunday Raindrops on roses don't have anything on our rose essenced sparkling water! Try it for yourself today. #afewofourfavoritethings #adozenroses #sparklelikesanguine

Posts sanguinesunday ... View Insights Promote QQA 

SANGUINESUNDAY

Liked by \_janitta\_deerson\_ and 162 others

sanguinesunday Our reusable bag is so perfect for your next picnic or market adventure! Keep sharing your pictures with us #shareyoursanguinesunday #sharingiscaring #multipurposing #justcantgetenough #reuseablewovenbag #fashionforward December 8



#shareyoursanguinesunday #impactingtheenvironment December 7

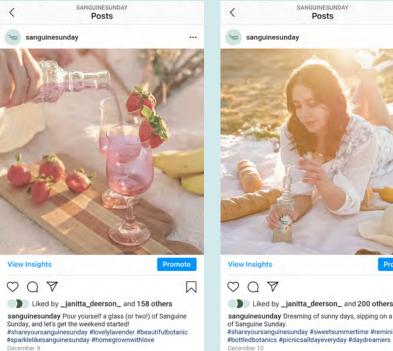
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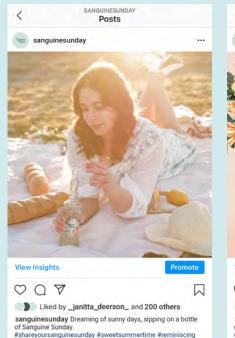




## **Final Designs**



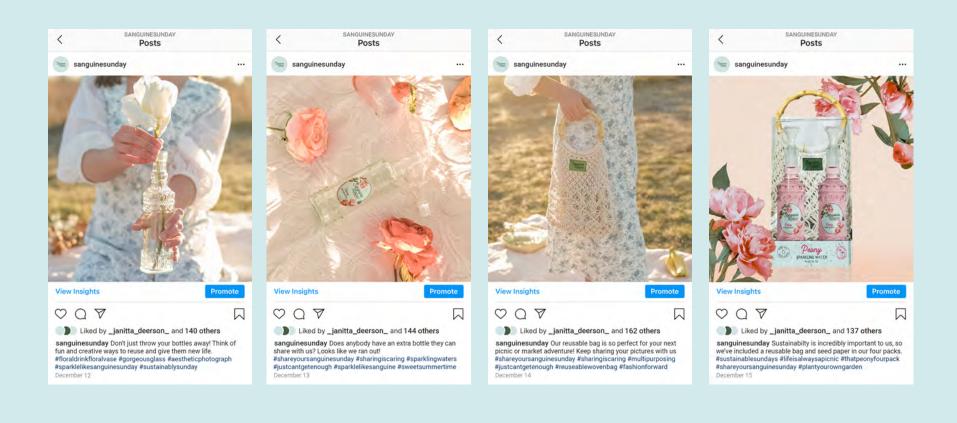






December 11

### **Final Designs**



### **Final Designs**

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sanguinesunday Anyone else love that early morning sun? We're totally just soaking it all in! #shareyoursanguinesunday #sunrisesunset #sparklingwater #sparklelikesanguine #botanicalbeverages

December 16



SANGUINESUNDAY

Posts

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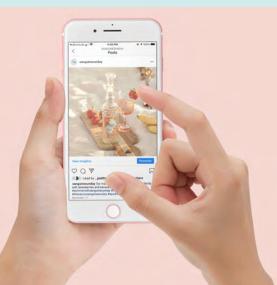
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sanguinesunday

# **Final Mockups**









### Rationale

I went with a picnic theme for my 9 grid series on instagram. I mixed in some of my mockup photos to display the product and incorporated brand elements into the post design. For my captions, I kept them short and relatable. I selected hashtags that fit with my unique brand as well as the market I would be under. In addition, my hashtags fit with the individual posts they correspond with. For my highlights, I kept a minimalist design inspired by my multipack.

### Resources

Flower imagery sourced from Unsplash and Adobe Stock

https://www.instagram.com/lacroixwater

https://www.instagram.com/sanpellegrinodrinks

https://www.instagram.com/fentimansltd

https://www.instagram.com/bublywater

https://www.instagram.com/perrierusa

Phone Mockup: https://mockuphunt.co/products/hand-held-iphone-mockup