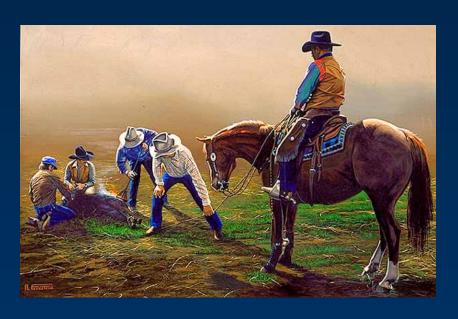
### The Power of Positive Branding

JoAnn Sperber
Senior Writer
Nuclear Energy Institute
PIME 2006

14 February 2006 – Vienna, Austria



## What Is Branding?



"The intangible sum of a product's attributes: its name, packaging and price, its history, its reputation, and the way it is advertised."

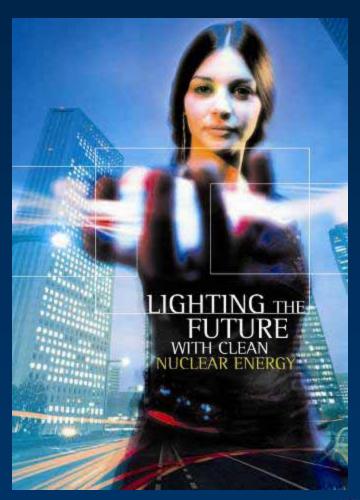
– David Ogilvy



#### This Is Our Brand

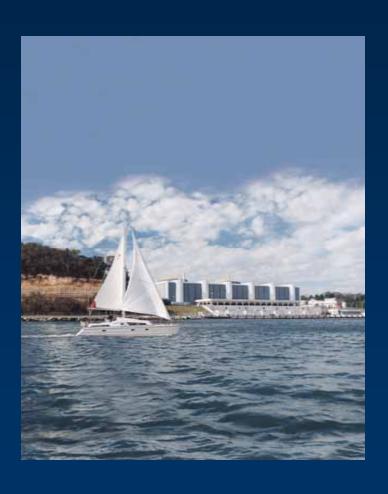
#### Nuclear is ...

- clean-air energy
- reliable and plays a vital role in diverse energy portfolio
- affordable





## Attributes of Electricity Sources In Order of Importance to Public



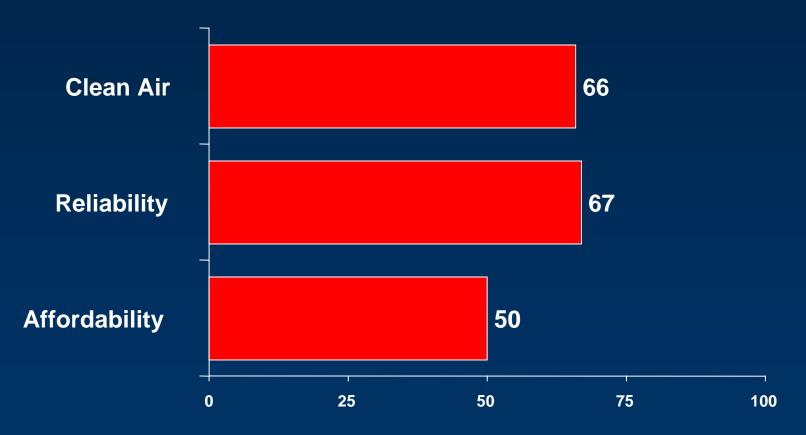
- 1. Clean air
- 2. Affordability
- 3. Reliability
- 4. Efficiency
- 5. Sustainability
- 6. Energy security

Source: Bisconti Research Inc.
May 2005 survey of 1,000 U.S. adults



## Plant Community Responses to Branding Messages

(Percent Associate With Nuclear Energy)



Source: Bisconti Research Inc.

August 2005 survey of 1,150 adults living near nuclear plants



#### This Is Our Audience



- Members of Congress
- Executive branch
- State and local government leaders
- Media
- Financial community
- Public



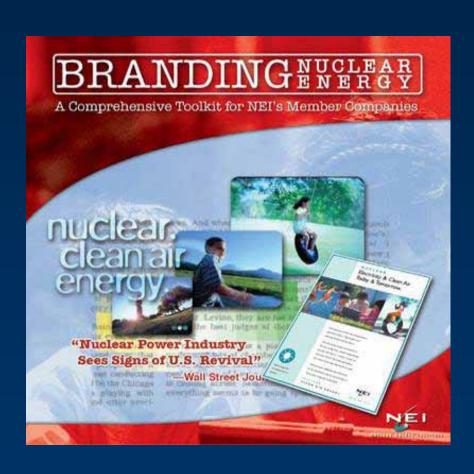
# Nuclear Energy Branding Communications Program

- Media Outreach
- Advertising
- Policymaker outreach
- Web log





## **Branding Toolkit**

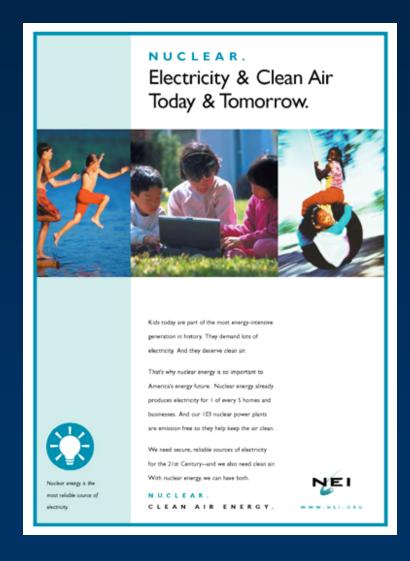


Establish/reinforce beneficial attributes of nuclear energy

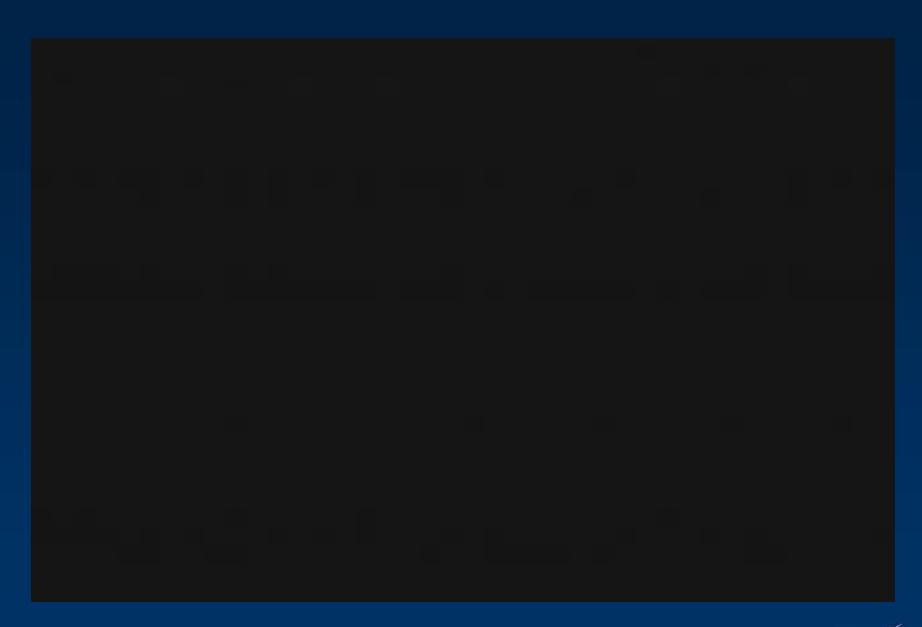
- to enhance value of nuclear energy assets
- to stimulate action in support of the industry, NEI members



#### **Print Advertisements**



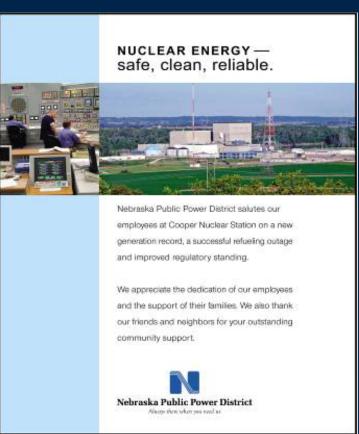






## Sampling the Brand







## The Blog-Branding Nexus



NEI Nuclear Notes www.neinuclearnotes.blogspot.com



## Gauging Our Success





## **Industry Commitment**



- 60% of NEI members have heard about the branding program
- 42% include branding messages in media interviews
- 1 in 5 companies list branding in communications plans



#### **Wall Street Takes Notice**



"The momentum for new nuclear construction has been building quietly over several years, sustained not only by the industry but also by

federal officials who believe strongly in the future of nuclear power as an emission-free and secure source of electricity."

—Prudential Equity Group



## Media Voice Their Support

"More and more respected voices have been making the case that nuclear energy is essential if the rate of [climate] change is to be slowed.



... With President Bush and the tree-huggers both on its side, the nuclear industry is back in the game."

—The Economist



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# Nuclear Energy A Natural for Branding



