

# Space Solutions Marketing Strategy Report (SS-MSR)

Prepared for:

Barb Laroque

Prepared by:

Paul Cassel Ariel Crawford Justin Fava

Up Marketing

416 850 8787 tf: 1 877 850 8787 fx: 647 438 9292 pcassel@up-marketing.com acrawford@up-marketing.com jfava@up-marketing.com

May 23<sup>rd</sup>, 2013



#### Tale of Contents

Competitor Installations:	3
Competitor Print Ads	4
Remnant and Special Opportunities Review	8
House & Homesearch Engine Performance	
Search Engine Performance Search Engine Performance Search Engine Performance Pay-per-click Traffic: Google Adwords vs. other (Yahoo, Bing) Review of Reach Local Campaign	13 14 15
Review of Reach Local Campaign Review of Reach Local Campaign Review of Reach Local Campaign Google Word-Ads	18 19
New Ads Display ads Percentage of Web Events By Page (eyword Summary By Product	22 23
Recommendations	27



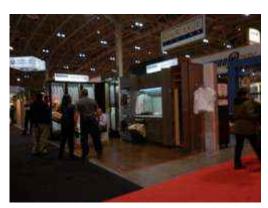


## Competitor Installations:

#### National Home Show



Hiddenbed



Organized Interiors



Garage Living



Hiddenbed



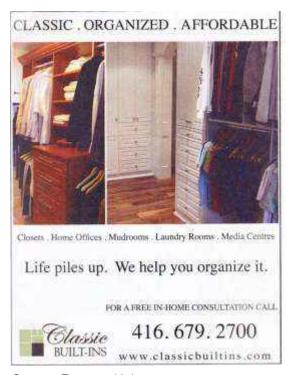
Kommandor in The Bay



Kommandor in The Bay



## Competitor Print Ads



**Greater Toronto Living** 





**Greater Toronto Living** 





#### Post City Magazine



Super Saver Flyer- April

#### **Greater Toronto Living**



HomeWorks Flyer- April



Home Works Flyer- April



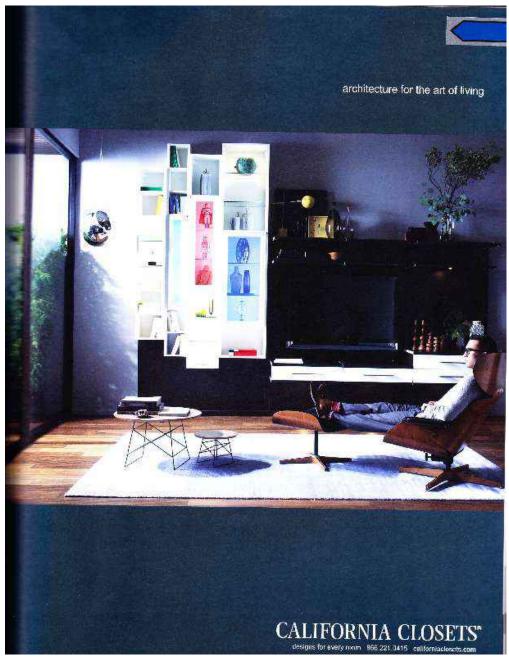
Home Works Flyer - April





Reno & Décor Magazine - May





California Closets in Canadian Interiors



# Remnant and Special Opportunities Review

Space Solutions Remnant Opportunities					
	Canadian Interiors	Style at Home	House and Home	Food and Drink	Toronto Life Magazine
April					
May					
June			1/3 Page Ratecard: \$10,736 Remnant: \$2,500		¼ Page in Marketplace Ratecard : \$1,945 Remnant: \$1,250
Julie			¼ Page in Design Destinations (ON ed.) Ratecard: \$4,185 Remnant: \$1,875		½ Page in Marketplace Ratecard: \$3,475 Remnant: \$2,500
July		¼ page Ratecard: Remnant: \$1,200			



# INTERIORS

Hello Barb,

I'm following up the **2013 Spring Design Source Guide**, which is co-published by **Canadian Interiors** and **Canadian Architect** and distributed to **all registered designers and architects in Canada**, supported by a categorized database linked to both magazines' websites.

Here is a selection of issues that **strongly align** with **Space Solutions'** offerings, in which you can take advantage of the 3x pricing.

- Spring Design Source Guide (details above)
- May/June Retail and Marketing Design; Hospitality Design- Trend Watch: Hotel and condo design; Children's furniture; Fabrics- Bonus distribution: SIDIM Montreal and NeoCon, Chicago
- Fall Design Source Guide smaller format than the Spring guide. Distributed by mail and at Design Trends/Construct Canada, IDS and on newsstands.

This year the guide offers increased circulation:

Circulation: 30,000+ Mail Distribution: 24,120

Additional Copies: IIDEX 4,500; Newsstands 2,000 Readership: **70,671** - 2.93 readers per copy (audited) **Website Visitors:** 34,800 + per month (417,600 + per year)

1/4 Page - size 3-4/5" x 6-1/16"

Single insertion cost: \$1,200 (ratecard value \$2,405)

Three insertions in 2013: \$825 ea

**Full Page -** size 9" x 13 " (bleed 9.25" x 13.25") Single insertion cost: \$3,310 (ratecard value \$5,738)

Three insertions in 2013: \$2,750 ea

With each display ad booked you receive a complimentary categorized listing (single with 1/4, double with full page), which includes a product image, description and contact info.

Submission deadline for listings and booking deadline for display ads in the upcoming Design Source Guide is April 9th. Material deadline for display ads is April 16th.

For further details and samples of Design Source Guide **listings** <u>click here</u>. To view the complete 2013 Canadian Interiors **media kit** <u>click here</u>. Our **special 1/4 page** format is non-standard and does not appear in the media kit.

This is an **extremely economical** means to reach the **entire Canadian design and architectural community.** Please contact me directly for any further information you may require.

#### Cheers!

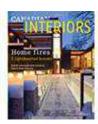














House & Home

#### www.HouseandHome.com

Storage and Organizing Guide/Run of Site combination

- GTA Targeted Takeover of Storage & Organizing Guide
- 50,000 impressions over five months
- 10,000 GTA impressions per month for 5 months (including all available GTA Storage & Organizing Guide impressions with the rest being GTA ROS).
- Using all 3 ad unit sizes, leaderboard, big box and skyscraper, we would effect a TAKEOVER of the storage section - Space Solutions would OWN THIS CATEGORY THROUGH BACK-TO-SCHOOL
- Blog mention
- Inclusion in H&H Pinterest page

Special rate: \$375 month x 5 months = \$1,875

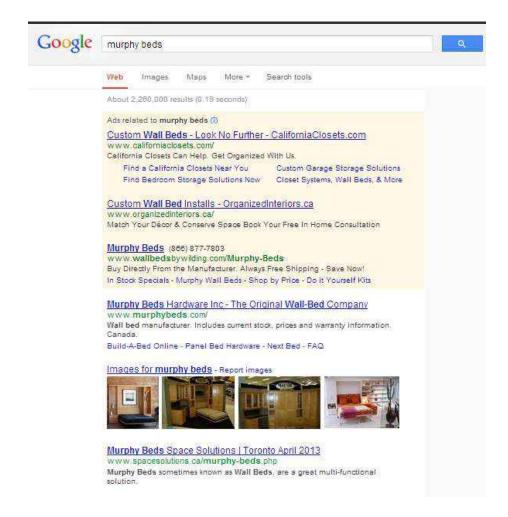


#### Storage & Organization Guide





#### Search Engine Performance

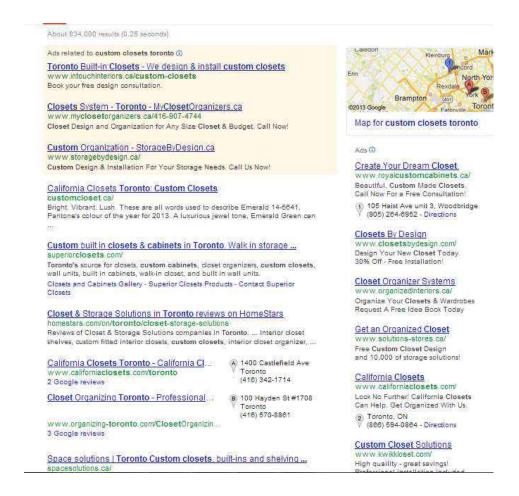


Murphy Beds

Space Solutions comes up #2 in organic search on the first page



#### Search Engine Performance

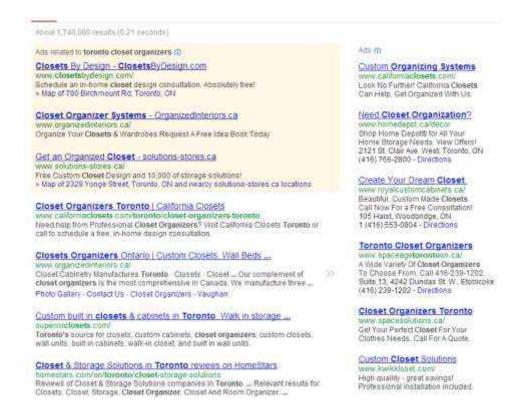


#### **Custom Closets**

Space Solutions comes up #6 in organic search on the first page



#### Search Engine Performance



Closet Organization Toronto Space Solution has the 5<sup>th</sup> word ad on the first page



#### Search Engine Performance

Storage Downtown Toronto (416) 691-8111 www.migsonstorage.com/ Clean, Bright and Secure Units Summer and Student Discounts! » Map of 2366 Gerrard Street East, Toronto, ON

Self Storage in Toronto - Clean units. Low storage rates

toronto.storage-mart.com/LocalDeals
Rent space online - less than 5 min
» Map of Woodbridge and nearby toronto.storage-mart.com locations Toronto Storage Units - Etobicoke Storage Units - Scarborough Storage Units

Toronto Self Storage - Access Storage.ca

www.accessstorage.ca/ Storage Solutions for Toronto - Residential and Business Storage

Closet & Storage Solutions in Toronto reviews on HomeStars

homestars.com/on/toronto/closet-storage-solutions Reviews of Closet & Storage Solutions companies in Toronto. ... custom closets, interior closet organizer, shelving, built-in shelving, built-in shelves, storage, the ...

Built in modern closets, Cabinets & Wall units - Toronto, Mississau...

www.royalcustomcabinets.ca/

. Built in modern closets, Entertainment units, Cabinets & Wall units in Toronto, ... to simply amazing, with functional and customized storage solutions

Custom built in closets & cabinets in Toronto. Walk in storage ...

Toronto's source for closets, custom cabinets, closet organizers, custom closets, wall units, built in cabinets, walk-in closet, and built in wall units.

Our 10 Best Built-in Storage Ideas | California Closets Toronto

We count down our top 10 favourite custom built-in storage ideas from California Closets

Toronto (GTA) built-in storage services, local jobs & gigs - Kijiji ...

toronto.kijiji.ca > Kijiji Ontano Find **built-in storage** and more in **Toronto** (GTA). Visit Kijiji's services category for free, local classifieds in Canada.

Toronto (GTA) built-in storage classifieds, find built-in ... - Kijiji ...

Visit Kijiji Toronto (GTA) for Canada's most popular free classifieds site with over one million ads. Categories include buy & sell, cars, pets, jobs, homes, and

Space solutions | Toronto Custom closets, built-ins and shelving ...

spacesolutions.ca/
Our specialities include custom closet orgainizers, reach in closets, walk in closets, dream closets, Murphy Beds, built ins, home offices, closet do

Storage In Toronto

www.centronstorage.com/greatdea Professional Staff and Affordable Prices-Call Now! 4500 Chesswood Dr., Toronto, ON

Entertainment Built-Ins

www.royalcustomcabinets.ca/ Beautiful, Custom Made Built-Ins. Call Now For a Free Consultation!

Need Storage In Toronto?

www.applestorage.con (416) 863-5050 (410) 803-9050 Clean And Secure Storage In Toronto Pay 4 Weeks & Get 4 Weeks Free! 530 Adelaide Street West, Toronto, ON (418) 863-5050 - Directions

Toronto Self Storage

www.myselfstorage.co/ pay 1 month get 2 month free heated, 24/access/Sec 418-522-2222

In Storage

PODS Storage - Simple & Cheap. You Pack, We Pick Up. Free Month! 40 Citron Court, Vaughan, ON (418) 291-7637 - Directions

In Storage Toronto

www.canadianselfstorage.com Long & Short Term Storage Available 50% Off - Contact For Details 32 Doncaster Avenue, Thornhill, ON (905) 771-0870 - Directions

Toronto Modern Furniture

www.modernsensefurniture.com/ Best priced Modern Contemporary Furniture, Custom Sofas, Section 1875 Wilson Ave, Toronto, ON (418) 748-9381 - Directions

Built in storage Toronto

Space Solutions comes up #7 in organic search on the first page





Pay-per-click Traffic: Google Adwords vs. other (Yahoo, Bing)

Impressions & Visits Share



#### Google Adwords: Impressions & Visits Share

(Please note that Google has provided the following click & impression share for the campaign.)

# Google Adwords, 90.01% Others, 9.99% Others, 16.17%

Total Impressions: 13047 Google Adwords Impressions: 11744 Total Clicks: 167 Google Adwords Clicks: 140



# Review of Reach Local Campaign Display Retargeting Report for March 20-April18









Review of Reach Local Campaign
Display Retargeting Report for March 20-April18







Review of Reach Local Campaign Search Report for March 20-April18







Review of Reach Local Campaign Search Report for March 20-April18







#### Google Word-Ads

These are our PROPOSED REVISIONS, which we would like to implement ASAP.

#### Revised Ads

(m		
Built-In : Active	Revised Ads	Link
Built-In Solutions		
Built-In Solutions For Your	Storage/Entertainment Units,	
Home. Call Today For a	Home Office, Murphy Beds & more!	http://www.spacesolutions.ca/builtins.php
Quote. Toronto.	GTA	
2401011011011	0	
Built-In Closets and More		
Built-In Storage For An		
Organized Home. Call Us	Storage Solutions for Every Space in	http://www.spacesolutions.ca/builtins.php
	Your Home. Book a home visit.	Tittp://www.spacesolutions.ca/builtins.pnp
Today For A Quote.		
Closets : Active		
Closets . Active		
Chase Colutions		
Space Solutions		
Enlarge or Remodel Your	Enlarge or remodel your closets.	
Closet. Contact Us Today	Book a free in-home consultation.	http://spacesolutions.ca/closets.php
For A Quote.		
<u>Space Solutions</u>		
Get Your Perfect Closet	Modular, Full Custom, and Built-in	
For Your Clothes Needs.	Closets for YourClothes Needs.	http://spacesolutions.ca/closets.php
Call For A Quote.	Closets for four clothes needs.	
General : Active		
Custom Storage Solutions		
Custom Space Solutions to		
Organize Your Home.	Closets, Storage, Entertainment	http://spacesolutions.ca/
Closets and More.	Units, Home Office & Murphy Beds.	11ttp://opassessatiene.ca/
STOSSES ATTA TVIOLO.		
Closets & Storage		
Custom Design and Install		
of Home Storage. Built-in	We design & install custom storage	http://spacesolutions.ca/
Closets and More.	solutions. Book a site visit.	Tittp://spacesolutions.ca/
CIUSELS AITU IVIULE.		
Custom Cliding Doors		
Custom Sliding Doors	Combone mann and Clark and Danier	
Custom Contemporary	Contemporary Sliding Doors	
Sliding Doors And Room	and Room Dividers. Book a site	http://spacesolutions.ca/doors.php
Dividers. Free Quote.	visit.	



#### New Ads

NO CURRENT ADS	Proposed New Ads	Link
Murphy Beds : Inactive		
Murphy Beds	Installing Murphy Beds in the GTA since	http://www.spacesolutions.ca/murphy-
	2002. Book a site visit.	beds.php
Garage: Inactive		
Garage Storage Solutions	Customized Garage and Mudroom	http://www.spacesolutions.ca/garage.php
	Storage Systems. Book a home visit.	
General : Active		
<u>Custom Home Offices</u>	Built-in Workspaces, Cabinetry &	http://www.spacesolutions.ca/builtins.php
	Murphy Beds. Book a home visit.	



Display ads











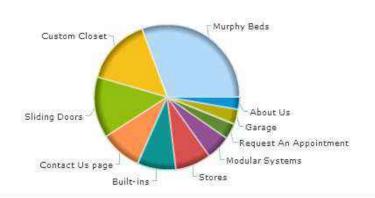




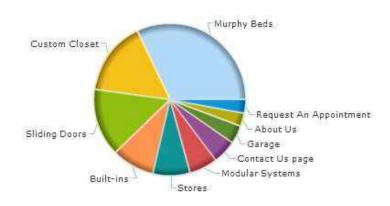




Percentage of Web Events By Page Dec 1 2012- Feb 15, 2013



Feb 16 - Apr 30, 2013





# Keyword Summary By Product

Products	Keywords	Impressions	Visits	CTR %
	Murphy Bed Toronto	960	28	2.92
	wall murphy beds Toronto	954	30	3.14
	murphy wall bed	704	6	0.85
	Murphy Bed	311	1	0.32
	Murphy Beds	232	1	0.43
	Murphy Beds Toronto	177	12	6.78
	wall murphy beds	80	0	0
	murphy wall bed Toronto	73	3	4.11
	modern murphy beds	30	0	0
	queen murphy bed	29	0	0
	murphy wall beds Toronto	26	0	0
	murphy wall beds	24	1	4.17
	Murphy Bed Mississauga	14	1	7.14
	double murphy bed	12	1	8.33
	single murphy beds	10	0	0
	queen murphy beds	9	0	0
	custom murphy beds Toronto	3	1	33.33
	Murphy Beds Mississauga	3	1	33.33
Total Beds		3651	86	5.825
	closet door	2249	7	0.31
	closet organizers Toronto	1165	14	1.2
	closet organization	712	1	0.14
	closet organizer	545	0	0
	closet organizers	450	1	0.22
	closet designs Toronto	275	4	1.45
	closet systems	234	0	0
	walk in closet design	186	1	0.54
	closet designer	167	0	0
	walk in closet	136	0	0
	closet system	108	0	0
	closets design	107	2	1.87
	closet solutions Toronto	94	7	7.45
	closet solutions	76	1	1.32
	built in closet Toronto	67	0	0



	,	·	
closet organizer Toronto	65	0	0
closet design	64	0	0
closets solutions	53	2	3.77
custom closets Toronto	48	2	4.17
custom closet organizers	45	0	0
custom closets Mississauga	33	2	6.06
closet organizers Mississauga	28	1	3.57
built in closets	27	0	0
custom closet design	26	0	0
custom closets design	26	0	0
closets systems	23	0	0
closet design Toronto	23	1	4.35
closets organizers	22	0	0
custom closet Toronto	22	0	0
closet organizing	21	0	0
organize closet	21	0	0
closets organization	20	0	0
built in closet	20	0	0
walk in closet organizers	19	1	5.26
closet designer Toronto	18	0	0
walk in closet organizer	17	0	0
closet designs	17	0	0
walk in closet organization	15	0	0
walk in closet Toronto	15	0	0
closets design Toronto	14	0	0
closets organizers Toronto	13	0	0
organize closet space	13	0	0
closet installers Toronto	12	0	0
closet organizer Mississauga	11	1	9.09
custom closets Markham	11	0	0
closet organizing Toronto	11	0	0
closet space organizers	11	2	18.18
custom closet organizer	11	0	0
closet systems Markham	11	0	0
custom closets organizer	10	0	0
walk in closet designs	10	0	0
built in closets Toronto	10	0	0
closet installation Toronto	9	0	0
	1		





ĺ	closet organizers Markham	9	1	11.11
	closets organizer	6	1	16.67
Total	ciosots organizar	J.	'	10.07
Closets		7431	52	1.758727273
	Sliding doors Toronto	856	12	1.4
	Sliding doors	688	3	0.44
	Sliding door	473	0	0
	indoor doors	355	1	0.28
	sliding glass doors	304	4	1.32
	Sliding door Toronto	245	2	0.82
	sliding glass door	114	0	0
	sliding glass door Toronto	101	0	0
	sliding glass doors Toronto	64	2	3.13
	indoor doors Toronto	45	1	2.22
	sliding door replacement	27	0	0
	Sliding door Mississauga	18	0	0
	sliding glass doors Mississauga	14	0	0
	Sliding Door installation	10	1	10
	Sliding doors Mississauga	9	0	0
	sliding doors replacement	3	1	33.33
Total Doors		3326	27	3.30875
	office organizers	212	0	0
	office organizer	110	0	0
	home office organization	54	0	0
	office organization	53	0	0
	office organization Toronto	53	0	0
	organize office	52	0	0
	office organizer Toronto	32	0	0
	home office organizers	20	0	0
Total Office		586	0	0
	Space Solutions	358	22	6.15
	Space Solutions Toronto	65	4	6.15
Total SS		423	26	6.15



#### Recommendations

- House and Home has greatly evolved their geo and topical targeting. We suggest a take-over of the online Storage and Organization Guide.
- Space Solutions is now doing very well in organic search but must keep on top of it as it can still be improved.
- It cost \$1.30-1.35 to generate a visit with Pay Per Click. It was \$1.10 in Jan then \$1.20 in Feb and still climbing this signals increased competition.
- Proxy phone numbers can be imposed in other media such as the newsletter. This would allow Space solutions to have some measure of metrics from the newsletter.
- There is an opportunity to collect data from the Retargeting campaign by using a proxy phone number, one that is different from the Search campaign, at a cost of \$29.99 per month for a 4 cycle minimum
- Send out a geo targeted e-blast to Canadian Interiors and Builders Magazine's database when the new product line launches.
- Download the Reach Local mobile app, which will notify you in real-time when leads come in.
- Make the Request and Appointment form on each page a separate web event. In doing so, you will be able to track these requests as separate from those from the general contact page.
- The logged calls in the Reach Local dashboard provide a wealth of information regarding your customers wants as well as how your staff interacts with them. We suggest listening to some of these calls to help streamline the experience for any customer calling in to the showroom.
- The data below details the trail of a lead. You can see that they came in from the Sliding Doors page, jumped to the Built-ins page, then the Stores page and finally ended up on the request an appointment form at 10:00 pm; however, it was not submitted. Space Solutions should be following up to see if contact or sales were made and rating visits.
- Inquire about parking the Space Solutions trailer at the Petro Canada at Bayview and Moore Ave.





13-05-15 10:01:17 PM	News	Alliston, ON	Not Rated
More Info			
13-05-15 10:00:38 PM	Request An Appointment	Alliston, ON	Not Rated
More Info			
13-05-15 10:00:11 PM	Stores	Alliston, ON	Not Rated
More Info			
13-05-15 9:59:33 PM	Built-ins	Alliston, ON	Not Rated
More Info			
13-05-15 9:59:12 PM	Sliding Doors	Alliston, ON	Not Rated