PR CAMPAIGN FINAL REPORT



SUBJECTS

Arranging the 2nd Salon du Chocolat PR campaign aimed at

- Presenting the Salon as an independent high status event (brand) having rich international history (not related to Food Show Festival)
- Popularizing chocolate products and developing culture of their consumption

2nd Salon du Chocolat

■ **Dates:** November 29 – December 02, 2007

Venue: Moscow, Gostiny Dvor







CONCEPT

- PR campaign concept of the 2nd Salon du Chocolat in Moscow was based on the following principles
 - Salon du Chocolat is not a single Moscow event but a large scale international structure introducing and promoting 'chocolate' as a product, industry, technology, business, life style in several countries, having unique information about this product and maintaining ties with chocolate producers all over the world
 - Salon du Chocolat presents product chocolate is above all!
 - Salon du Chocolat is a French successful brand







CONCEPT

- Above mentioned ideas were supported by the following concept principles of PR campaign
 - Being 'absorbed' in product
 - All press events included chocolate tasting
 - Having unique information
 - Press office presented any kind of information concerning chocolate required by press during the PR campaign period
 - All press events had non-standard format and always offered opportunities to know and experience something new
 - High status underlining
 - Press events were arranged in well-known restaurants in pleasant atmosphere, chocolate gifts were presented to journalists
 - All press materials (photos, web site, press kits, folders) had presentable form







TASKS

- Working out and distributing press materials concerning the Salon (press releases, press kits); writing articles; creating the Salon presentation for potential partners and media
- Press accreditation
- Developing PR ground, occasions
- Arranging thematic PR events for media and with media representatives during PR campaign and in Gostiny Dvor
- Inviting and working with the Salon media partners
- Arranging work of press center in Gostiny Dvor
- Assisting in attracting and working with defile participants (designers, pastry chefs, VIP)
- Assisting in attracting exhibitors and partners
- Salon web site: developing structure and refreshing information regularly http://www.foodshow.ru/sdc/chocosalon_news.htm
- Creating ad banners for press partners web sites
- Arranging report photo shooting in Gostiny Dvor <u>http://www.milkfood.ru/Salon_Moscow_07/</u>
- Working out PR reports, including end of campaign monitoring press kit (January, 2008)









PRESS MATERIALS

Press releases and press kits

- June general Salon press release
- September press kit (issue timed to the press event – Chocolate Bonbons Tasting)
- November
 - Press release devoted to Jean-Paul Hevin
 - Press release devoted to chocolate defile
 - Salon press kit (issue timed to the press event – Chocolate Day)

December

- Post release devoted to chocolate defile
- Salon post release







PR EVENTS FOR MEDIA

- Chocolate Bonbons Tasting for media and Salon participants
- Venue: Grand Cru wine bar
- Work with media
 - Distributing Salon press kit and invitation card to tasting: 70 media (including gastronomic, business, leisure & entertainment, aircraft and glossy magazines)
 - Accreditation: 35 journalists
 - Attendance: 16 journalists (Chef, Cosmopolitan, Cosmo Shopping, Cosmo Magia, The Moscow Times, Grazia, Gastronom, Izvestia, Time Out Moscow, Kinder Bazaar, Seasons, AiF, Vedomosty, Vash Dosug, freelancers)

Salon participants

14 chocolate producers and potential partners (Lindt, Valrhona, Red October, Globus Gourmet, Korkunov, Konfael, Chocolate Atelier, BIO-Market, Azbuka Vkusa, Dolce Vita, Morand, Pushkin, Fazer)

(September)





Салон Шоколада представляет сравнительную дегустацию шоколадных конфет

Дегустация состоится 28 сентября в винном баре **Grand Cru** по адресу: М. Бронная ул., 22 (рядом с Патриаршими прудами)

Начало дегустации в 11:00

Аккредитация по телефону: +7 909 909 2001



PR EVENTS FOR MEDIA

Chocolate Day

 Venues: Volkonsky cafe, Red October museum & factory workshops, Andrey Deloss Restaurant House – pastry workshop

Work with media

Distributing Salon press kit and invitation:
 70 media (emphasis on daily press including leisure magazines (announcements right before the Salon), glossy magazines having gastronomic columns (publications in Jan. & Feb. 2008)

Accreditation: 37 media

Attendance: 19 journalists (Izvestia,
 Nezavisimayja Gazeta, Time Out Moscow,
 Simple Wine Magazine, Cosmo Magia,
 Gastronom, Story, Maxim, Psychology,
 Advertology.ru, Moscow Restaurants, Style TV,
 Gurman.ru, RBC Daily, Vash Visoky Vkus,
 Priyatnogo Appetita, RIA Novosty, Sigar
 Goumet)

(November)







PR EVENTS FOR PRESS

- Jean- Paul Hevin press conference
- Venue: Coffemania coffee house
- Work with press
 - Invitations distribution: 30 periodicals (mainly gastronomic, professional and others having gastronomic columns)
 - Accreditation: 20 media
 - Attendance: 13 media (Gastonom, Chef, Restaurateur, Chef-Art, Izvestia, Time Out Moscow, Simple Wine Magazine, Food Service, Golos Rossii radio station, Hello! Icons, Gurman.ru, Rabotnitsa, Okruga)

(November)







MEDIA ACCREDITATION AT THE SALON

- Accreditation: 55 media (see Supplement 1)
- Attendance on November 29: 45 media
 - Periodicals 20
 - Internet 12
 - Radio stations 3
 - TV channels 10
- Full monitoring January 2008







- Media invited as Salon partners occupy leading positions in various market segments (gastronomy, leisure, star life, business and others) and this ensures requisite target audience to the Salon
 - CHEF magazine
 - GASTRONOM magazine
 - Time Out Moscow magazine
 - OK! magazine
 - Menu.ru online magazine
 - Relax-FM radio station
 - RBC Club EVENT.RBC.RU
 - LiveJournal.ru blog service
 - CIGAR CLAN magazine
 - ZAYATS magazine























Extent of advertising & informational support



- **CHEF** gastronomic magazine
 - Monthly, 30 000 copies
 - TA (target audience) chefs, pastry chefs
 - www.nta-rus.com/publishing/chief/
- Publishing ½ ad layout (November) and announcement article devoted to the Salon and professional master-classes
- Post report





30 ноября - 2 декабря 2007 года

Москва, Гостиный двор, Ильинка, д.4

Салон Шоколада представляет уникальные мастер-классы по работе с шоколадом для профессиональных кондитеров. Мастер-классы дадут лучшие специалисты в области шоколада Франции и России:

Жан-Поль Эван (Jean-Paul Hevin) - мастер по шоколаду № 1 в мире, владелец международной сети шоколадных бутиков Jean-Paul Hevin

Эммануэль Рион (Emmanuel Ryon) - шеф-кондитер кондитерской «Кафе «Пушкинъ», чемпион мира по кондитерскому искусству 1999 г., победитель конкурса «Meilleur ouvrier de France»

(«Лучший профессионал Франции»)

Кристоф Фельдер (Christophe Felder) - автор 3 книг о шоколаде, преподаватель высшей национальной школы кондитерского мастерства - Ecole Nationale Superieure de la Patisserie d'Yssingeaux.

специалисты PCB-creation - компания разрабатывает и развивает новые технологии в области высококачественного лекора кондитерских и шоколадных изделий, десертов на тарелках

Гаэль Машрзак (Gael Majchrzac) - шеф-кондитер и создатель шоколадного бутика Desir

Лоик Брэт (Loic Bret) – преподаватель кулинарной школы Bellouet-conseil, шеф-кондитер и создатель шоколадного бутика Desir



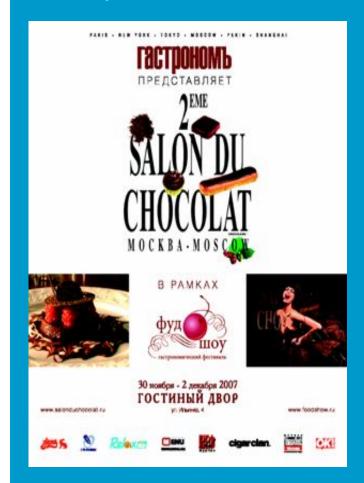


Extent of advertising & informational support

- GASTRONOM magazine about culinary, products, restaurants, chefs
 - Monthly, 255 900 copies (Moscow)
 - TA 20-55 y.o. (80% women, 43% of them with median and above median income level)
 - www.gastromag.ru
- Publishing 1/1 ad (November) and announcements devoted to he Salon
- Post report



Ad 1/1





Extent of advertising & informational support

- Time Out Moscow magazine about leisure in Moscow
 - Weekly, 50 000 copies
 - TA 20-35 y.o., above median income level
 - www.timeout.ru 206000 visitors (November)
- Publishing article devoted to Moscow chocolate places and coupon (1/2, 26.11.07) guaranteeing
 - 5% discount in Creperie de Paris cafes and Red October shop, 50% in SPA Palestra salons
 - **Gift certificate** (invitation for 2 to the Salon) on purchase of chocolate products (selected assortment) in Globus Gourmet, Respublica and Red October shops, SPA Palestra salons and Creperie de Paris cafes

½ ad







Extent of advertising & informational support



- Drawing 5 gift certificates
 (invitations for 2 to the Salon)
 among Time Out Moscow magazine
 subscribers (more than 20 0000)
- Quiz on the web site www.timeout.ru: 5 questions concerning chocolate. Prize to the first 5 participants giving all correct answers – invitation to the Salon opening (29.11)



Журнал "Тайм Аут Москва" лучшие развлечения недели

ЭТО СТОИТ УВИДЕТЬ





городе в виде конфет, плиток, десертов и не только. Узнать больше

<u>Лучшие рестораны</u> города

Кино с 29 ноября



прекрасной няни" в водевиле "Шекспиру и не снилось" с шутками от авторов Comedy Club. Узнать больше

Другие кинопремьеры

Стиль с 26 ноября



Самый актуальный цвет сезона Этой зимой королем

Этой зимой королем подиумов дизайнеры объявили фиолетовый. Узнать больше

Адреса магазинов Москвы

Журнал Time Out выбирает получателей электронной рассылки и вручает им билеты на самые интересные события в городе.

На этой неделе счастливыми обладателями подарочных сертиф икатов Московского Салона Шоколада, которые дают право посетить салон с 30 ноября по 2 декабря, стали Nedo , iii , LINA16.04 , matrox и yakimova k.

Уважаемые счастливчики, чтобы получить свои призы, отправьте письмо-запрос на agpec goodluck@msk.timeout.ru.



Extent of advertising & informational support

- OK! magazine about star life
 - Weekly, 150 000 copies (37% Moscow)
 - TA young (20-35 y.o.) well-to-do women citizens of big cities
 - www.ok-magazine.ru
- Publishing ½ ad layout (22 & 29.11.07)
- Post report (OK! dress at defile, OK! chocolate showpiece, Star Chocolate ceremony – hand prints by famous people) in magazine and on web site www.ok-magazine.ru/index.php?action=article&id=992



1/2 ad layout

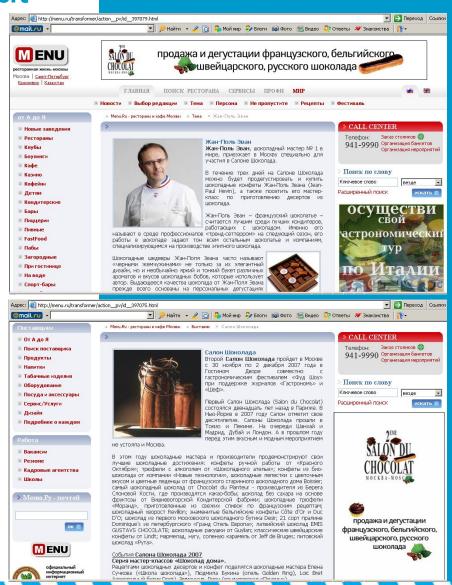








- Menu.ru leading online magazine covering all events of restaurant life in Moscow and St. Petersburg
 - www.menu.ru about 450 000 visitors per month
- Publishing 3 big articles devoted to the Salon, professional master-classes,
 J.-P. Hevin
- Placing Salon banner on Menu.ru linked to the Salon web site (during 2 weeks in November)





Extent of advertising & informational support

- LiveJournal.RU blog service (the most popular blog hosting in Russia)
 - TA 18-45 y.o.
 - www.livejournal.ru attendance: 12 mln records per month, 40% users (about 200000) – Moscow
- Chocolate Creative Ideas contest (photos, texts) on LiveJournal.ru along with ad banner placing
- Opening special page for gathering participants for the Blind Chocolate Tasting contest in Gostiny Dvor

http://community.livejournal.com/eatsweet/1852.html?view =46652#t46652



Ad banner





Extent of advertising & informational support



Ad banner

- RBC Club EVENT.RBC.RU, project by RBC group of companies — leader in mass media for business audience
 - TA business audience with above median income level
 - www.event.rbc.ru
- Publishing Salon announcement
- Placing Salon banner on EVENT.RBC.RU linked to the Salon web site
- TV report
- Post report













Extent of advertising & informational support

- ZAYATS child & family magazine
 - Magazine concept family lifestyle
 - Monthly, 100 000 copies
 - www.zayatsmag.ru
- Publishing 1/1 ad layout (November) and announcement article
- Placing Salon ad banner on <u>www.zayatsmag.ru</u> linked to the Salon web site
- Post report



1/1 ad layout





Extent of advertising & informational support

- Relax-FM (90.8-FM) radio station
 - 695 000 listeners per week
 - TA 24-45 y.o., median and above median income level
 - www.relaxfm.ru
- 50 ad announcements (30 sec. each, 22.11-01.12.07)
- CIGAR CLAN magazine about cigars and cigar life style
 - Published once per 2 months, 27 000 copies
 - TA 'for respectable men and stylish women'
 - www.cigarclan.ru
- Publishing 1/1 ad layout (November) and announcement article
- Post report





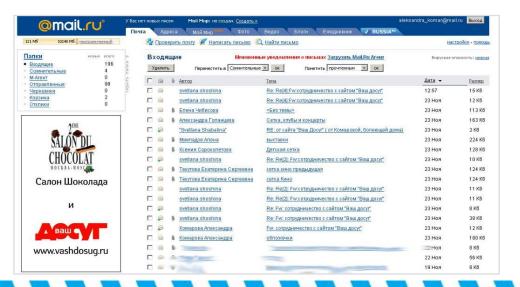


INFORMATIONAL SUPPORT

∧ ваш с



- VASH DOSUG leisure magazine & web site
 - <u>www.vashdosug.ru</u> 135 000 visitors per months
- Publishing article about the Salon and photo gallery
 on www.vashdosug.ru/exhibition/performance/166542/
- **Quiz** on the web site www.vashdosug.ru: 5 questions concerning chocolate. Prize to the first 5 participants giving all correct answers invitation to the Salon
- Placing ad banner of the quiz (23-29.11) on <u>www.vashdosug.ru</u> and <u>www.mail.ru</u> (one of the first-rate web mail portal, banner demonstration – 200 000 times per day)









ПРЕДСТАВЛЯЮТ КОНКУРС!

ответь на 5 вкусных вопросов и получи билеты на Салон Шоколада



- Star Chocolate annual ceremony
 - Arranged along with OK! magazine and Confael company
 - Ceremony participants famous and talented persons making hand prints with colour chocolate on white chocolate bars
 - Collection will be kept in Confael chocolate boutique. In 2008 it will be demonstrated at the Salon and increased with new star hand prints to be sold afterward by charity auction







- Chocolate Truffles Making contest competition between Time Out Moscow magazine and Salon guests teams
 - Arranged along with MORAND
 (Wimm-Bill-Dann company), Atelier du
 Chocolat and Time Out Moscow magazine





Blind Chocolate Tasting contest –
 with 10 chocolate brands provided by Salon
 exhibitors. Contest participants registered
 themselves beforehand on special page of
 LiveJournal.ru

http://community.livejournal.com/eatsweet/1852.html?view =46652#t46652

Arranged along with LiveJournal.ru blog service









- Chocolate Wall with photos and texts by participants of Chocolate Creative Ideas web contest
 - Arranged along with LiveJournal.ru blog service
 - Prizes for winners provided by **Obedinennie Konditery** holding









Relax Cafe

 Arranged along with Relax-FM radio station and Guylian chocolate



Children's Chocolate Playground

 Arranged along with Zayats child & family magazine and Confael company





WORKING WITH DEFILE PARTICIPANTS

- **Inviting designers and coordinating their work** with pastry chefs, partners, VIP models during defile arrangement and in Gostiny Dvor
 - **Invited designers**
 - Dmity Loginov (for Krups)
 - Julia Dalakyan (for Cote d'Or)
 - Julia Nikolaeva (for Martell)
 - Natalia Drigant (for OK! magazine)
 - Participation was also negotiated with designers
 - Denis Simachev
 - Andrey Sharov
 - Andrey Bartenev

Pastry chefs

- Alexander Ilukhin, Renaissance Moscow hotel (for Krups)
- Maria Makovetskaya (for Cote d'Or)
- Liudmila Bukina, Golden Ring hotel (for OK! magazine)
- Eduard Lebdev (for Martell)

Invited VIP models

- Vladimir Tishko (telepresenter) with fiancée for Krups
- Lyajsan Utiasheva (gymnast) for J.Belanger
- Evelina Bledans (actress) for Ph.Bernachon
- Participation was also negotiated with 9 VIP







ATTRACTING PARTNERS & EXHIBITORS

Salon partners

- Attracting partners
 - Hennessy Cognac sponsor of
 J.-P. Hevin visit that has become one of the main PR ground during Salon PR campaign
- Working with partners
 - Gathering and correcting Salon partners' press releases for press kit and web site
 - Arranging participation in defile (Krups, Cote d'Or, Guylian)

Attracting exhibitors to the Salon

- Volkonsky bakery & cafes
- Creperie de Paris cafes
- Desir
- Hot chocolate &chocolate cocktails (by Tatiana Elizarova, the most well-known Moscow barista)





SALON WEB SITE

Working with the Salon web site

- Developing web site structure
- Working out information filling and refreshing data regularly
- www.foodshow.ru/sdc/chocosalon news.htm

Web site structure

- News
- Salon events & program
- Chocolate defile
- Salon participants
- Salon partners
- Salon history
- Salon founders
- Jean-Paul Hevin
- For professional pastry chefs
- Chocolate fact list
- Photo gallery
- Salon press service
- How to get to the Salon?
- Salon du Chocolat 2006





WRITING PR ARTICLES

- Writing special articles during PR campaign devoted to the Salon and chocolate subjects for the following periodicals
 - CHEF magazine
 - GASTRONOM magazine
 - CIGAR CLAN magazine
 - ZAYATS magazine
 - Kommersant-Weekend newspaper & site
 - Marie Claire magazine
 - In Style magazine









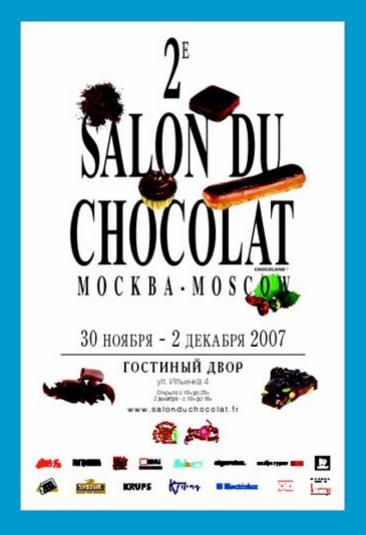
AD MATERIALS – Partners' Logos Placement

Flayers (20 000 copies)





Posters (500 copies)





AD MATERIALS – Partners' Logos Placement

Invitation cards for 29.11.07 (3 000 copies)



Catalogue (20 000 copies): 1/1 ad layouts placement





AD MATERIALS – Partners' Logos Placement

- Gift certificates invitations to he Salon:
 200 copies in all (for 2 persons each) with individual branding (logo) of companies participating in the action
 - Time Out Moscow magazine
 - Globus Gourmet shops
 - Red October Shop
 - Respublica shops
 - Creperie de Paris cafes
 - SPA Palestra salons







AD MATERIALS – Partners' Logos Placement (Gostiny Dvor)

• Roll up banners (2 pieces)



Banner (two-sided)





PHOTO REPORT http://www.milkfood.ru/Salon_Moscow_07/







































RECOMMENDATIONS

PR, advertising & event

- Working out a separate Salon web site in Russian managed in Moscow with information refreshed regularly during a year (at least once a month)
- Dividing PR and event budgets
- Working out event program new events each year
- Inviting a new outstanding participant exhibition headliner
- Arranging additional ad options in Gostiny Dvor: separate street banner, broadcasting partners' ad trailers on plasma screens during Salon events (amphitheatre area)

Image & positioning

- Logotype in Russian
- Separate web site
- Salon's own street ad
- General concept of exhibition area design, more cozy and elegant atmosphere
- Prospect separation from Food Show Festival

Management

- Drawing up detailed project estimate in proper time
- Working out project schedule along with efficient sharing of responsibilities and authority

Personnel

- Salon representative in Moscow selling exhibition areas, leading arrangement & technical issues concerning the exhibition (working with mounting service, controlling mounting & dismantling, exhibitors coming & leaving, security, cleaning)
- Fund-rising curator in Moscow (sponsor packages sale should be started in February)
- Defile image curator
- Technical curator of defile
- Salesman for professional master-classes
- Supervisors responsible for events arrangement during the Salon



RECOMMENDATIONS

Chocolate defile

- Appointing defile curator (person of consequence) responsible for the event image and participants (selecting designers, models, VIP; supporting image and developing PR in fashion world, etc.)
- Appointing technical curator of defile responsible for defile arrangement
 - Supervising partners, designers, pastry chefs, VIP models during defile arrangement: providing and gathering administration and technical data (schedules, defile mechanics, sizes gathering, VIP assignment for French chocolatiers, etc.)
 - Backstage work: meeting defile participants, distributing badges (including special badges for backstage), controlling order of appearing on the scene
 - Arranging work of hairdressers and visagistes
 - Supervising dresses: controlling readiness of dresses for demonstration and their safety, providing mannequins, name boards, etc.
 - Making comfortable backstage conditions for defile participants (tea, coffee, snacks, chairs, tables, racks, cloakrooms, mirrors, carpeting)
- Working out detailed plan (procedure) for defile arrangement
- Working out and conforming scenario of defile in proper time (including word-by-word text for a presenter, presenting chocolatiers as key participants of defile (having not minor importance in comparison with designers): special appearance on the stage, photo session)

Exhibition

- More clear exhibition zoning beauty area, children's area, café area
- Working out admission procedure (badges, invitation cards, lists for exhibitors' coming & leaving, admission system for professional master-classes visitors)
- Working out clear exhibition security procedure
- Maintaining cleanness increasing quantity of dustbins and cleaners (briefing cleaning company)
- Providing handling machinery and technical personnel (jack-lifts, hand carts, loaders)



Supplement 1. Media accreditation at the Salon

TV channels

1 channel

REN TV

RUSSIA TODAY

RUSSIA TODAY (на арабском)

Russia Today, программа Business Today

World Fashion Channel

Альянс Медиа

ВКТ, программа "Московское время" / VKT, Moscow Time program

Myз TV / Music TV

РИА Новости TV / RIA Novosti TV

Столица / Stolitsa

Столица Плюс / Stolitsa Plus

ТВЦентр / TV Center

ЭФИР-РенТВ (Казань), программа "ФАМ ТВ" / Efir-REN TV (Kazan), FAM TV program

Radio stations

Голос России / Golos Rossii

BEST FM 100,5

Love Radio

Relax-FM

ULTRA 70,19 FM

Наше Радио 101,7 FM / Nashe Radio

Эхо планеты / Echo Planety

Information agencies

Интерфакс / Interfax

Итар-тасс / Itar-Tass

РИА Новости / RIA Novosti

Internet

bestportret.narod.ru

dni.ru

event.rbc.ru

fashionista.ru

Gazeta.ru

gurman.ru

Happymagazine.ru

inout.ru

LiveJournal.ru

mail.ru

MainPeople.ru

menu.ru

mosinform.ru

retstorate.ru

untercharm.ru

vasdosug.ru

vingwave.ru

vz.ru

weekend.ru



Supplement 1. Media accreditation at the Salon

Animal Style

Art Manager

Back-Stage Москва

Cigar Clan

Collezioni

COSMO Magia

Cosmopolitan

Dr. Travel

Dsmagazine

Eidos Communications

Fashion collection

Forbes Style

Grazia

Harpers Bazaar

Hello!Icon

International Leisure World

International Residence

Joy

Madame Figaro

Maxim

Natural Health

New diet

Playboy

Psychology

Sex & the City

Simple Wine Magazine

Story

Sur La Terre

Time Out Москва

TREND

TTG Russia

Wedding

Автопанорама / Autopanorama

AuΦ / AiF

Антикватория / Anticvatoria

Ведомости. Пятница / Vedomosti. Friday

BOCTOK-Медиа, фотоагентство / Vostok-Media photo agency

Гастрономъ / Gastronom

Гольф дайджест / Golf Digest

Гостиница и ресторан/Hotel & restaurant

Гражданская авиация, ИД / Civil Aviation publishing house

Домашний очаг / Domashny Ochag

Заяц / Zayats

Звездный бульвар / Zvezdny Boulevard

Здоровье / Zdorovie

Известия / Izvestia

Коммерсанть / Commersant

Кондитерские изделия / Konditerskye izdelia

Крестьянка / Krestianka

Кухни и ванные комнаты / Kukhny & vannie komnaty

Мама, это Я / Mama, this is me

Модный Magazin / Modny Magazin

MOCKAΦE / Moscafe

Московская правда, Путевой журнал / Moskovskaya Pravda, Putevoj Journal

Мясо.coм / Meat.com

Новая Газета / Novaya Gazeta

OK!

Окно в Европу, ИД / Okno v Evropu

ОКРУГА / Okruga

Отдохни! / Otdokhni

Пищевая промышленность / Pistchevaya promishlennost

Потребительский компас / Potrebitelsky kompas

Продэкспо / Prodexpo

Работница / Rabotnitsa

РБК / RBC

Реальная экономика / Real Economics

Родная газета / Rodnaya gazeta

Русский Newsweek / Russian Newsweek

Счастливые родители /Happy Parents

Теленеделя / Teleweek

Шеф-Арт / Chef-Art

Шеф / Chef

Элита общества / Elita Obstchestva





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