7 – 14 October Seafood Week 2016

Free platform No COST No CATCH

Introduction

Seafood Week

Seafood Week is an integrated marketing campaign designed to get more people eating more fish more often. The campaign is co-ordinated by Seafish as a flexible platform for businesses and organisations to get involved no matter where they are in the supply chain.

Seafish celebrated Seafood Week from 9-16 October 2015 for the first time since 2007, giving the entire seafood industry the opportunity to promote their work, companies, and brands. This led to a wide range of events and special offers for consumers, as well as extensive national and regional media coverage.

Seafood Week 2016 will run from Friday 7 October until Friday 14 October 2016. Kicking off the week, on Friday 7 October we will be bringing back Fish Pun Day.

Our key objective of Seafood Week Get more people buying, tasting and cooking seafood more often

Seafood Week 2016 in a mussel shell

Our tactics for the voyage

- Dedicated campaign creative and free resources to be used by Seafish and industry partners available via <u>http://images.seafish.org</u>
- Launch with the first ever national Fish Pun Day
- PR and media engagement strategy
- Media and broadcast programme
- Multi-channel digital advertising programme
- Dedicated website <u>www.seafoodweek.co.uk</u>
- Email marketing campaigns
- Fully extensive social media calendar and managed conversations
- Content Partnerships
- Regional events
- Detailed evaluation across analytics, consumer research, industry qualitative and quantitative work.

Our crew

An expert crew of specialist agencies has been assembled to support the Seafish in-house team. Agencies include **Citypress for PR, Carat for Media Buying, Underscore for Design and The Big Partnership for web development.**

Seafood Week 2016 day-by-day

Seafish through our Fish is the Dish channels will be promoting the above species on the promotional calendar but brands and companies can tailor their own offer however they wish to best fit their business objectives and customers.

| | Seafood Week 2016 day by day | | - | Sunday 9 October | Monday 10 October | Tuesday 11 October | Wednesday 12 October | Thursday 13 October | Friday 14 October |
|--|---------------------------------|----------------|----------|---------------------|----------------------|-----------------------|-------------------------|------------------------|----------------------|
| | Fish of the Day | Cod | Mussels | Mackerel | Prawns | Plaice | Sardines | Tuna | Haddock |
| | Inspiration of the day | Fish and Chips | Fish Pie | Kedgeree | Seafood Curry | Fish Fingers | Scampi | Fish Cakes | Fish and Chips |

Seafood Week a review of 2015

Fishing for Compliments

SEAFOOD SEAFOOD SEAFOOD

9th - 16th october

Seafood Week 2015 Quay highline results

The benefits significantly outweigh the costs. Benefit to industry = between $\frac{27m}{27m}$ and $\frac{218m}{218m}$.

The range is based on two scenarios developed from different trends to determine the counterfactual estimate (i.e. in the absence of Seafood Week).

For every £1 Seafish invested an estimated return for the industry of between £25 and £64 was achieved Seafood Week benefit:cost ratio (BCR) = between 25:1 and 64:1.

A BCR of greater than 4 is considered within central government to be a 'very high' value for money (VfM) project.

Don't just take our word for it ...

"Seafood Week 2015 was a massive success at the Co-operative Food, where a co-ordinated campaign from digital to the shelf edge helped bring new shoppers to the category. The end result was double digit sales growth and nothing says a job well done more than that."

Steve Addison, Head of Chilled, The Co-operative Food

Success caught for Seafood Week

SEAFOOD SEAFOOD WEEK> 9TH - 16TH OCTOBER

2015 Objectives

- To provide a campaign event platform to deliver media and digital noise Achieved
- To delivery a campaign that provided flexibility across all elements of the supply chain for companies to come on board in their own way from mongers, chippies and restaurants to seafood brands, major retailers, trade bodies to charities – Achieved
- To deliver media reach of 50 million Hooked 76 million
- To deliver social media reach of 40 million for the 8 day period Hooked 54 million
- To gain support from 4 major partners Hooked 10 including 4 major retailers
- To provide significant ROI for levy funded organisation Hooked 25:1 64:1

Example of what consumers could sea

The co-operative food Here for you for life

 Range of deals covering over 10 product areas.

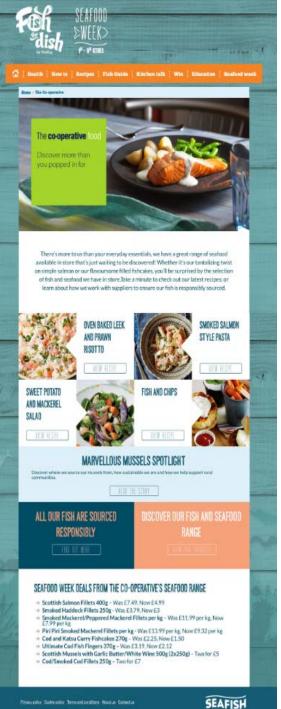
• In store POS

 The Co-op created their own seafood new pages on their website and had a page on Seafish's consumer site.

 Strong social media engagement.

 Four recipes provided by The Co-op for Seafish.





Convent (2011) Techny All safety reserved

Example of what consumers could sea



- Eight daily deals and deal of the week tied into 8 headline species.
- Substantial Instore POS
- Dedicated page and unique content on Seafood Week site.
- Eight unique recipes provided by Morrisons' chef for Seafish use
- Four original content stories.
- Social media engagement and promotion.









Example of what consumers could sea



Sainsbury

- A Seafood Week blog on their corporate website.
- News announcement supporting Seafood Week which enjoyed significant coverage in the retail trade press.

Sainsbury's @sainsburys · 22h We're not fishing for compliments or anything, but these RECIPES are gooood, #SeafoodWeek bit.lv/1Vd7XAY



EPR RETAIL NEWS

UBMIT RETAIL NEWS ADVERTISE

SAINSBURY SUPPORTS SEAFOOD WEEK 2015. 9TH-16TH OCTOBER





Sainsbury's promotes Seafood Week 2015



J Sainsbury plo Contacts Keyword search Little Storles Blog Blog RSS feed > Articles by subject "Sustainable fish" By author Ally Dingwall: Get involved in Seafood week Filter blog by author Friday 9th October marks the start of Seafood week, and runs until Friday 16th October. So, o-fish-tally it's on for 8 days but it would be a shame to not squeeze in two fish Fridays. All Author on 09 October 2011 **By** value Read more · A great place to work Best for food and health O Comment(s) Posted in Sustainable fish Making a positive difference to our community Respect for our envir

Sainsbury's News @SainsburysNews - 23h Try out your culinary skills with this tasty pan-fried mackerel recipe #SeafoodWeek homemadebyyou.co.uk/recipes/salads..



Seafood Week 2015 Partnerships

- Major supermarkets signed up to Seafood Week and implemented it in their own ways.
- All the major seafood brands were on board for Seafood Week 2015.
- Loch Fyne, Yo! Sushi and Hotel du Vin on board with many more individual businesses and chains keen to show support after seeing Seafood Week 2015.

















Trade Communications

To support dissemination to industry direct mail postcards, email marketing and trade media PR were used.

Trade PR achieved 23 pieces of coverage secured Total Reach: 3,361,004



Seafish launches industry toolkit for Seafood Week

A new industry toolkit has been made available by <u>Fish is the</u> <u>Dish</u>, the consumer face of Seafish, to help fish and chip businesses across the UK get involved in Seafood Week, taking place from Friday 9 to Friday 16 October 2015. The downloadable toolkit contains information, advice and marketing collateral for businesses wishing to get involved and take advantage of the national awareness week which seeks to encourage consumers to buy and enjoy





Seafish encourages caterers to support Seafood Week

Caterers, restaurants and foodservice operators are being urged to get behind this year's Seafood Week to help encourage consumers to eat more seafood, more often.

Seafood Week will take place between 9 and 16 October and will be led by Seafish, the industry authority on seafood.

The awareness campaign aims to highlight the wealth of seafood on offer at local restaurants, takeaways, hotels, pubs and retailers.



Get On Board With Seafood Week

SEAFISH, THE industry authority on seafood, is calling on the UK foodservices industry to get behind Seafood Week, taking place from Friday 9 - 16 October, and help the nation celebrate its incredible ocean wealth.

October.

By celebrating one of the UK's most cherished natural resources, participating outlets can promote their business, reach new audiences and even be with the chance of being recognised as having the UK's most sought after setsfood



Seafish kicks off national retail, restaurant seafood promotion



Sainsbury's, Yol Sushi and Morrison's are among the major retailers and restaurant chains taking part in Seafish's annual Seafood Week, which kicks of 9 October.

Testifies and promotions encouraging consumes to eat more seafood more often will be held throughout the United Kingdom through 16 October. The national calebration seeks to highlight the abundance of dialcious, fresh seafood on offer across the U.K. and aims to get the Unitish public excited about experimenting with seafood at home and exploring new tastes when they visit their favorite restourant or takeaway," said Chris Middleton, head of communications and marketing at Seafsh.

Web hub seafoodweek.co.uk

- 41,500 Unique Visitors in eight days.
- More than 50 new pages of content created.



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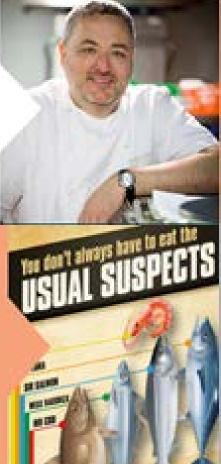
Content – hooking in consumers

 28 articles created to help educate consumers including tips to get seafood into the weekly shop and on the kitchen table.

 31 new great stories about people living and working in the fishing and wider seafood industry.







READ MORE

300 business locations on the Seafood Week Map

WHAT'S ON IN SEAFOOD WEEK

Seafood Week supporters and promotions are all over the UK! Take a look at our handy map below to see what's happening in your area, and if you'd like to be featured on our map then <u>get in touch!</u>



FIND MORE SEAFOOD EVENTS AND RESTAURANTS NEAR YOU SEAFOOD MAP

YOUNG'S SEAFOOD - EACH DAY EAT FISH YOUR Way!



Here at Young's we want to inspire the Nation to try some new fish dishes during Seafood Week!

We'll be posting an exciting new recipe idea onto Facebook everyday from the 9th - 16th October, and we're asking you to get involved by sending in your own recipe ideas and suggestions. For a chance to win some great prizes, simply like us on Facebook or follow us on Twitter, we'd love to hear from you!

EVENT INFO

Dates: 9th October - 16th October

Venue: http://www.youngsseafood.co.uk

More info: http://www.youngsseafood.co.uk

f y P 🛛

SEAFOOD WEEK NATIONAL OFFERS



TWITTER We're here to help you cook your fish! Try this mackerel & feta panini, ready in 5 minutes! https://t.co/invffpgrob https://t.co/dzifd/0Y5j 8 hours ago

Privacy policy Cookie policy Terms and conditions About us Contact us Copyright @2015 Seafish. All rights reserved.



THE RADCLIFFE



From the 12th of October to the 16th, we are adding daily seafood specials to our current menus to tempt and tantalise our customers.

EVENT INFO

Dates: 12th to 16th October 2015

Times: Daily

Venue: The Radcliffe, 31 Walsworth Road, Hitchin, Hertfordshire, SG7 9ST

More info: http://www.theradcliffe.co.uk

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Net of Social Reach #seafoodweek

53.8 million impressions achieved in 8 days

 Full conversational calendar and heavy engagement with consumers and industry, talking about seafood and encouraging purchase. Every day... Fish of the Day Dish of the Day Cooking Buying Dining Enjoying

> Fish is the Dish @fishisthedish · Oct 16 A day in the life of a @ramusforfish fishmonger #seafoodweek #fishfans ow.ly/Tr0uh





The Saucy Fish Co. @SaucyFishCo - Oct 17 We've been a proud supporter of National Seafood Week but the delicious fish dishes don't stop today!





£3

Fish is the Dish @fishisthedish · Oct 16

We've been getting the lowdown on a day in a fish & chip shop from Cromars, #seafoodweek ow.ly/Tr0xw



Blogger recipe challenge

- Top 100 foodie blogger champion Hungry Healthy Happy created new two recipes and social conversations to her 100K+ followers
- Overview engagement stats:
- 6,328 views online
- 279 Facebook shares
- 18 retweet/favourites
- 133 shares on Pinterest



Healthy eating doesn't have to be complicated or take a long time Crab Spaghetti with Watercress and Tomato is the ideal easy we meal and ready in just 15 minutes. The perfect way to celebrate National Seafood Week. #seafoodw http://www.hungryhealthyhappy.com/crab-spaghetti-with-wate.../



Crab Spaghetti with Watercress and Tomato A really light and fresh spaghetti dish, that is still comforting enough for w HUNGRYHEALTHYHAPPY.COM | BY DANNII

🗯 Like 📕 Comment 🥠 Share

117 people like this.

Hungry Healthy Happy @HHH_Dannil - Oct 14 It's National Seafood Week! Crab Spaghetti with Watercress and Tomato buff.ly/1LNunEC #seafoodweek

M



43 支 3 ***

Hungry Healthy Happy



FOOD, FITNESS AND HAPPINESS

HOME ABOUT CONTACT RECIPES WEIGHTLOSS FITNESS TRAVEL WORK WITH ME

MEDITERRANEAN TUNA STEAKS

OCTOBER 14, 2015 BY DANNII - 116 COMMENTS



If you are looking to cook something a little extra special this week, then try a tuna steak. It's really simple to make and there are so many different flavours that you can add. Mediterranean

being my favourite



Competitions – catching consumer emails

Competitions were used to amplify reach and capture consumer email addresses that can be used in future marketing for Seafish.

10,873 new 'clean' consumer emails gained.

- Smeg competition -11,738 individual entries and 5,116 new emails collected.
- Loch Fyne competition -2,941 individual entries and 1,346 new emails collected.
- Tote Bag Competition -2,356 individual entries and 966 new emails collected.



DAILY SEAFOOD WEEK TWITTER COMPETITIONS

UNTIL 18 OCTOBER - WIN ONE OF EIGHT LOCH FYNE MEALS FOR TWO!

As part of Seafood Week, our friends at the lovely Loch Fyne are giving eight lucky people a fabulous prize of a meal for two to enjoy at one of their 41 restaurants located throughout the UK.



Every day of Seafood Week we'll draw one lucky winner - you only need to enter once and on Monday 19th of October we will draw one lucky winner who will the grand prize which is a meal for two and a fabulous overnight hotel in the Loch Fyne Bath hotel.

To enter this fab competition <u>click here</u>!

TUESDAY 13 OCTOBER - DAY 5

Tuesday's Twitter #FishSliceGiveaway!

Even though it's Seafood Week, we couldn't not have our #FishSliceGiveaway and this time it's a bumper edition with us giving away 25 of the beauties!





9-16TH OCTOBER 2015

E M E D

ALC: NO

ALC: NO.

A SMEG FRIDGE FREEZER

FILLED WITH £100 OF SEAFOOD, A DELUXE POTS AND PAN SET, A RANGE OF SEAFOOD COOKBOOKS, Aprons, tea towels, fish slices AND More

As part of the Seafood Week 2015 celebrations we're giving one lucky person the chance to win this amazing prize and what's more they get to pick the colour of the fridge freezer!

For your chance to win simply visit www.seafoodweek.co.uk

COOK ME . DINE ME . BUY ME

Broadcast Bait

36 features and interviews including Simon Mayo's Drive Time Radio 2 show – overall reach of 8.5 million.

 Experts for radio Andy Gray

 Seafish, Fish and Chips/Seafood
 Juliette Kellow Nutrition
 Darren Walsh Comedian/Pun ambassador

 Radio stations covered BBC, commercial and student stations



Recipe for PR success

25 pieces of UK coverage secured for Seafood Week

Total Reach: 35,209,769

 Successful national, regional, online and consumer media recipe placement to inspire consumers.



It's National Seafood Week and we've got six tasty fish dishes to give you some inspiration

Fish is the Dish tuna parcels with vegetables (Serves 6)



The Press and Journa **SPLASH OUT!**





APPLE-Y MUSSELS (serves 4)

Prep time: 10-12 minutes. Cooking time: 13-15 minutes.

INGREDIENTS 1kg fresh, live mussels 2tbsp butter 2tbsp olive oil 1 onion, chopped 3 garlic cloves, chopped 1 large Granny Smith apple, core removed and cut into cubes 300ml apple juice Zest and juice 1 lemon 1tsp chopped fresh thyme leaves Fresh dill, to garnish



Fish is the Dish warm mackerel salad on toast (Serves

- Manchester





Cod curry in a hurry



Apple-y Mussels

FEMALE FIRST

17 September 2015

BuzzFish

12 pieces of coverage secured

Total 'buzzfish' reach of 500,000+

A Buzzfeed-inspired list of fish facts across seven cities (Belfast, Cardiff, Aberdeen, Liverpool, Manchester, Birmingham Newcastle, Plymouth and Cambridge)

Attracted a total reach of 500,000 – all visible with the #seafoodweek hashtag

Total audience reach across print, online and digital spanned 1,000,000+.

Key message of eating more fish, more often, achieved in 100% of coverage.



#Didyouknow each scale of the Belfast Fish shows a different illustration on the history of Belfast #seafoodweek



It's #seafoodweek CUE #Liverpool related fish facts from @fishisthedish fishisthedish.co.uk/kitchen-talk/2... at 🤲





2

Visit Birmingham 🖉 @visit bham

It's #seafoodweek so why not treat yourself to some award-winning quality fish and chips at Birmingham's @chamberlai E Follow



VisitAberdeen @visitabdn

Follow

👱 Follow

Today marks the end of **#seafoodweek**

National Seafood Week: 7 fishy Cambridge facts fishisthedish.co.uk/kitchen-talk/2...

AB

By Cambridge News | Forted: October 15, 2015 11 places in and around Newcastle to celebrate Seafood Neek





Hooking in Journalists -Billingsgate Event

17 pieces of coverage achieved with a total reach of 12,048,220

- A special media event and tour of Billingsgate Fish Market took 'plaice' as an opportunity for media representatives to learn about the industry and a tutorial on filleting some of the UK's most underused species.
- Journalists were issued 'fish fan packs' to remind them of the campaign and encourage them to get involved.

| | PRINT/ONLINE | PLATFORM | TOTAL REACH |
|------|-----------------------|-----------------------------------|-------------|
| | National online | The Times (online) x4 | 10,000,000 |
| | National print | The Times (UK) X4 | 1,570,288 |
| | Regional print | The Times (Scotland) x4 | 81,920 |
| | Foodie – online | Cooked.com | 122,693 |
| | Foodie – online | olive | 25,000 |
| it i | Blog - online | HapinessWherever.com x2 | 30,000 |
| | Blog - online | Helsbels.org.uk | 16,741 |
| | Social media mentions | Diabetes UK, Cooked.com and olive | 201,578 |

12,048,220

*Foodie Friday: How to make good stock

Posted September 18. 2015 by Zen under Foodle Friday, Quick & edible DIY (Recipe

Dinner tonight

oil; 400g basmati rice; Plaice parcels with 3 limes; 12x24cm foil goan green sauce Ideally, this fish squares. Heat the oven to parcel would be made 200C/gas mark 6. with banana leaves. but tin foil does the Crumble the coconut job just as efficiently, into a mixing bowl. if not as prettily, It is Moisten with 100-150ml hot water. quite a surprise to stirring to make thick open the packet and discover fillets of fish cream. Peel the garlic. sporting an aromatic green sauce to spill the ginger. Split an de-seed the chillies over simply boiled Place coriander, m basmati rice. Serves 6 Prep 15 min leaves, garlic, ging Cook 25 min chilli, cumin and Ingredients: 6 plaice coconut in the boy a food processor. fillets: 150g creamed coconut; 4 garlic cloves; to make a still gree paste. Lightly oil th 50g fresh ginger centre of 6 pieces. 3 green chillies; 80g bunch coriander, stalks foil. Generously p trimmed; 25g bunch the green paste or mint; 2 lsp ground the fish then fold cumin: I then vegetable ends together, pre

into a sandwich

Heat the oven to 200C/gas mark 6. Crumble the coconut into a mixing bowl. Moisten with 100-150ml hot water, stirring to make thick cream. Peel the garlic. Peel and coarsely chop Sheet Bake for 15 min.

> creat classical set With #NationalSeafoodWeek starting Friday, we spake to CJ Jackson about cooking & eating fish cooked.com/uk/home-uk/the...



Sectord Week 2015

BY HELEN // OCTOBER 9, 2015 // # NO COMMENTS

a start of Seafood Week 2015, running until 16th October, Low fat, delicious urce of protein, it's the perfect excuse to try out some new fishy recipes! The 2015 website is a great place to get some new recipes and inspiration for u haven't cooked before. I'm a huge fan of fish and eat it often, so I will be gout the following recipe for tuna parcels:

Debeter UK @Ficketer(K-30m) Friday night fish & chips? For a great way to start the weekend (and celebrate #seafoodweek) try this super recipe bit.ly/1LfA9ws



All the fun of the pun #fishpunday

20 pieces of coverage with a reach of 4.2 million and 11.5 million social impressions

- UK pun champion Darren Walsh became the face of #fishpunday and took part in a Metro celebrity profile slot, as well as various broadcast opportunities.
- Successful engagement with major supermarkets, seafood brands, mongers, and global consumer brands from Mercedes to Jack Wills.
- Secret Seafish Board Room Makeover





THIS REMINDS ME OF THAT SONG: THINGS CAN ONLY GET BETTER, BY D-BREAM. #fishpunday



Belfast College Cook-Off Event 9 pieces of coverage secured

- Pre-event coverage reach of 100,000+ reach.
- Belfast seafood-industry awareness feature reaching 100,000.
- Total print and online reach of 600,000+ all niche to Northern Ireland.
- The Seafood Week event and media attention encouraged aspiring chefs ahead of Northern Ireland's Year of Food and Drink (2016).



NRC Ballymoney's seafood success

ome > Food Blog > CELEBRITY CHEFS MENTOR NORTHERN REGIONAL COLLEGE, BALLYMONEY TO SEAFOOD SUCCESS



CELEBRITY CHEFS MENTOR I COLLEGE, BALLYMONEY TO





11 October 2015

PAULA McINTYRE: Ewing's Belfast shop is a symbol of hope in a fast moving world

eek runs until next Friday, 16th October and is platform to encourage us to eat more fish.

ne of the biggest problems here, despite being d by sea, is sourcing good fresh seafood. Fresh record, should not smell fishy! If the et counter smells of fish, just walk on by – it's a 's past its sell by date.

B E L F A S T **V I B E**

October 15, 2015



WHO are stars of the fature? Trained churs Conneren Ashorott and Racheal Rach won their cooking strippes at the Big College Statood Cook Off recently as part of the celebriplackad Statood Wava. Statements from six catering colleges were mentored gengent is ler Plack Molfinger to crade show-stopping sind singles and the part from the Northern Regional of the hard stripped Rachead State of the Northern Regional of the hard space the space stripping the Churche-Things can only get batter for the young food wizards.

Schools Events

240 school pupils took part in special events for Seafood Week with a reach in local, education and online media of 2,752,287.

- Special events took place in Peterhead, Liverpool, East Anglia and the South West.
- Events had local experts from chefs to fishermen.

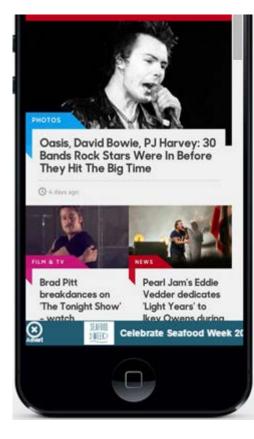




Digital Advertising

- A variety of channels were used for digital advertising.
- 3.9 million Facebook advert reach.
- 26,000 clicks and a click-through rate above average of 0.78%.







Enter our fantastic Seafood Week competition to win a Smeg fridge freezer and other prizes



Fish is the dish

Sponsored - @



Learn More



Seafood Wearn More





See more at FISHISTHEDISH.CO.UK

Like Comment A Share

Like Comment A Share

Celebrate

Seafood Week

Learn More

Trinity Mirror Content Partnership

- Campaign reach 423,473 achieved, resulting in 17,757 clicks with a CTR of 4.19%.
- Double page spread in the Daily Record
- Social Media calendar
- Content on Trinity Mirror Websites
- Homepage take over







Regional advertising

Regional advertising was used in key stakeholder heartlands with concentrated seafood industry stakeholders including







'Golden' summer for Westcountry tourism



| Performance example | Adults in Aberdeen | Adults in Brixham – South West |
|-------------------------|-----------------------|--------------------------------------|
| Reach | 56,845 | 9,286 |
| Reach % | 24.91 | 55.17 |
| Opportunities to See | 2.20 | 2.64 |







ndhog Day on loop in charity world record bid







9-16TH OCTOBER 20

COOK ME

DINE ME

SEAFOOD ⊳WF

Contact Heather Middleton 0131 524 8691 07904 660484

heather.middleton@seafish.co.uk

SEAFOOD