

TRADESHOW STRATEGIES



## NORTHCREST FOREST PRODUCTS

Global Partnerships, Sustainable Solutions

## Highlights:

Strategic Brand Marketing Plan, Brand Roadmap + Motto
Corporate Identity Rebranding, Marketing Brochures + Collateral
Website Development, Mobile Design + Search Engine Strategies
International Tradeshow Strategies + Press Releasing
Video Branding + Script Development
Social Media Content Strategy + Brand Integration

## Measurable-Results:

Attained 500 Business Contacts
Secured Two of the Largest Importers in Greece
Aligned with Two of the Largest Wood Chip Importers in Turkey
Booked 40,000 tons of SYP Wood Chips/month
Offered Investment Opportunities from Indonesian Government
Offered to be a Global Representative for Prefab House Manufacturer
Offered to be a Representative for Gold LEED Product with EDC

In 2013, the Vancouver-based Northcrest Forest Products, formally Kitwanga Lumber Company, owned by Baljit Gill (2008 RBC Canadian Women Entrepreneur Impact Award-winner) aligned with ISI Branding once again to transform their international presence into a global brand. A strategic brand-marketing plan and content strategy were created and implemented for the upcoming trade mission to Istanbul, Turkey. The teams had six weeks to research, analyze, create and build the new Northcrest brand experience which showcased its front-running forest species; Southern Yellow Pine (GoldenLumber.ca). The Trade Mission to Yapi Fuari (Turkeybuild – A Global Building Construction Tradeshow) was lead by the BC Wood Specialties Group.

...(Our) branding has attracted a lot of attention... Thank you!
Thus far the show has been successful and we ran out of brochures
(on the first day) — Baljit Gill, President

In order for Northcrest to secure and accelerate their ROI – return on investment and measurable-results, benchmarks were identified and established. After extensive research into Turkish values, ISI identified and matched five core values which were inline with the Northcrest corporate culture: Tradition (gekenek), family (aile), community (toplum), integrity (doğruluk) and respect (sagı). These words became secondary brand messages for thecampaign and supported their new primary brand message "Global Partnerships, Sustainable Solutions".



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