



Marketing Proposition

Target audience segmentation

Because cycling tourism as a sector attracts quite a diverse visitor profile, the cycling offer for South East Wales has been simplified and segmented into four main interest groups, those being:

Heritage Trails

Family Trails

Road Routes

MTB & Bike Parks

Each of these 'interest groups' are very unique from each other and vary in the cycling experience they are looking for. Segmenting the communications in this way also gives us a chance to speak to each group in a 'language' they feel most comfortable with.

Primary Proposition

The main consumer/visitor campaign proposition for all four interest groups is:

"If you love cycling, you'll love **SE** Wales."

We have qualified this proposition by showcasing a selection of some of the best attractions, routes, trails and bike parks across the region, all with the cyclist visitor foremost in mind.



Supporting Propositions

The secondary proposition has been carefully customised to meet the requirements of each of the cycling visitor interest groups:

Key Propositional Messages

Heritage Interest

S E Wales:

Is rich in history and industrial heritage.

Has many important heritage sites to explore and discover.

Makes attractions very accessible by bike from NCN Routes.

Family Interest

S E Wales:

Has many safe, traffic-free routes for family cycling.

Has lots of family friendly destinations for cyclists.

Offers a great choice of urban or countryside trails.

Road Interest

S E Wales:

Is already an established destination for the serious road cyclist.

Is host to many National Road Cycling events.

Provides a road network with the specific challenges road cyclists most desire.

Is already favoured by professional & amateur road cyclists alike.

MTB & Bike Park Interest

S E Wales:

Has some of the best purpose built Bike Parks in the UK.

Has hundreds of miles of mountain & forestry trails to explore.

Offers a quality, tried and tested product for the experienced 'adrenaline seeking' rider.



Strong Visual Appeal

The downloadable marketing materials have been designed to make cycling in the region as visually appealing as possible.

A suite of featured images have been created for use on social media accounts. They will strongly feature many of the attractions and destinations highlighted in the four marketing leaflets. Images will be grouped into Local Authority areas making them easy to select for business or attractions in a specific area. They should be used with accompanying copy to be produced on an ad-hoc basis, specific to the individual business or attraction's requirements.

More detailed advice on partner marketing is outlined in the main Toolkit.

Accessing Image Files

An example of how to access your image files is described below:











Cycle_Wales_Caerphilly_Heritage_Caerphilly_Castle.jpg



Cycle_Wales_Caerphilly_Heritage_Parc_Penallta.jpg



 $Cycle_Wales_Caerphilly_Family_Mon_Brec_Canal.jpg$



Marketing Assets

There is a range of downloadable branded online marketing assets for you to make good use of to encourage more cycling visitors to your business or attraction. There are four main leaflets that have been segmented by group interest that showcase most of the major attractions and cycling routes across the ten local authorities.









Downloadable Bi-lingual Leaflets designed for home printer use





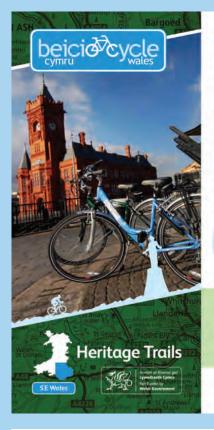


A suite of branded featured images for use on social media



A range of branded banner ads for online advertising





If you love cycling you'll love SE Wales.

Saddle up and discover the rich heritage of South East Wales by bike. With so many dedicated cycle trails to choose from, our beautiful region is perfect for cyclists of all ages and abilities to get around safely.

To give you a head start, we have chosen a small selection of interesting places to visit in this leaflet, and there are many, many more to be discovered for yourself.

To help you plan your next adventure, we have created an online interactive map that will make it even easier to explore our region by bike. Look out for the NCN (National Cycle Network) symbols that accompany most sites they make extremely useful navigational tools.

Plan your next cycling adventure with our online Interactive Map



Our online Interactive Map for use on desktop PC's is the must-see guid for anyone planning to explore South East Wales on two wheels. Click on the icon to launch the map of use the following link in your browser www.cyclewales.org

Whether it's a leisurely urban ride, or a more rural country challenge, some of the most interesting historic buildings and monuments in S E Wales can easily be reached by bike.



We have lots of them I Step back in time and admire the craftsmanship of the stonemasons who bullt these wonderous structures on a monumental scale.



Experience the coal-mining heritage of South East Wales at Big Pit National Coal Museum in Blaenavon and the Rhondda Heritage Museum near Pontypridd.





























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If you love cycling you'll love S E Wales.

Our country could almost have been created for mountain biking. And in South East Wales we have some of the best parks and trails in the world for you to come and explore.

We already have several established purpose built bike parks that welcome thousands of visitors every year. And if you fancy a wander into the mountains you will find hundreds more managed forestry trails that will satisfy even the most experienced rider.

Planning your next adventure couldn't be easier - use our new online interactive map to help you explore our region by bike. Look out for the NCN (National Cycle Network) route markers too - they'll help take out some of the quesswork when getting around I





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Cwmcarn Visitor Centre, Cwmcarn, Crosskeys NP11 7FA

If you love cycling you'll love S E Wales.

There's nothing like the thrill of taking all the family out for a day's cycling, and there are so many safe routes to choose from around South East Wales. We have selected some of the most popular family trails in this leaflet, and most avoid busy roads. You can get to nearly all the routes by car, and once you have parked up and donned your helmets, you will be all set for some memorable rides through some spectacular countryside and parks.

To help you plan your next adventure, we have created an online interactive map that will make it even easier to explore our region by bike. Look out for the NCN (National Cycle Network) symbols that accompany most routes they make extremely useful navigational tools.



Whether you want to make a day of it and pack a picnic, or ride for just a few hours closer to home, you'll find plenty of stunning scenic views and historic attractions









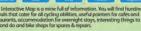






























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On Road & Off Road Trails 黎三

inspiring scenery in our country. And if you are looking to swap tarmac for something a bit more natural, we have hundreds of miles of mountain and forestry trails to choose from. To help you plan your next adventure, we have created an online interactive map that will make it even easier to explore our region by bike. Look out for the NCN (National Cycle Network) symbols that accompany most sites they make extremely useful navigational tools.

Family Trails

Total Section Committee



amateur cyclist alike.
Thousands of individual
riders and teams
converge on our region
to compete in races like
the Velothon Wales,
o 10 Stage race starting
in Cardiff that attracts
up to 18,000 riders in
the Sportive category. the Sportive category, and the world's most prestingus teams and



































Marketing Assets

Social Media Featured Images

A featured image brings your Twitter and Facebook activity alive. Select from a comprehensive range of downloadable images to accompany your posts. You will find the images are grouped by Local Authority area to make it easier to find a cycling offer that's close to your business or attraction.





















Marketing Assets

Online Banner Advertising

Website banners come in a range of universal standard sizes. We have selected some of the most popular banner formats for you to download and use on partner websites.



Leaderboard 90px x 728px



MPU 250px x 300px



Skyscraper 600px x 120px



Wide Skyscraper 600px x 160px