Binaya Paudel WEBSITE AS A MARKETING TOOL IN TOURISM Website Design for Svanen Camping Site

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ABSTRACT

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The aim of this thesis was to a give little introduction into modern marketing tools in tourism, such as, websites, Facebook, YouTube, Twitter and Google Plus, and to modify the existing website of Svanen camping, Pietarsaari/ Jakobstad attractively. The Svanen camping is run during the summer by Central Ostrobothnia University of Applied Sciences (COU) since 2004. It is owned by the town of Pietarsaari. The camping is managed by Centria – Research and Development. Jennie Elfving, who is a research and development manager of Centria, commissioned this thesis.

The main objective of this thesis was to build an informative and attractive website for the Svanen camping and update the existing website. This thesis is a practice-based thesis; a web site was designed in three languages, Finnish, Swedish and English. The website was designed in such a way that visitors can get all the information and the overview of Svanen Camping. Visual looks of the website has been focused on and animations and video are inserted to make the website better. The theoretical part of this thesis consists of social media and how the social media marketing is important in the field of tourism, for example, Google Plus, Facebook, YouTube, the uses of websites, planning and designing websites, and the steps taken to the designing of the website.

The website was designed in between three months after collecting all the information needed for the website. The website was developed by using web designing programming such as Dreamweaver, JavaScript, Photoshop, gif animator and Windows Movie Maker. Later the website will be published on the web by Svanen Camping.

Key words

Marketing, modern marketing tools, social media, social media marketing, web design, Svanen Camping

LIST OF ABBREVIATIONS

CSS **Cascading Style Sheets**

Hyper Text Markup Language Short Message Service HTML

SMS

TV Television MSN Messenger

Central Ostrobothnia University COU

Virtual Information Space VIS Virtual Communication Space VCS Virtual Transaction Space Virtual Distribution Space VDS VTS

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1 INTRODUCTION

Svanen camping is a two star camping site in Pietarsaari, Finland and it is the only camping site in Pietarsaari. During working in Svanen Camping, one gets acquainted with the environment. When looking at the existing website of Svanen Camping, it was clear that the website needed to be modified. The existing website of Svanen was good but it did not have effective materials in it to attract visitors, for example, images, color, layout and detail information about the camping site, which the customers wish to see when they enter the website. The idea for writing this thesis came from the need of a new website for Svanen Camping. The first concept was to consult Jennie Elfving, Research and Development Manager of Centria. When proposing to her about the modification of the existing website, she was glad to hear about the idea because she was also thinking about modifying the website. Finally it was decided that the website would be changed and designed as the project of this thesis and also for the future benefit of Svanen Camping.

The aim of the project is to give a brief introduction about modern marketing tools as well as what kind of new marketing tools tourism companies are using, for example companies' own websites and blogs or other social networks such as Facebook and YouTube. Only making the website is not enough, promotion of the website is also needed. On the other hand, the aim of the project is to design a website for Svanen camping site. The main work is to design the website and later on the website will be published by the commissioner. The website designing is focusing on layout and visual looks of the pages as well as presenting the information of the camping site completely by using web designing programs. The website can be published later and the camping site can add more features if they want.

This is a practice-based thesis which is focused on creating a product as a website. The practice-based thesis is a thesis whose mission is not only to give the writer practical experience and knowledge but to also to provide the commissioner with high-quality work. This type of thesis provides the writer with both theoretical and practical knowledge about the specific area he or she is writing about. A practice-based thesis aims at giving practical advise, guidance, organizing and rationalizing. Depending on sector, the practical part can be, for example, a guide for preserving the nature in a certain area, or a security guide for a

company. It can also be setting up an event or creating a book, a cd or a web page. (Vilkka & Airaksinen 2004, 9-10.)

The thesis is presented in two parts. They are a theoretical part and an empirical part. The theoretical part is made to support the empirical part of the website designing. The theoretical part consists of tourism marketing and how tourism industries are promoting their business, moderns' tools of marketing such as websites or social networks, the uses of websites and planning and designing websites continuously. In the empirical part, the building process of a website is described. Firstly the implementation of a website is introduced and then the layout and the websites' visual looks, and finally the organization of the website is presented.

2 MODERN TOOLS FOR MARKETING

The marketing industry is developing fast nowadays since new ways of marketing are being developed constantly. The marketing companies need to develop new and fresh techniques to survive and possibly even grow. In the field of marketing, new and unique techniques are necessary to make it easier to attract visitors. Today, social media is playing a vital role in the modern marketing practices and also makes it easier for marketers to have their products or services noticed. The main outcome of social media is public relations so that marketers can easily communicate their message to the public. In the near future it will be the best marketing tool in every sector according to the rapid speed it has been growing recently. The tourism industry will get more benefit from it and explore their products and planning. On the other hand, people will easily get a chance to know every part of the world and get offers from different tourism industries of the world.

2.1 Social Media

Online tools and utilities are those which permit communication of information online and participation and collaboration. Under social media there are many segments and they are blogs, professional and social networking sites, wikis, podcasting and video casting, virtual worlds and social bookmarking. There is always competition among service providers for new users so they are forced to give different social media services under one umbrella brand, whereas in some cases they combine their services. In other words, social media is an online media with photos, videos, news and audio programming, which are transferred to public websites after submission. There are lots of social media applications, for example, Google, Wikipedia, Facebook, Last.fm, YouTube, Second life and Flickr. Among them Google, Wikipedia, Facebook, and YouTube are the most well-known and growing social medias. Google application is for references and social networking, Wikipedia is for references, Facebook is for social networking and YouTube for social networking and video sharing. Besides them, Flickr is for photo sharing, and Last.fm for personal music. (Evans 2008, 33.)

Most business people maximize their opportunities by using different kinds of social media services as one professional networking service, one consumer-oriented media service, and depending on their target audience. Whether business is going well due to social media or not in networking and marketing, some kind of determinants should be defined, which help to know how it is going. For example, feedback from social media users and visitors could be collected and analyzed to develop the services.

2.2 Social media marketing

Nowadays the social media is acting as a marketing tool. Tourism companies are promoting themselves through the social media and attracting visitors in different ways. People are using social media for promotion because it costs less than if they use television, newspapers, radio, and magazines for promotion and it also takes lots of time. Promotion can be done by sitting on a chair and just one click is enough to market. So social media marketing is a new web marketing process where organizations promote their activities to low costs and rapidly. (Zarrella 2009, 1-2.)

Marketing through social media is the best media because if customers have been satisfied or dissatisfied with products or services they can give feedback as soon as possible, or they can write reviews on products or services so that the producer or service provider can easily get feedback on what the customers think of the product. When using social media, the service provider or producer can acquire feedback faster compared to using traditional media. With traditional media they have to wait for a long time, so it can be said that social media marketing is good for the customers as well as for the producers or service providers. Social media marketing is a phenomenon that allows individuals or organizations to promote their websites, products, or services through online social channels and to get in touch with and handle much larger amounts of people which may not have been available by traditional advertising channels. (Weinberg 2009, 3-4.)

Social media marketing refers to the process of elevating business or websites through social media channels that is the basic concept. It is a dominant marketing medium that is defining the way people are communicating. It is one of the significantly low-cost promotional methods that provide businesses with large numbers of links and huge

amounts of traffic. Companies manage to get massive attention and that really works in favor of the business. Social media marketing is a potent method applied by progressive companies for selling their products/services or for just publishing content for ad revenue.

2.3 Social networking

A social network can be defined as a group of people, on community, where they have the possibility to share their interests, perspectives or background. Facebook is one popular online service where people can talk, share, and post-different kinds of things. People share their information either in the form of text or picture or may be in the form of music. Marketing is done through social networks so that people can see their services and products quickly. There are many social networks that are famous todays and each network is best in their own key demographic. All kinds of networks are changing rapidly so there is no possibility that there is always one network that is the most popular or best.

TABLE 1. Important social networks according to monthly visitors (eBizMBA 2011.)

Rank	Social Networking Sites	Estimated Monthly visitors in million
1	Facebook	700.00
2	Twitter	200.00
3	Linkedin	100.00
4	Myspace	80.50
5	Ning	60.00
6	Google Plus	32.00
7	Tagged	25.00
8	Orkut	15.50
9	Hi5	11.50
10	Myyearbook	7.45
11	Meetup	7.20
12	Badoo	7.10
13	Bebo	7.00
14	Mylife	5.40
15	Friendster	4.90

Table 1 above shows the top fifteen social network sites according to 1st of December 2011 statistics. It shows that most people use Facebook as their social network and it is quite interesting that it is three times bigger than Twitter, which is also a leading and growing social network site. (eBizMBA, 2011.)

2.3.1 Facebook

Facebook is a social network, which is made up of core site functions and applications. It consists of a home page and profile. On the home page news feed, a personalized feed of friends' updates can be seen, whereas in the profile, information about the individual can be seen such as shares, interests, education and work background and contact information. It also includes applications, such as, photos, events, videos, groups, and pages where people connect and share. People can also chat, send personal message and post something on others' wall such as posting 'Happy birthday ©' and also send gift as well as post songs and play games. (Facebook 2011.)

Facebook is the dominant social networking site, which is useful to the social media marketer. At first it got popular among college students and it grew faster and soon it got popular worldwide. It allows businesses to create public profiles as an individual or user's profiles. Users can connect to businesses and become fan and they also can see all the information and write review on businesses' profiles. Users can also go to the original website through it and get detailed information. (Zarrella 2009, 67.)

Facebook is doing effective marketing to different kinds of organizations and it is becoming more widely used and almost all organizations are involved in it. Users can easily get to a desired company through Facebook. Every time they are changing the structure of the software to attract the visitors. Change is the best policy to get in touch with existing users.

2.3.2 Twitter

Twitter is an important and growing social network, which gives information and connects people with the latest information about the most interesting events. It is easy to find friends or interesting information where you can follow such conversations. Twitter consist of small bursts of information called Tweets which always ask "what's happening?" and people can write anything of the length up to 140 characters. Each tweet can be consisting of additional information, deeper context and embedded media such as YouTube videos. A story can be written within a tweet and also other kinds of information, such as photos,

videos and other media. It is based in San Francisco, but has millions of users all around the world. Twitter can be used in different languages, such as, English, French, German, Italian, Japanese, and Spanish. The languages can be changed with one simple click. It can be used in mobiles with free Twitter application for iPhone, iPad, Blackberry, Windows 7 and Android. (Twitter 2011.)

Twitter is used to share quick information that focuses on peoples' interests. Twitter can be used so that producers can tell about their products and services to the customer and send information about their products to customers quickly and also receive feedback from them easily. This is one way of doing marketing and selling your products and services. The links to organizations or individuals can be tweeted easily so that the customers can easily get to their pages and learn more about them. Twitter individuals, business and social causes can use SMS. Fast Follow program can be used to connect anyone with a mobile phone. It is made in such a way that SMS can be sent easily without any difficulties, and communication can be done whenever one wants. (Twitter 2011.)

It is believed that the open exchange of information will be good for society and the community, and that it will have a positive global impact on the world. Everyday different people from different backgrounds and countries connect with each other all over the world with everyday Tweets. The tourism sector is also benefiting through Twitter's ability to spread feedback quickly, and also tourism industries have started to Tweet in Twitter for advertisement purposes because of the quick information distribution.

2.3.3 YouTube

YouTube provides a forum for people to connect, inform, and inspire others across the globe and acts as a distribution platform for original content creator and advertisers large and small. (YouTube 2011.)

One of the most famous video sharing social networks is YouTube. It was founded in February 2005, and billions of people watch and share originally created videos. It is famous because anyone can upload videos to the Internet when ever they want. YouTube servers help users to upload files when they are online. It permits the user to post and tag videos that were made or modified by users, and also to comment on posted videos or like

or dislike the video. Sharing can be done through other media, for example, Facebook or Twitter. It contains a search box where keyword can be written to get a desired video. YouTube also provides profile pages where users can easily view profiles of others who have posted and view their favorite videos as well as contact addresses. (YouTube 2011.)

Being a free video sharing site, people use YouTube to share videos and also to comment on watched posts. One important thing is that to do anything in YouTube, user should have registered by creating a profile, which does not cost. Videos can be either public or restricted, not allowing everyone to watch. In some cases, they have age restriction and in other cases, only specified contact lists can view videos. Videos can be seen by sorting and shared through email, and favorite videos can be added to favorite lists, and users can post comments and read the comments of others. Subscription can be done of another user's posting so that users quickly can view their favorite channels' new posts. YouTube videos are easy to share on other web pages also. Usually the size of videos is large, so YouTube has lots of storage capacity where videos can be stored without any trouble. Playing software is required in order to play YouTube videos so the Flash player is required and it is easy to download and it is also free. (Educase 2006.)

Thus, YouTube is one kind of video sharing social network where people can put videos to show the world and viewers can write their view on the posted videos. People can do marketing with the help of YouTube by showing their products. Tourism marketing will be easy if tourism companies share their videos through it. People are quite interested in seeing new innovations and if new inventions can be shown through video then people will visit them whenever they want, for example, tourism attractions shown through videos of a particular area.

2.3.4 Google Plus

New social networks are being developed all the time with new features and functions. Recently, Google Plus has been launched and is gaining popularity by the day. It has also been called Google's Facebook.

Among the most basic of human needs is the need to connect with other. Yet the subtlety and substance of real-world interactions are lost in the rigidness of our online tools. In this basic, human way, online sharing is awkward. Even broken. And we aim to fix it. We'd like to bring the nuance and richness of real-life sharing to software. (Newlands & James 2010, 2-4.)

The above statement states that one of the most basic needs of human beings is to connect with each other through communication. Due to online tools the real feelings of life are lost and destroyed, and there is a need of online sharing in a human way. Now the main target of Google Plus is to fix this and they would like to come up with richness of real life sharing to software. Their slogan also tells about what Google is, "Google Plus real life sharing, rethought for the web". Google Plus is the new creation of Google as a social network that inspires people to share and communicate with each other, either online or offline in real life. This is the project of Google and also called Google Plus Project. According to Google Plus, what they have come up with now is just the beginning and there will be more to see in the future. (Newlands & James 2010, 2-4.)



GRAPH 1. Terms of Google Plus (adapted from plus.google.com)

Google Plus is different from other social networks. There are different terms to make it distinctive. Such as Circle, Hangouts, Instant Mobile, Software Integration, Circle term denotes as organization of connections in Google Plus. These have been done after the complaint of people in other social networks such as Facebook or Twitter, and if you share then it is shared to everyone. Google Plus, on their hand, share with one or more of a particular circle connections or with individuals inside those circles. So sharing is not a problem in Google Plus and one can share anything with whomever one wants. Hangouts term is used as a group video chat where a maximum of 10 people can chat and even watch YouTube videos together. In Google Plus, people can chat by sending video chat invitations. There is an automatic feature which helps to direct people is attention where it is needed. Since it does not allow to share screens or documents, it is not the right video chatting program for businesses yet. Another main important function is that photos which are taken with a phone can be transferred easily to Google Plus. People are using Google's web software such as Gmail, YouTube, Adwords, search engine and Google account and

they are planning to integrate these software and purify Google Plus. (Newlands & James 2010, 2-4.)

A social media is important for an organization. The social media is a good way of telling about the organization's product and services to the customers either by promoting their websites in the social media, or by creating pages in the social media, for example, making a page of the organization with the products and information in Facebook or Google Plus. A video of the organization's product and services can be developed and advertised through the social media, for example, YouTube. The short information of the organization's services and products can also be shared through the social media to the customers, with for example through Twitters. The social media is an easy and fast marketing tool for the organizations in order to promote their products and services.

2.4 Tourism marketing

People travel from one place to another to get a break from their usual life. They want to find a place where they can get entertainment without any difficulties. There are many tourism companies that provide different services and activities for the tourists. The act of movement of people from one place to another from their usual environment for leisure, business or other purpose is known as tourism. So, it is a competitive industry that needs the skills to continuously adjust to the change of needs and desires of customers, and also to focus on their satisfaction, safety and entertainment. (Mathur 2007, 1.)

The tourism industry is growing rapidly and it is widely recognized as the world's largest industry. It is creating fast, social, economic and environmental changes and needs to be studied thoroughly to be understood and measured accurately. The competition among tourism companies is constantly growing. Companies seek to attract tourists so they involve many services such as, accommodation, transportation and catering for the tourists. Marketing plays a big role in the tourism industry. It should be done dynamically because it is the base where people come to choose from an enormous variety of choices in an industry. (Raju 2009, 1-3.)

According to Philips and Duncan, "marketing includes all the activities necessary to place goods and services in the hands of consumers and industrial users, excluding only such activities as involve a significant change in the form of goods". Marketing is mainly customer-oriented, supported by integrated marketing pointed at customer satisfaction. Marketing focuses mainly on the customer. The need of the customers and the methods reaching for the desired level of satisfaction among them more effectively and efficiently should be determined in order to get the desired goal from the organization. So it can be stated that in order to achieve their wished goals, organizations have to use a series of marketing functions. Organizations should understand their vital marketing task and marketing functions. An interaction between an organization and a customer can be stated as a marketing function. The marketing functions and the tasks are market research, product formulation and development, analysis and selection of target markets or segmentation, distribution networks and product promotion. (Singh 2008, 2-6.)

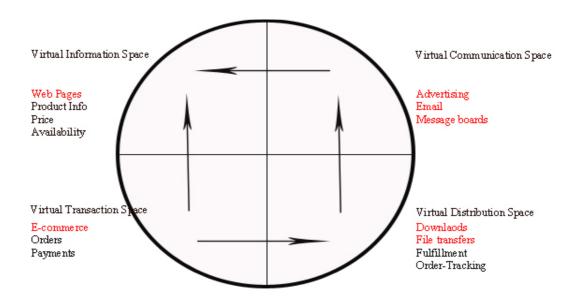
At a glance, the main purpose of marketing is to make people aware of products and services in a positive way. All the marketing activities are based on customer satisfaction. Different marketing aspects should be considered such as, customer needs, their behavior, motivation to using the product and service, and their comments.

3 MARKETING A WEBSITE

Organizations should think first what kind of website is needed and how they can prepare so that they will easily achieve their desired goals. There are many kinds of websites, with different purposes such as, selling more products and services, attracting people to their destination or places, making profit by selling goods online and sharing information. Nowadays most of the websites are money-oriented and built to get more benefits by either attracting people to their company or through online services.

3.1 The uses of a website

According to Angehrn's model (1997), the uses of a website in marketing has four stages and they are: information, transaction, distribution and communication. (Middleton, Fyall, Morgan & Ranchhod 2009, 262.)



GRAPH 2. Four uses of website for marketing (adapted from Middleton et al. 2009, 262)

3.1.1 Virtual Information Space

The basic use of a website is to give general information about a company to the visitor or customer in the form of online advertisements or brochures and also to focus on their product or services, prices and availability. It also shows who is who, what is available, and how much it costs. This virtual information space is an one-way communication channel, which allows visitors to choose their own paths. The virtual space has attracted the attention of potential customers or business partners because it offers instant global access. On creating a website, it increases the interests of the visitors towards a company's services and products. But if the company wants the visitors to return to the site, and to continue their relationship, then the website's contents should be updated regularly. (Insead 2008.)

3.1.2 Virtual Communication Space

Virtual Communication Space is the interaction between the customers or visitors and organizations or web developer. It provides space for continuous relationship among the visitors and organization to share opinions or ideas and give feedback or compliments. These ideas and information can be shared via e-mail, in online forum discussions, or more advanced 3D and virtual reality interaction spaces. Visitors discuss about their experiences with their product and ideas among that might be useful for the company. Communication channels must be considered in webpages in order to increase people's interest and their response regarding the website. Email and message board can be created so that they can easily get in contact with the company. It helps the company to keep in touch with their existing customers and to encourage continued communication. (Inseed 2008.)

3.1.3 Virtual Transaction Space

Virtual Transaction Space is trading where goods and services are not transferred in this space but only orders, commitments, invoices or transfers of payment are transferred. The transaction space is beneficial for business-to-business transactions whereas businesses to

consumer transactions are not yet getting the same kind of security or reliability. Through this on-line form, the visitors can purchase the products from the company. If the customer is able to make a transaction of the products and services from the webpage as well as is willing to get products and services, it shows that the marketing effectiveness of the site is significantly increasing. People can also make an order and payment through a website, for example, by using credit card or bankcard and PayPal. (Insead 2008.)

3.1.4 Virtual Distribution space

Virtual Distribution Space means delivering products and services which are purchased by customers. Distribution of the products and services is done with the help of the postal service. VDS' main aim is to cut costs and lead times, for example, when purchasing an iPhone from an Apple online store where one does not have to go and spend money on transportation as well as it also saves time. Software and publishing companies use Internet services more and more to distribute their services to the customer directly, for example, if a customer purchase CoffeeCup Software then this company will distribute this via their own website where the customers can easily download it to their computer and use it. Thus, the purchased products and services can be sent to the consumers either electronically or via the postal service. (Insead 2008.)

Organizations should consider different terms so that their websites will be informative, easily available and convenient. Websites should have information, make it easy to do transactions, communication and distribution so that people will feel good about using the website. Today, people want attractive websites so while building it, it also has to be well designed.

3.2 Promoting a website

Building the website is not the biggest issue. It should be advertised so that people will know about the website. If people do not know the website's address then it is difficult to get information about the organization. Different kinds of traditional media advertising can

be done such as brochure, Television or radio so that they can get web addresses so they can find their way to the Internet pages. On the other hand it can be done by displaying advertisements on other well-known websites in the form of banners or pop-ups. It should be attractive and colorful so that it is easy for the viewer to notice it. It is also known as affiliate marketing. It is the process of making money online by a publisher by displaying other products or services on their own websites. One effective way of marketing is search engine marketing where people can easily find a company website just by typing in keywords. There are a number of websites and it is difficult to come on the top place while searching through search engines such as Google. So a company should pay the search engine company to rank their website on the first page. There are many search engine companies such as Google, Yahoo, Messenger (MSN), Bing and Ask. (Middleton et al. 2009, 263-254.)

Attracting people to the website is a necessity in order to achieve goals set by the organizations. It is done by different means, like traditional advertisement, affiliate marketing and search engine marketing. The web address is the most important for marketing and it will be beneficial if the web address is easily memorable. Organizations should think about web addresses before publishing on the Internet.

4 PLANNING AND DESIGNING A WEBSITE

A Web site is a collection of Web files on a particular subject that includes a beginning file called a home page. The home page tells everything about an organization or an individual and through it users can get to all the other pages. A Web site may have several purposes. In that case it is necessary to determine which is the primary purpose, secondary, and so on. A site that is intended to be strictly informative, such as a news site, is likely to look much more different than a site that is designed to sell a product or services. (Lipera 2011.)

4.1 Planning

A website must be well planned involving the needs of a business, market research, web-based technology, optimization, gathering and organizing content, construction of the site in Hyper Text Markup Language (HTML), Cascade Style Sheets (CSS), Dreamweaver, Flash, and other programming software. While planning, organizational expectations such as goals and missions for the Web site, should be considered. Goals, consider and focus, the three aspects of an organization must be defined so that customers find the website unique and beneficial. On the other hand visitors' expectations should be taken into account while creating the website. Some visitors' expectations are: who are they, their web browsing habits, visitor's bandwidth capabilities since all visitors do not have high speed Internet, so fast-loading web pages must be considered, Internet browsing equipment such as mobile and laptop, and the preference of using services or products online. (Jenkins & Wagner 2010, 35-45.)

After focusing on organization and customers' expectations, a review of old website as well as other related websites on the Internet should be done so it will be easier to get new ideas. While making a website there are some issues which might affect the designing such as cost, time, marketing, target audience, accessibility issues, content and browser optimization. These issues must be taken seriously so that it will not affect the organization's goals or missions.

4.2 Designing

A website must be designed precisely so that it will market effectively. All pages on the website are important, but the home page is the most important page where the customer gets their first impression. The homepage must be a good one so that when visitors visit it they do not feel bored or get negative impressions. For example, if the business involves a camping site, then the homepage should give real picture and not romanticize the reality. The homepage should start with an introduction of the organization, make people want to stay and explore and motivate to visit other pages linked to it and it should provide an enough amount of information to make them believe that they are on the right site. (Addison 2004, 52-57.)

When a website is observed the focus is immediately on its visual elements so the design should be clean and simple so that anyone can easily see the clear picture of the website. An eye-catching design must be done to grab the attention long enough to take a look around. Website will be functional if there is a user interface. It helps to get the visitor review and applying those views while planning out the design. The most important thing is that there should be a possibility to navigate in a proper way and with links to the right pages. Navigations should be kept in such places so that the visitor can easily find them and access them. In the website, about page is important because people are eager to know more information about either the company or a person. So it would be good to put background and about business, and expertise. It also helps to communicate with different people. Contact information should be written properly so that visitors can contact easily at anytime. If it is possible all kinds of contact information should be written on the website. For example, email address, Post Office Box number, and phone number. It is important to provide helpful, knowledgeable information about the company, its products and services, on the website. (FreelanceFolder 2011.)

The process of planning and designing a website should be done precisely to provide a unique and beneficial website. Various designing programming can be used for designing graphics and optimizing, such as, Adobe Photoshop and Adobe Fireworks, but it should be designed in such a way that customers can easily navigate and understand. Accessible content must be considered so that people can easily access the website instead of having to use complicated softwares or applications.

5 SVANEN CAMPING SITE

Svanen camping site is a peaceful 2 star camping site in Pietarsaari, Finland. Svanen camping is located in Western Finland on the Gulf of Bothnia, i.e. Pietarsaari in the banks of the lake Larsmosjö. Svanen camping is about 3.5-kilometer from the city-center of Pietarsaari. As an article made by Guy Björklund, the director of museum in 2005, stated that Svanen camping started to operate on the 23rd of June, 1954. In the beginning there were three cottages to accommodate visitors and a cottage was used as a small café and also as a room for the caretaker, and also 26 beds were available for the visitors. During the 60s and 70s the number of cottages was increased, and in 1970 shower facilities and toilets for both men and women were added. In 1983, a new café and five new cottages were built, and the old café was changed into two cottages. The majority of international tourists in camping Svanen came from Sweden and Norway because of the ongoing boat traffic between Finland and Sweden. Sadly, the number of visitors decreased due to the ending of the boat traffic and camping Svanen could not run as before. (Laxåback 2005, 5-6.)

Nowadays Svanen is a two star camping site, where there are currently 99 bed places provided by 28 cottages in the year 2011. There are seven cottages with kitchen and five cottages have both kitchen and toilet, whereas other remaining cottages have only beds and may include a stove and fridge. Altogether, 24 caravan places are available with electricity, as well as a few without electricity and a bigger place for tents. There is a public kitchen, toilet and shower available for all guests, and also a public sauna nearby a lake. There is also grilling places, playground for the children, volleyball fields and mini-golf. Swimming and canoeing are popular activities during the summertime. Svanen rents canoes via Botnia Canoe. Runeberg cottage, the birthplace of national poet of Finland, is nearby the camping site.

The students from Central Ostrobothnia University of Applied Sciences (COU), Pietarsaari Unit run the Svanen camping every summer. CENTRIA supervises the camping site since 2004. CENTRIA is the unit of research, development and further education of the COU of Applied Sciences. The CENTRIA function is to create possibilities for the development of the region's companies and communities. (Centria 2011.)

Pietarsaari/Jakobstad is a town and municipality, located in Western Finland, on the Gulf of Bothnia. It is a bilingual region and consists of five municipalities with 48,600 inhabitants. Swedish speaking people are dominant in this region. About 56.4% are Swedish speaking, 39.8% are Finnish speaking and others are 3.7% language-speaking people. (Jakobstad.fi.) The population of this town was altogether 19, 627 in 2010. In 1652, Jakobstad was founded by Ebba Brahe and the name Jakobstad was given in the memory of Jacob de la Gardie. Ships were built in Jakobstad and sailed around the world. Finland's national poet, Johan Ludvig Runeberg was born in Jakobstad the cultural life can be noticed in Jakobstad, for example, from Jakobstad City Hall, and Skata. Jakobstad is popular as a town of parks and gardens, for example, the Vicar Aspegren's or the popular School park botanical gardens. There are famous museums where an educational tour can be done for the students as well as visitors too, for example, the Arctic Museum Nanoq and the Chicory Museum. The famous festival of Jakobstad is Jakob's Festival (Jakob's dagar) in July, where thousands of visitors come to visit. Jakob's Dagar is celebrated for a week and everyday there are music and dance performances either single or in a group, children's programs, sports, and city tours with old and antique vehicles around the city area. (7 Bridges Archipelago 2011.)

6 DESIGNING A WEBSITE FOR SVANEN CAMPING

In this chapter the process of designing a website for Svanen Camping is presented. Website building is not an easy task. One should have basic knowledge of softwares which are made for building and designing the websites, for example, HTML, C Programming, Coffee cup, CSS, JavaScript, Visual Basic Script, Dreamweaver, Microsoft FrontPage, Adobe Flash, Photoshop and Gif animator. To design the web page Dreamweaver, Photoshop, Gif animator, CSS, Favicon creator and video to Gif converter were used and also with the help from free online sources such as Dyanamic Drive, GRsite and Google Maps.

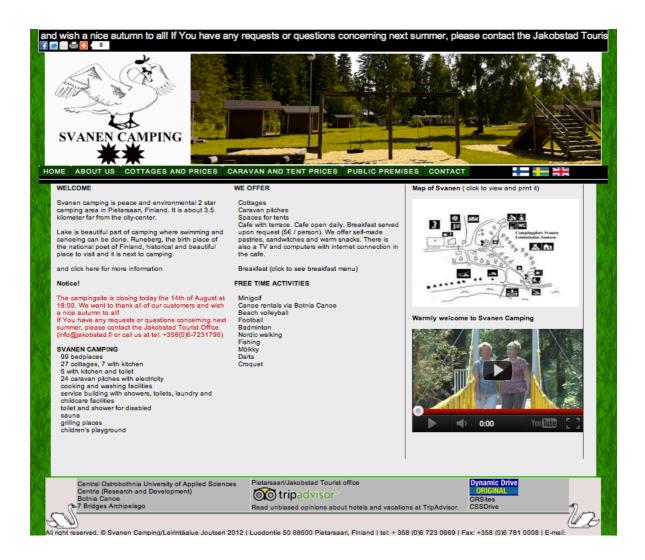
6.1 Implementation of the website

I worked in Svanen Camping during the summers 2010 and 2011 and I got a chance to take materials which were needed for a website, especially pictures and videos. My main work is to modify the existing website and I took some important information from the old website which cannot be modified, for example, prices, number of cottages, activities and offers. I planned to modify the layout of the website and added more information, for example, welcome speech, about Svanen, map of Svanen, putting advertisement in websites which was uploaded in YouTube, canoeing video, extra pictures, pictures of cottages according to prices and facilities, picture of caravan area and tent area, images of the public premises and contact information with Google Maps.

After collecting all the materials and planning, I am able to construct the website as I planned by using Dreamweaver. Before starting, I made a root folder with, for example, images, CSS, cottages so that it would be easy to put all the files in respective folder and also it would not look messy after finishing the website. When developing the website I first designed the layout for the website and inserted the required data and information of the camping site in an attractive way so that the visitor would not get bored or discouraged to visit regularly.

6.1.1 Layout

I designed the layout in a simple structure. It consists of top header, banner, navigation bar, three columns contents and footer. First I did not think about a top header but later I added it due to the fact that I wanted to add links to social networks such as Facebook, Twitter and more. I also thought about marquee, moving text at the top which would attract visitors' attention.



GRAPH 3. Layout of Svanen Camping website

Graph 3 above shows the layout of the website and it was designed by using Dreamweaver, Html, and CSS. Five divisions were made horizontally and a fourth division was divided into three columns. Each division has its own name and they are: first, second, third, fourth, and fifth which are named as the top header, banner, menu bar, contents and footer

continuously. The sizes of divisions are vary from each other. I filled these divisions after creating all the elements needed for the website.

6.1.2 Visual look of the website

I used a background image for the website which is in a green color with leaves and it represents the nature around Svanen Camping. Other main colors are grey, black, pink and white. I used black, white and red color for the fonts according to their background. The font size is normally twelve, and the font style is Arial.

and wish a nice autumn to all! If You have any requests or questions concerning next summer, please contact the Jakobstad Touris

GRAPH 4. Top header of the website

In the top header, I put moving texts because I felt that it would attract people to notice and read the texts better, and also social network icons so that people could share this website to Facebook, Twitter and other media. It has printing icons with social networks so that the visitors can easily print out the web pages with one click and also an e-mail icon for mailing which was provided by Addthis website.



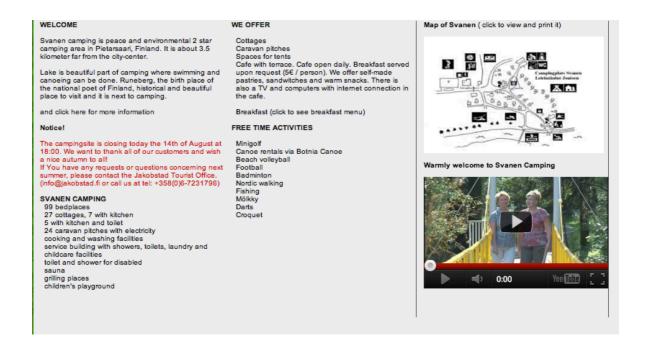
GRAPH 5. Banner of the website

The banner contains the logo of Svanen Camping which was designed earlier, and I added a picture of two stars because it is a two star camping site. On the right side of the logo there are moving pictures of the camping site. It was designed from Quickgifmaker software. It took a little bit time because I had to use Photoshop to resize and upload in Quickgifmaker software.

HOME ABOUT US COTTAGES AND PRICES CARAVAN AND TENT PRICES PUBLIC PREMISES CONTACT

GRAPH 6. Menu and navigation bar and language option icons

I put a CSS based bar in the menu bar just below the banner and there are links to different pages of the website such as Home, About us, Cottages and Prices, Caravan and Tent prices, Public Premises and Contact. On the right side of menu bar, I put flags of Finland, Sweden and the United Kingdom to represent different languages used on the website belong Finnish, Swedish and English respectively. When a user clicks on the flags, it will go to the respective language.



GRAPH 7. Contents of the website

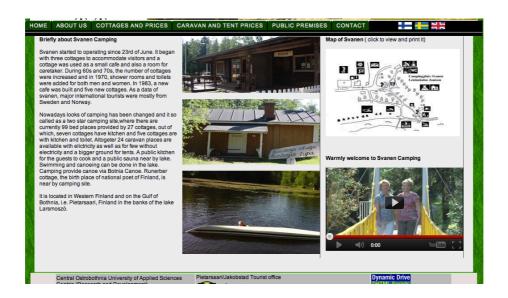
On the right hand side of contents, there is a map of Svanen and it can be viewed in a bigger size after clicking. Users can easily get a real picture of the camping site and they can choose the best cottage for them. If user want they can print out the map of Svanen. I put a video advertisement of Svanen Camping which was uploaded to Youtube on 22 December 2009 by VisitKvarken. The length of the video is 57 seconds. The left hand side of the content is the most important part of the website where all the information about Svanen Camping can be found, and it is a changeable part of layout. This part is changed in every page of the website.



GRAPH 8. Footer of the website

On the footer, I put a background designed with Photoshop. The background is in light pink color with a picture of swans, and they are designed in such a way that they are looking at each other. There are three columns where different links can be found. It was kept so that visitors might get interested in other websites which are linked with Svanen camping. On the bottom part of the footer, there are copyright statements and the complete contact address of Svanen Camping.

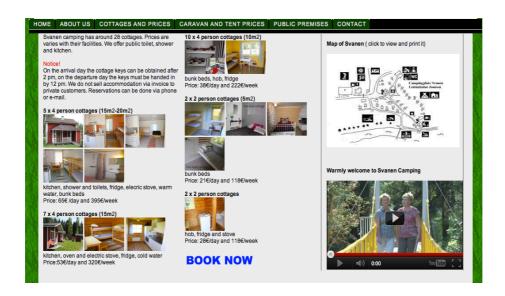
As I mentioned above, only the left hand side of the contents will be changed in every page of the website. Other pages of the website are shown below.



GRAPH 9. About us page of the website

In this page, I added a short description about Svanen camping and also added pictures of the camping site as well as a historical place, the Runeberg cottage. Pictures can be maximized by clicking on them. I put a video of canoeing which features Leif Lunabba as the one canoeing. I recorded this video during the summer of 2011 while working on this

camping and I edited it by using Windows movie maker and Video to Gif converter software's.



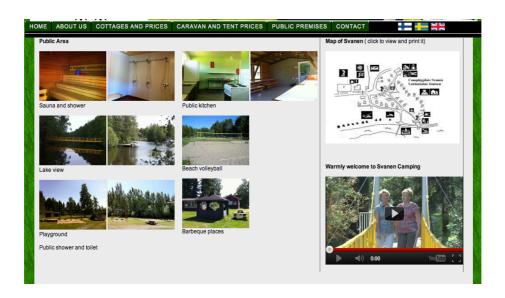
GRAPH 10. Cottages and prices page of the website

This page contains all descriptions of different cottages with different pictures. The prices were put according to the cottages. I put book now gif animation which is visible to an users and they can easily book on one click by opening outlook Microsoft Outlook Web Access.



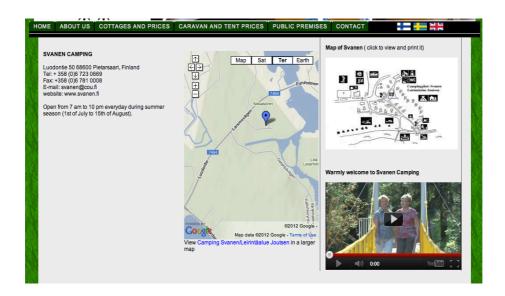
GRAPH 11. Caravan and tent prices page of the website

This page contains all the description of caravan and tent areas individually with their prices per day and week. I put the pictures of caravan and tent area.



GRAPH 12. Public premises page of the website

This page contains all the pictures of public premises which the customers can view without any difficulties. Pictures can be viewed in larger size by clicking on the pictures separately. Different public areas are; sauna, kitchen, and lake for swimming and canoeing, volleyball field, playground and barbeque places. The sauna has open hours every day but can also be individually booked if desired.



GRAPH 13. Contact page of the website

This page contains complete contact information with telephone and fax numbers, email address and opening hours. I put a Google map so that visitors can find directions easily without any difficulties.

6.2 Organizing

Files, pictures, pages, video and animations have been used on the website. These need to be managed properly so that they can be found easily to change or edit. Since I had made root a folder such as CSS, images, before building the website, I can put these files and others in respective folders. I put web pages in CSS folder with CSS file, picture in images folder, video in videos folder and gif animations in gif folder. I checked that each of the links works because I moved the files in to their respective folders. It worked fine but some pictures do not link. I checked the path destination and fixed it. I also put the link of Svanen blog, as a blog menu, so that the visitor can check out the blog and leave comments.

7 CONCLUSIONS

A website is an important marketing media in the field of tourism. The website tells about a company's products and services to customers, and they find all the information that they are searching for on the site. In the field of tourism, a website is playing a vital role to promote tourism industries individually. Since this is a modern technology world, many people know about information technology and they know how to use and get information through the Internet. Internet is everywhere and this is an advantage for companies in that they do not have to use more traditional marketing methods such as brochures, word-of-mouth, posters or banner. If they have to use such traditional marketing methods, they will use it only in a limited way to promote their web address.

Beside websites, nowadays people are using social networks, such as, YouTube, Google Plus, Facebook, Twitter and other. Most of the companies use social networks and link their website to it. They also make web pages in social networks such as Facebook and Google Plus with company information. The companies are using social networks as their advertisement media either in text format or video format.

When an organization plans to make a website, they should know how to design it so that it attracts customers to their products and services. The website should have general information about the company and their services and products. It should be made in such a way that the users can easily do the transactions of the products and services provided by the organization easily. The website should consist of distribution media so that products or services can be delivered to customers after they have been purchased. Finally, there should be a communication channel so that the visitors can share their feedback comments regarding their purchased services and products.

The main theme of the thesis was to make a website for Svanen camping site and it will be published later on the web. Creating a simple, informative and functional website was the main goal. Since I am modifying the existing website, it was quite challenging for me. I changed the layout of the website and visual looks except for the main information and logo of the website. It looked totally different than the previous one. It has good graphics and materials.

On developing the website, the hardest part was to create a layout for the website. I designed four layouts and out of those I chose one. At one point I had difficulties due to simple coding mistakes but somehow I found the mistake and managed it. If it would have not been solved then I would have had to make it again from the beginning. After constructing the layout it was easy to put graphics and colors, which represent the Svanen camping. I used the old logo of the camping so that people would recognize it easily. Images were resized and cropped to fit in the layout and if users want to see those in bigger size then they have to click on small images. Images and texts are kept in a clean and clear way so that it is more pleasurable to look at. It would have been great if I could have put a booking system on the website so that the customers could have reserved cottages by using that. Due to lack of knowledge about programming, I felt that it would take too much time to make the booking system. After that I decided to put booking text animation in the cottage and price page which directly linked to the Microsoft Outlook Web Access and the users can easily book via e-mail.

When creating the website I have learned more about CSS, DreamWeaver, and Javascript softwares than previously. I got a chance to learn about new softwares such as gif animator and video to gif converter. While making the website I faced many problems but I managed it by studying materials and was able to design and finish the site.

Finally, only creating a website is not enough in the current situation. There are many websites, which have similar information and data. Optimization of the website must be considered by the organization so that the visitors can easily get the web address of the organization in between millions of websites. Search engine optimization process must be used.

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A Project plan

In July, 2011

Collecting the information's and data's of Svanen camping site.

Taking the images of camping site.

Capturing the videos of canoeing and surrounding of camping site.

In October, 2011

Meeting with a supervisor and making final decision to start building a website.

In November

Designing the layouts of the website with the divisions.

Making home page and putting the information's, images and data's of camping site.

Presenting home page of camping site to the supervisor and collecting feedback.

In December

Making home page on creative way and giving a concrete shape so that it can be used in sub pages of the website.

In January

Making the sub pages for example About us page, cottages and prices page, caravan and tent page, public premises page and contact page.

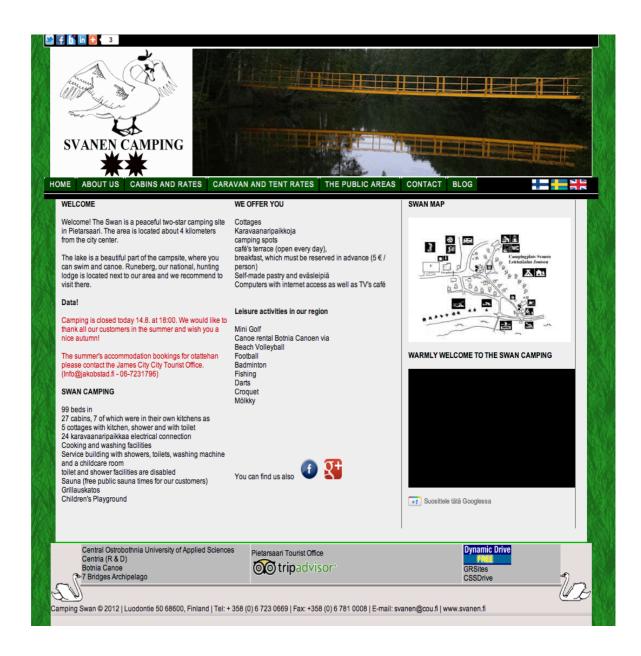
In February

Final editing of the website and showing the web pages to supervisors and friends to collect their feedbacks to make final version of the website.

Adding Finnish and Swedish language in the website with the help of the friends

The website of Svanen camping in English language

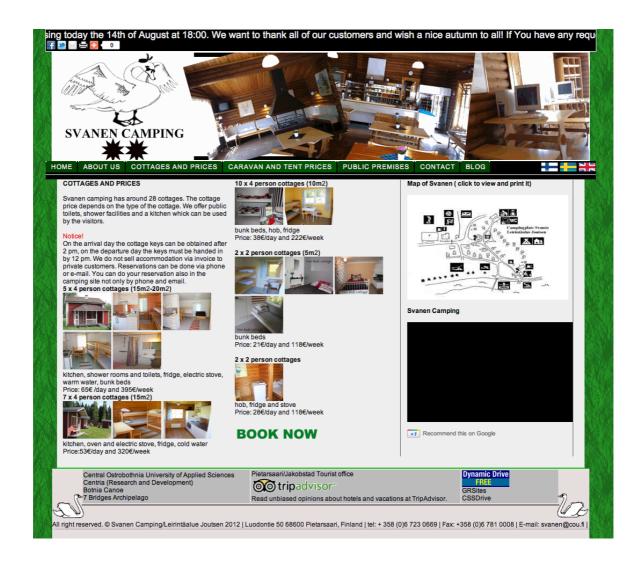
Home page



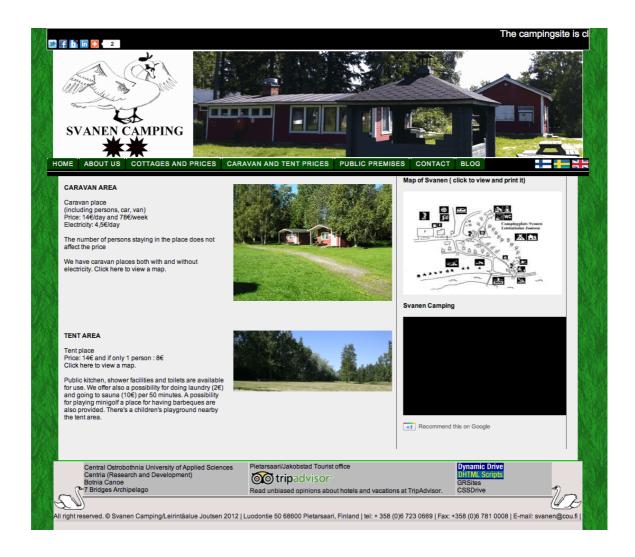
About us page



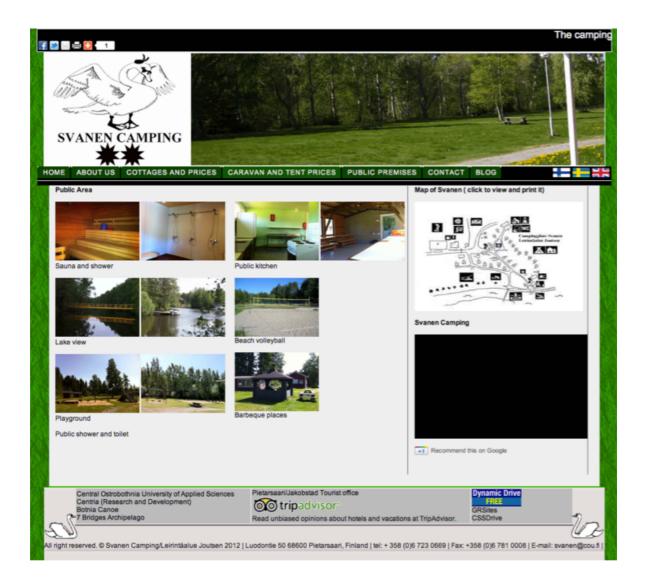
Cottages and prices page



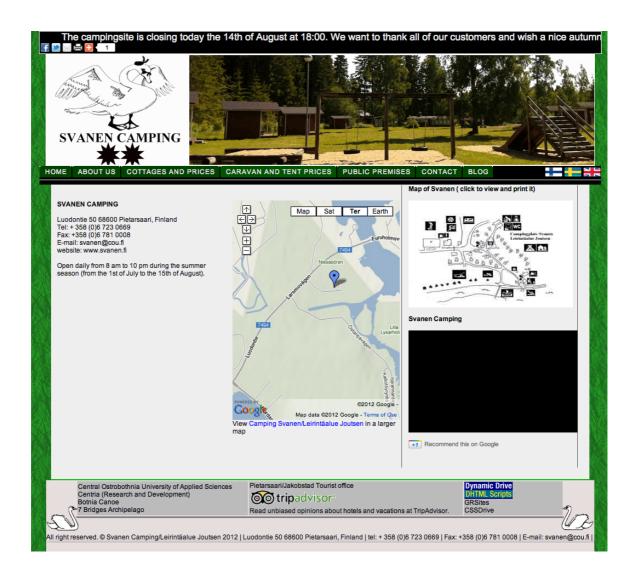
Caravan and tent page



Public premises page

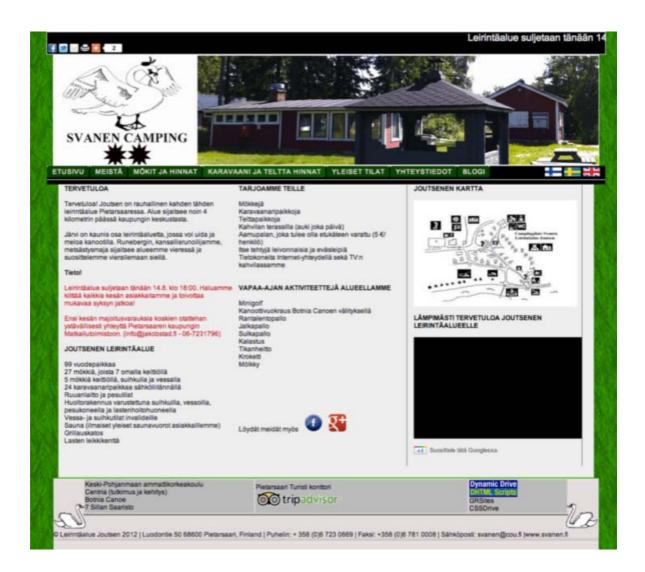


Contact page

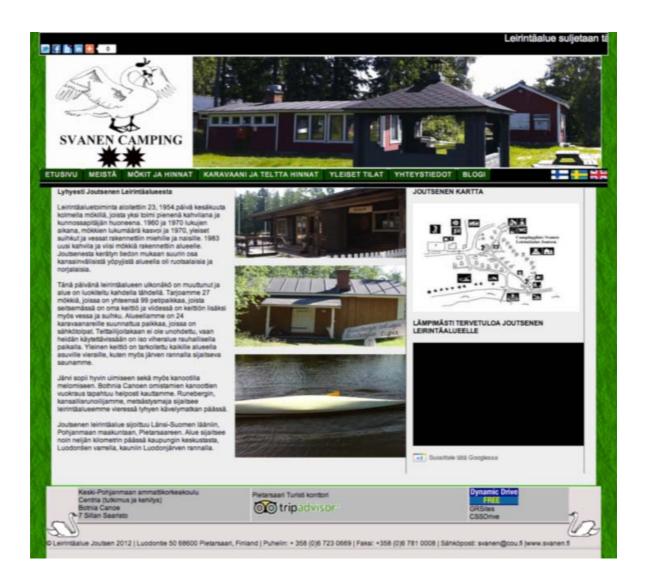


The website of Svanen camping in Finnish language

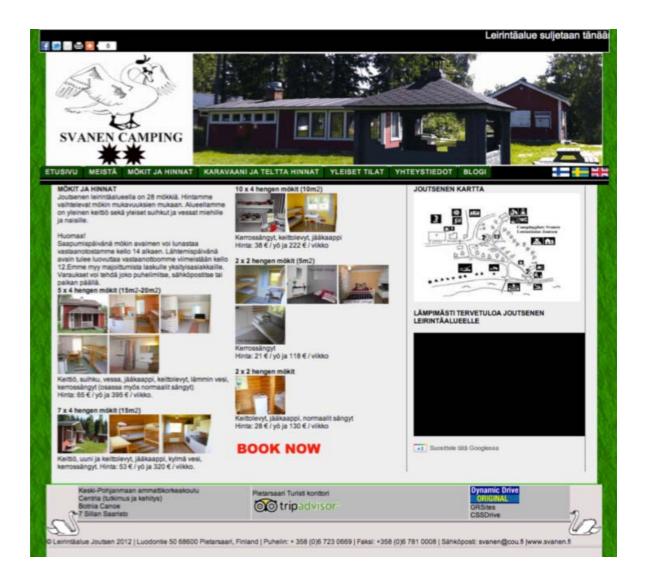
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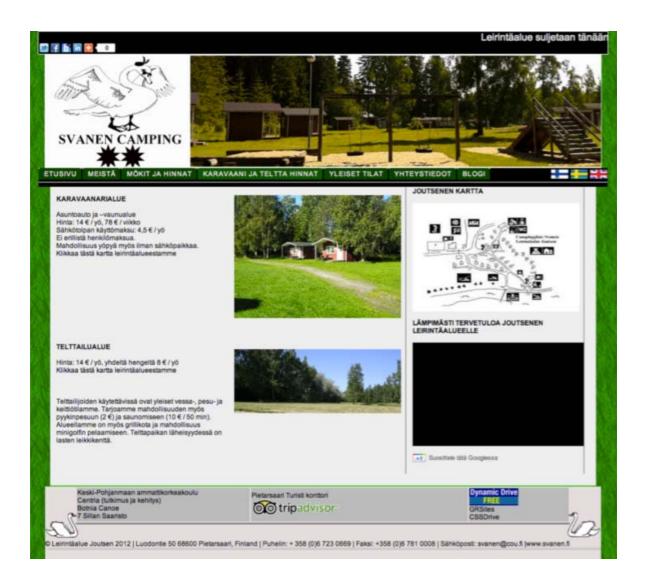
Meistä



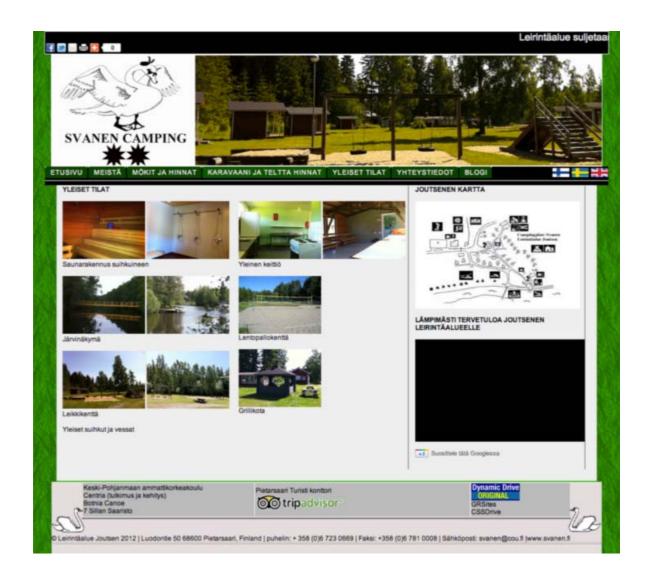
Mökit ja hinnat



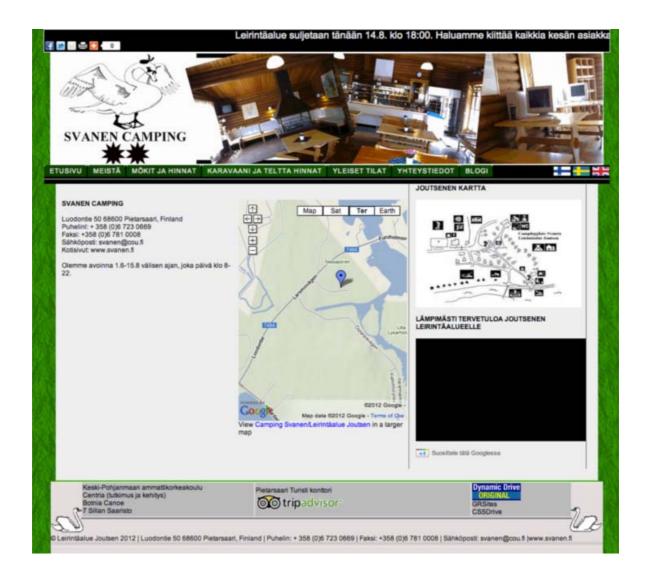
Karavaani ja teltta hinnat



Yleiset tilat



Yhteystiedot

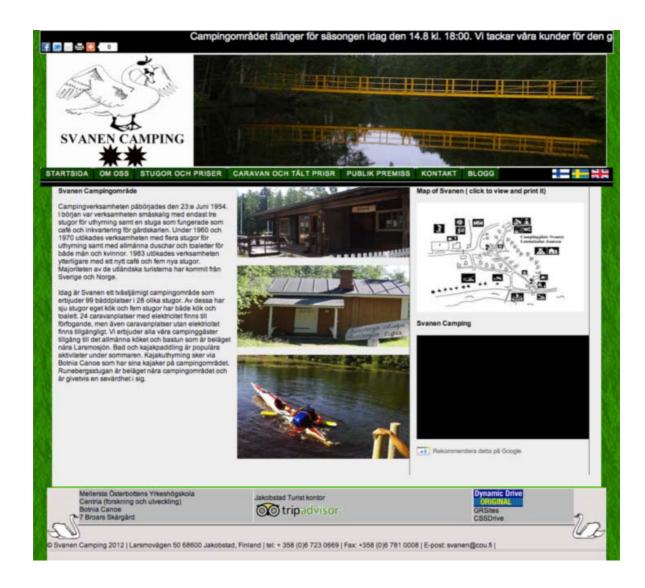


The website of Svanen camping in Swedish language

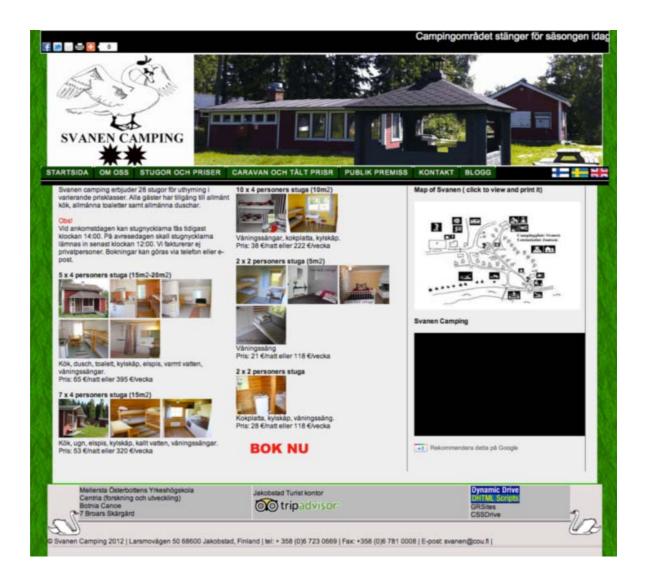
Startsida



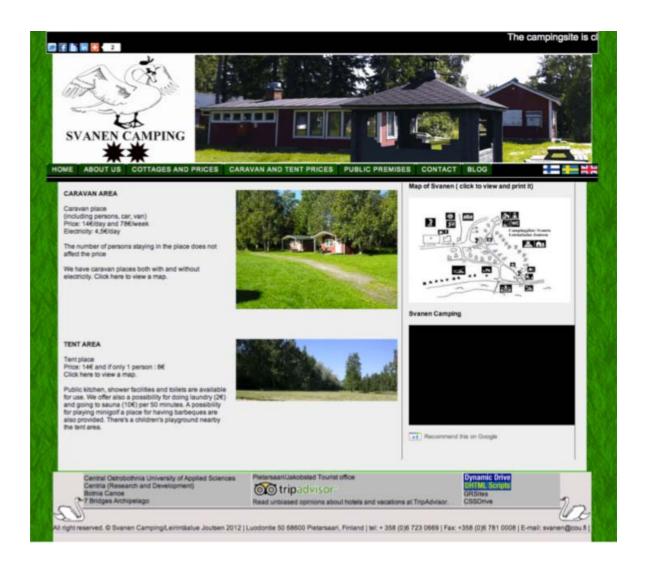
Om oss



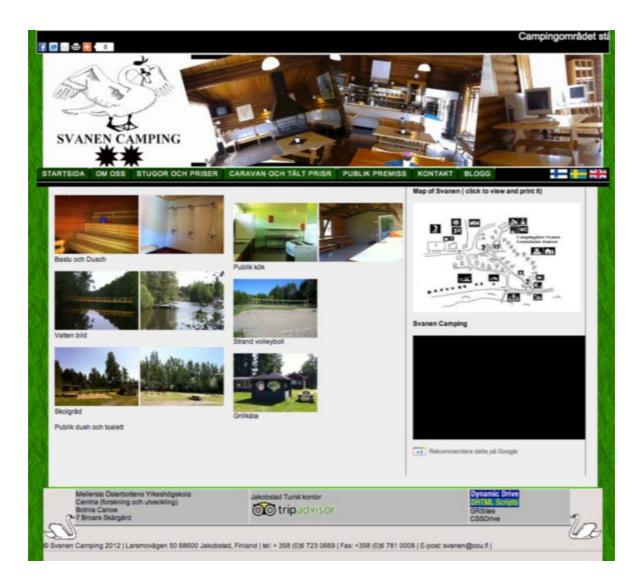
Stugor och priser



Caravan och Tält priser



Publik premiss



Kontakt

