SES CONFERENCES



# Getting the most from Google Shopping Ads



By Ann Stanley Managing Director of Anicca Digital









# Growth in Product Listing Ads (PLA's) - Data Courtesy of Marin Software

PLA Spend

PLA Share of Spend

PLA CPC





# Shopping campaigns vs. Product Listing Ads (PLA)

- Still requires a <u>linked Google Merchant Centre</u> account and uploaded/live product feed
- <u>Better targeting</u> using data directly from the feed
  - Ad groups replaced with Product Groups
  - Hierarchy of targeting, e.g. brand then Product type, then Item ID
  - Use 5 Custom Label fields for further targeting e.g. price or margin
  - Can filter within campaign settings e.g. on one brand (or other targeting)
- <u>More data</u> than PLA's now see Impression share, benchmark CTR and benchmark CPC, "See search terms" (data is in Dimensions tab)
- <u>More competition</u>
  - Demand for PLA's has already increased resulting in higher CPC's
  - New ads easier to set-up so will more merchants will use them?



# Planning your campaign

#### **Targeting Options**

Category (1st level)
Brand
Item ID
Condition
Product type (1st level)
Custom label 0
Custom label 1
Custom label 2
Custom label 3
Custom label 4

- Typically create campaigns for:
  - Categories (Standard Google categories)
  - Product types (from your feed)
  - Brands (from your feed)
  - Brand in combination with Product type

• Plan out your hierarchy in advance:

Category > Product Group > Brand > Item ID Brand > Custom Label 0 (Margin) > Product Group > Item ID Brand > Product type > Custom Label 1 (Price band) > Item ID





# Example Product Group hierarchy Brand (Campaign) > Product Type > Item ID

Edit 👻																			
Product group ?		Product group ?			Product group ?		Benchmark CTR ?	Benchmark Max. CPC ?	Clicks	Impr.	CTR	Avg. CPC ?		Conv. rate (1-per-click) ?	Cost / conv. (1-per-click) ?	Conv. (1-per- click) ?	Total conv. value ?	Conv. value / cost ?	Impression Share ?
	<ul> <li>All products</li> </ul>	₽ 🖋		3.18%	£0.49	1,139	35,311	3.23%	£0.35	£401.70	0.79%	£44.63	9	2,771.0	6.9	81.88%			
	✓ flavel	₽ 🎤		3.18%	£0.49	1,139	35,311	3.23%	£0.35	£401.70	0.79%	£44.63	9	2,771.0	6.9	81.88%			
	▶ inset	- /		3.37%	£0.52	535	15,899	3.36%	£0.36	£189.94	0.00%	£0.00	0	0.0	0.0	87.51%			
	▶ flavel	2 🎤		3.24%	£0.48	307	9,586	3.20%	£0.36	£109.37	1.63%	£21.87	5	1,879.0	17.2	78.42%			
	▶ slimline	2 /		4.17%	£0.52	226	6,290	3.59%	£0.34	£77.78	1.77%	£19.44	4	892.0	11.5	70.70%			
	high efficiency	2 /		2.45%	£0.45	44	2,551	1.72%	£0.37	£16.31	0.00%	£0.00	0	0.0	0.0	78.19%			
	✓ hang on the wall	2 🎤		3.62%	£0.49	27	972	2.78%	£0.31	£8.30	0.00%	£0.00	0	0.0	0.0	62.36%			
	1424	₽+	UK£0.51	3.62%	£0.49	10	475	2.11%	£0.30	£3.05	0.00%	£0.00	0	0.0	0.0	62.36%			
	13000	2+	UK£0.51	3.62%	£0.49	9	211	4.27%	£0.31	£2.76	0.00%	£0.00	0	0.0	0.0	62.36%			
	74	₽+	UK£0.51	3.62%	£0.49	6	231	2.60%	£0.28	£1.68	0.00%	£0.00	0	0.0	0.0	62.36%			
	65	P +	UK£0.51	3.62%	£0.49	2	55	3.64%	£0.40	£0.81	0.00%	£0.00	0	0.0	0.0	62.36%			
	Everything else in 'hang awall'	on the	Excluded			0	0	0.00%	£0.00	£0.00	0.00%	£0.00	0	0.0	0.0				
	✓ home & garden	• •				0	13	0.00%	£0.00	£0.00	0.00%	£0.00	0	0.0	0.0	100.00%			
	100014649	Þ +	UK£0.51			0	13	0.00%	£0.00	£0.00	0.00%	£0.00	0	0.0	0.0	100.00%			



# Creating a New Shopping Campaign

- If you are <u>new to PLA's</u> you will need a product feed, a Merchant Centre Account with your AdWords details added
- If you <u>use PLA's already</u> then your Merchant Centre Account should already be linked to your AdWords Account

CAMPAIGN ▼ Edit ▼ Details ▼
 Bearch Network with Display Select
 Best opportunity to reach the most customers

Search Network only Google search and search partners

Display Network only Google's network of partner websites

Shopping Best way to create Product Listing Ads

**Online video** 



# **Campaign Settings**

	Google AdWords Ho	ome Campaigns Opportunities Tools	Manager ID: 263-302-2333 anicca.solutions@gmail.com	۵	Ŷ.
>>		- Product Listing Ads			
	Campaign name	Shopping - Garden			
	Туре ?	Shopping - Product Listing Ads - Ads promoting your product inventory from Google Merchant Center			
		This campaign type comes with a new tool that lets you intuitively organise and promote your product inventory using Product Listing Ads. Learn more about campaign types			
	or load settings from 2				
		Existing campaigns *			
	Merchant identifier 🧵	ID: 6472655, BuyDirect4u.co.uk			
	Country of sale	United Kingdom 👻			
	⊞ Shopping settings (advan	iced)			
	Networks ?	To choose different networks, edit the campaign type above or create a new campaign. ✓ Google Search Network ? ✓ Include search partners			
	Devices ?	Ads will show on all types of devices by default.			





# Advanced Shopping Settings

- Set your <u>Priority level to High</u> to prioritise the bid for your preferred campaign (e.g. if you are running PLA's in parallel, or have more than one campaign with the same item)
- <u>Define your Campaign</u> by selecting your campaign or top level filter
  - Create Filter within your Advanced Shopping settings when you set-up your campaign (disadvantage you have to guess the name see below)

Campaign priority 💿	• Low
	OMedium
	⊖ High
Inventory filter 💿	O None – use all products in country of sale (recommended)
	Create custom filter
	Matches all of the following:
	Product type (1st level) 💠 is 📔 🕂

 When you create your Product Groups – use this as your top level filter and exclude all other (advantage – choice of filter is shown – see subsequent slide)



#### SES CONFERENCE



#### Creating Product Hierarchy – Step 1

Product group ?	
✓ All products	모 🎤

Subdivide All products by: Brand \$										
Brand	Products 🖌 🕂	Brand	Products 🗸	Î						
brand one	7 »									
brand two	3 »									
or bulk add values manually	or bulk add values manually									
his list contains the top 1,000 values in A	Il products. Others can be added ma	nually.								
Save Cancel										





# Step 2 – Campaign filter (brand one)

Product group ?	
✓ brand one	₽ 🌶

Product type	Products 🗸	+	Product type	Products 🖌 📋
apparel & accessories	160	3>	No values added	
luggage & bags	23	»		
sporting goods	18	>>		
health & beauty	1	>>		
or bulk add values manually				





### Step 3 – Create Product Groups

▼ brand one	모 🎤
apparel & accessories	무 +

Subdivide <b>apparel &amp; accessories</b> by:	Item ID 💠	×
Item ID ↑	+ Item ID ↑	Ξ.
038006	» No values added	
038010	20	
038017	20	
038020	20	
038022	20	
038023	20	
038024	30	
038027	30	
038059	30	
or bulk add values manually		
Save		





## Drill into the detail

	↑ Product group ?		Max. CPC	Benchmark CTR ?	Benchmark Max. CPC ?	Clicks	Impr. ?	CTR ?	Avg. CPC ?	Cost ?	Conv. (1-per-click)	Conv. rate (1-per-click) ?	Cost / conv. (1-per-click)	Total conv. value ?	Conv. value / cost	Impression Share ?	Dest. URL
		₽ 🖋		2.34%	£0.85	3,093	112,690	2.74%	£0.60	£1,843.26	131	4.24%	£14.07	11,678.6	6.3	65.49%	
	▶ abstracta	₽ 🌶				0	0	0.00%	£0.00	£0.00	0	0.00%	£0.00	0.0	0.0		
	▶ display/presentat	iion 🎤		1.87%	£0.67	114	7,770	1.47%	£0.45	£51.09	2	1.75%	£25.54	195.3	3.8	51.81%	
	▶ flipchart easels	₽ 🖋		2.47%	£0.72	47	2,771	1.70%	£0.70	£33.00	1	2.13%	£33.00	137.8	4.2	45.06%	
	▶ glass boards	₽ 🖉		1.98%	£0.37	93	4,617	2.01%	£0.32	£29.72	0	0.00%	£0.00	0.0	0.0	79.28%	
	lockable boards	₽ 🌶		2.37%	£1.17	112	7,772	1.44%	£0.63	£70.32	3	2.68%	£23.44	327.4	4.7	37.65%	
	▶ notice boards	₽ 🌶		2.27%	£0.75	981	39,933	2.46%	£0.57	£558.74	32	3.26%	£17.46	1,800.7	3.2	68.77%	
	office supplies	₽ 🖋		2.05%	£0.38	13	1,343	0.97%	£0.20	£2.62	0	0.00%	£0.00	0.0	0.0	51.86%	
	whiteboards     ■	₽ 🖉		2.64%	£1.02	1,733	48,484	3.57%	£0.63	£1,097.77	93	5.37%	£11.80	9,217.4	8.4	75.94%	
	bi-office	₽ +	£0.96 🗹	2.50%	£1.01	290	12,850	2.26%	£0.56	£161.40	15	5.17%	£10.76	1,783.8	11.1	61.47%	
		₽ 🖋		2.75%	£1.10	1,324	31,333	4.23%	£0.67	£880.76	77	5.82%	£11.44	7,371.5	8.4	87.72%	
	1018	₽ +	£1.01 🗷			0	0	0.00%	£0.00	£0.00	0	0.00%	£0.00	0.0	0.0		
	1025	₽ +	£1.01 🖂			0	0	0.00%	£0.00	£0.00	0	0.00%	£0.00	0.0	0.0		
_	100005																

Benchmark CTR and CPC Impression Share data





nicca



# Changing bids and View Products

Anicca Old	d MCC	> *Search N	ICC   1 Boards Direct V 1 Boards Direct ( Client ID: 338-766-3966 ) Ed Franklin	Mar	ager ID: 263-3	02-2333	•0	
<b>∧</b> G	oogle	: AdWords	Home Campaigns Opportunities Tools	anicc	a.solutions@gr	nail.com	÷.	
» E	idit ▼ Change	e max. CP	Change max. CPC (5 product groups selected)	Total conv. value ?	Conv. value / cost	Impression Des Share ? UR	st. L ?	
		bdd		80.2	6.6	-		
		bdd	Set to • Excluded • £	1,690.3	7.6			
	<b>~</b>	bdd		321.6	28.2			
5	<b>~</b>	bdd		369.1	21.2	-		
5		bdd	Make changes Preview changes Cancel	172.2	15.6			
		bdd	)	0.0	0.0	-		
		bdd	(	0.0	0.0			
C		bdd		25.2	7.5			
	bdd     bdd     51.01		136.8	168.9	-			
		bdm		419.3	7.1	-		
		bdm	Item ID	0.0	0.0			
	bdm         Item ID           bdm         bddw15012			0.0	0.0			
	•	bdm		100.8	19.3			
		bdm		1,450.3	7.8			
			This product group contains 1 product:					
			bddw15012 Boards Direct Dry-Wipe Whiteboard Aluminium Frame 1500 x 1200mm					
			View full list of products					





## Dimensions data – See search Terms

Google AdWords Home	Can	npaigns O	pportunities Too	ls								Manager ID: 263-302-2 anicca.solutions@gmail	2333 🏚 🧍 .com
Product groups Products Set	ttings	Ads Key	words Dimension	ns									
Conversions	Þ	ins 🕶 📃											
Reach and frequency	•	Match type	Added/Excluded		Impr.	CTR ?	Avg. CPC	Cost ?	Avg. Pos.	Converted clicks	Cost / converted click	Click conversion rate	View-through Co
Labels	•	Exact	None	266	9,233	2.88%	£0.68	£179.90	0.0	13	£13.84	4.89%	
		Exact	None	120	2,708	4.43%	£0.75	£90.21	0.0	8	£11.28	6.67%	
Time	►	Exact	None	102	6,029	1.69%	£0.63	£64.49	0.0	2	£32.24	1.96%	
Shopping	►	Exact	None	71	1,065	6.67%	£0.69	£48.72	0.0	5	£9.74	7.04%	
		Exact	None	62	1,601	3.87%	£0.70	£43.11	0.0	9	£4.79	14.52%	
Destination URL		Exact	None	45	657	6.85%	£0.58	£26.30	0.0	2	£13.15	4.44%	
Top movers		Exact	None	42	885	4.75%	£0.73	£30.46	0.0	2	£15.23	4.76%	
Coographia		Exact	None	37	857	4.32%	£0.60	£22.32	0.0	1	£22.32	2.70%	
Geographic		Exact	None	36	544	6.62%	£0.49	£17.64	0.0	3	£5.88	8.33%	
User locations		Exact	None	34	2,695	1.26%	£0.42	£14.28	0.0	1	£14.28	2.94%	
Distance		Exact	None	26	874	2.97%	£0.70	£18.23	0.0	0	£0.00	0.00%	
Distance		Exact	None	24	907	2.65%	£0.65	£15.55	0.0	0	£0.00	0.00%	
Search Terms		Exact	None	22	234	9.40%	£0.46	£10.10	0.0	1	£10.10	4.55%	
Paid & organic		Exact	None	20	884	2.26%	£0.50	£10.08	0.0	0	£0.00	0.00%	
i ala a oiganio		Exact	None	20	402	4.98%	£0.56	£11.12	0.0	1	£11.12	5.00%	
Free clicks		Exact	None	18	492	3.66%	£0.50	£8.98	0.0	2	£4.49	11.11%	
Call details		Exact	None	18	174	10.34%	£0.58	£10.49	0.0	0	£0.00	0.00%	
		Exact	None	18	488	3.69%	£0.56	£10.05	0.0	1	£10.05	5.56%	
magnetic board		Exact	None	17	690	2.46%	£0.71	£12.02	0.0	0	£0.00	0.00%	



anicca



## Category Reports - Best Sellers

Category (1st level)	Category (2nd level)	Category (3rd level)	Brand ?	Item ID ?	Clicks	Impr. ?	CTR ?	Avg. CPC	Cost ?	Converted clicks	Cost / converted click	Click conversion rate	✤ Total conv. value	Conv. value / cost
Office Supplies	Presentation Supplies	Whiteboards	boards direct	bddw12090	2,690	57,398	4.69%	£0.65	£1,739.25	243	£7.16	9.03%	15,265.3	8.8
Electronics	Video	Video Accessories	boards direct	bdmd90060	912	24,887	3.66%	£0.69	£629.23	59	£10.66	6.47%	4,000.2	6.4
Electronics	Video	Video Accessories	boards direct	bdmd60045	984	29,461	3.34%	£0.67	£654.58	48	£13.64	4.88%	3,900.2	6.0
Office Supplies	Presentation Supplies	Whiteboards	boards direct	bddw18012	231	1,511	15.29%	£0.46	£106.69	38	£2.81	16.45%	3,426.6	32.1
Electronics	Video	Video Accessories	boards direct	bdmd12090	395	12,050	3.28%	£0.75	£294.78	34	£8.67	8.61%	2,629.2	8.9
Office Supplies	Presentation Supplies	Whiteboards	boards direct	bddw15012	113	1,521	7.43%	£0.49	£55.26	20	£2.76	17.70%	2,182.4	39.5
Office Supplies	Presentation Supplies	Whiteboards	boards direct	im140909	125	3,064	4.08%	£0.62	£77.18	10	£7.72	8.00%	1,685.0	21.8
Office Supplies	Presentation Supplies	Whiteboards	bi-office	tr01020108170	58	1,209	4.80%	£0.40	£23.46	10	£2.35	17.24%	1,253.5	53.4
Office Supplies	Presentation Supplies	Display Boards	bi-office	vt610109150	56	1,741	3.22%	£0.59	£32.85	3	£10.95	5.36%	1,247.6	38.0
Business & Industrial	Retail	Retail Display Cases	scritto	scpa4	149	2,619	5.69%	£0.35	£52.34	6	£8.72	4.03%	1,013.4	19.4
Office Supplies	Presentation Supplies	Display Boards	scritto	scs3xa4	51	1,895	2.69%	£0.55	£28.28	2	£14.14	3.92%	825.3	29.2
Electronics	Video	Video Accessories	boards direct	bdves3612	39	1,210	3.22%	£0.61	£23.84	4	£5.96	10.26%	808.0	33.9
Business & Industrial	Retail	Retail Display Cases	scritto	kra1g25c5010	1	25	4.00%	£0.46	£0.46	1	£0.46	100.00%	777.7	1,690.7
Office Supplies	Presentation Supplies	Easels	bi-office	ea4606045	8	314	2.55%	£0.57	£4.55	2	£2.28	25.00%	773.2	169.9
Office Supplies	Presentation Supplies	Display Boards	bi-office	sb072001239	339	8,398	4.04%	£0.53	£179.52	10	£17.95	2.95%	713.5	4.0
Office Supplies	Presentation Supplies	Display Boards	boards direct	bdcb60045	422	15,257	2.77%	£0.46	£193.23	14	£13.80	3.32%	704.4	3.6
Office Supplies	Presentation Supplies	Whiteboards	boards direct	bddw24012	138	1,869	7.38%	£0.50	£69.16	9	£7.68	6.52%	697.7	10.1
Business & Industrial	Retail	Retail Display Cases	scritto	kra1g25c3020	2	54	3.70%	£0.42	£0.84	1	£0.84	50.00%	675.7	804.5





# Results of Shopping Ads and PLA's

						Converted		Conversion					
		Clicks		CPC		Clicks		rate		Revenue		ROAS	
Office													
supplies	Total	53,234	58.1%	£0.60		2176	56.4%	4.1%		£187,439	49.8%	5.8	
	Shopping	14,948	28.1%	£0.51	85.0%	704	32.4%	4.7%	115.2%	£57,123	30.5%	7.5	129.3%
	PLA	15,982	30.0%	£0.38	63.3%	523	24.0%	3.3%	80.0%	£36,253	19.3%	6.0	103.4%
Underwear		9 082	65.6%	£0.23		226	70.4%	2.5%		£11 727	67 7%	5.6	
onderwedi	Shopping	3985	43.9%	£0.20	91 3%	106	46.9%	2.8%	106.8%	£5 184	44.2%	6.2	110.7%
	PLA	1,974	21.7%	£0.21	91.3%	53	23.5%	2.7%	107.6%	£2,761	23.5%	6.8	121.4%
Auto Battery	Total	17,950	6.1%	£0.13		309	7.4%	1.7%		£19,005	7.3%	7.9	
-	Shopping	108	0.6%	£0.12	92.3%	3	1.0%	2.8%	161.6%	£111	0.6%	8.9	112.7%
	PLA	983	5.5%	£0.18	138.5%	20	6.5%	2.0%	118.0%	£1,281	6.7%	7.3	92.4%
Fashion	Total	35.011	16.9%	£0 1.5		532	29.1%	1.5%		£17.481	31.5%	34	
	Shopping	5,908	16.9%	£0.12	80.0%	155	29.1%	2.6%	172.4%	£5,509	31.5%	8.0	235.3%

#### Findings:

- Shopping and PLA's generate >50% of traffic, conversions and revenue in two of these examples
- CPC normally lower than account average
- Conversion rate and ROAS normally higher



# Typical problems

- <u>Feed disapproval</u> ads will stop if there is anything wrong with your feed
  - Errors in data
  - Prices wrong (how many times do your prices change a day?)
  - Images wrong
  - Manually updated feeds can be problematic
- <u>Bids too low</u> bid high to start and then reduce, after a few days you will see benchmark data
- <u>Low CTR</u> poor image quality or irrelevant result (usually feed quality issues)
- Low impressions bids too low, low CTR or poor feed quality
- Shown for <u>irrelevant phrases</u> need to keep adding negatives (check daily for the first month, then weekly) and improve feed
- <u>Previous issues</u> have now been fixed:
  - Multiple bid changes
  - Graphs
  - Downloadable report
  - No API data
  - Limited availability now available in 23 countries



# Top Tips

- PLA's will <u>automatically convert</u> to Shopping Ads in <u>August</u>
- <u>Set-up Shopping Ads now</u> and run in parallel switch off PLA's once Shopping ads are optimised
- <u>Design your hierarchy</u> in advance the more granular the better
- <u>Improve relevancy</u> by:
  - Using Custom Labels
  - Adding lots of negatives
  - Improving Feed quality
- Use <u>benchmark data</u> for optimisation:
  - Pause Product Groups with low CTR's (use "Excluded" next to bid change)
  - Check CPC change bids at Product Group level
  - Check Impression share
- Use <u>"Segment"</u> to determine performance on devices and networks – you may want to use bid modifier for mobiles and/or pause Search Network

#### anicco



# What's new in Shopping

- Upgrade centre/help
- Bid simulator
- API so reporting and bid management tools should now be upgraded
- Local shopping results for store owners (currently in beta and free in the UK!)
- Promotional attributes in feed for offers (beta test)



## Upgrade centre

Type: Shopping -	Product Listing Ads				
About ad groups					
In ad group contains one or mo reate and change them at any	pre product groups. You can se time,	et specific bid	is for each of the	product groups you	
Ad group creation	Start with one bid for all pr	oducts			
	Base ad groups on one of	your regular F	Product Listing Ad	s campaigns ?	
Base ad groups on	My regular PLA campaign 👻				
Base ad groups on	My regular PLA campaign +	Ad	Product	Negative	Product Listing
Base ad groups on	My regular PLA campaign 👻 My regular PLA campaign	Ad groups 3	Product targets 8	Negative keywords 14	Product Listing Ads 220
Base ad groups on	My regular PLA campaign 👻 My regular PLA campaign My Shopping campaign	Ad groups 3	Product targets 8 Product	Negative keywords 14 Negative	Product Listing Ads 220 Product Listing

# Shopping ads – local stores with stock



Samsung UE40F6320 40 inch 3D LED Smart TV 1080p HD Freeview HD

£379.99 from 5+ shops 🕴 In stock nearby

★★★★★ 71 product reviews

Samsung · LED Backlit · 40 inch · Smart TV · High Definition · 1080p · 3D Ready · 1920 x 1080 · Freeview Enabled · 4 HDMI port · 8.8 kg Other size options: 46 inch (£600)

Samsung UE40F6320 40 inch 3D LED Smart TV 1080p HD Freeview HD E380 online, E480 nearby \*\*\*\*\* 71 reviews

#### Online shops delivery to Leicester, UK

Free shipping Refurbished / used					Sponsored ()
Sellers *	Seller Rating	Details	Base Price	Total Price	
eBay + Show all 2	No rating		£379.99 +£10.00 shipping	£389.99	Shop
eBay - richersounds_outlet	No rating	Free shipping, Refurbished	£479.95	£479.95	Shop
Argos	***** (141)		£479.99 +£3.95 shipping	£483.94	Shop
Play.com - allDiscountUK	No rating	Free shipping	£560.88	£560.88	Shop
Play.com - BurnerBurn	**** (47)	Free shipping	£825.75	£825.75	Shop

1-5 of 5 < >

#### Nearby shops

**NICC** 



Argos Fosse Park South, Unit 2, Everard Way, Enderby, Leioester 0845 185 7758 £479.99

#### Set-up

Shopping channels 🕐 Show products from your online site, local stores, or both.

Online 🛛

Local

"Local": Check this box if you want your campaign to show products sold in local stores. Local products are sold in physical stores and submitted to Google Merchant Center using the Local Products feed. Google may verify accuracy of instore inventory before showing local products.

#### SES CONFERENCE



# Ads offers and trust signals

Google	buy nikon camera		ঞ্ <b>ৎ</b>	+Ann	🔢 🧬 Share 🧧	
	Web Shopping News Images Maps More - Search tools				\$	
	About 26,400,000 results (0.42 seconds)					
	Buy Nikon Camera - BestBuy.com         Ad       www.bestbuy.com/ ▼         Save Up To 30% On Cameras And Camcorders At Best Buy®. Shop Now!         ♥ 3201 S I H 35, Ste 600, Round Rock, TX - (512) 246-3120         Nikon Camera Lenses - Amazon.com         Ad       www.amazon.com/ ▼ 4.4 ★★★★★ advertiser rating         Buy nikon camera lenses at Amazon! Free Shipping on Qualified Orders.         Nikon Cameras at Walmart         Ad       www.walmart.com/Nikon-Cameras ▼         Save on High Quality Nikon Cameras with Walmart's Everyday Low Prices!         Walmart has 22,949 followers on Google+	(1)	Shop for buy Google	nikon camera Nikon - D3200 Dslr Camera \$499.99 Best Buy	on Sponsored () Wikon COOLPIX L820 Digital C \$199.00 B&H Photo-VI	
	Nikon Camera Store   Shop Special Offers & Reviews to Bu www.nikonusa.com/en/Nikon-Store/index.page  Nikon Corporation  Buy camera products and accessories directly from the Nikon camera store online. See our special offers and read reviews to help you choose the best camera Refurbished Cameras from Cameras on Sale from Nikon - Featured Deals Nikon Cameras: Nikon Digital Cameras - Best Buy www.bestbuy.com/site/brands/nikon/pcmcat155300050007.c?  Best Buy  Capture rich, captivating images with Nikon cameras from Best Buy. Shop online at BestBuy.com for the latest Nikon digital cameras.		Nikon D3000 10.2 Megapixe \$474.65 ⊘ Rakuten.co	Nikon D800 36.3 MP CMO \$2,796.95 @BuyDig.com & Special offer	Nikon COOLPIX P600 Digital C \$446.95 B&H Photo-Vi Special offer	
	Digital SLR Cameras : Nikon - Point & Shoot Cameras - Digital SLR Cameras		Buy Nikon C	AMERA		





# Thank you

# <u>ann@anicca.co.uk</u> 07930 384443

