

# RE journals

CHICAGO INDUSTRIAL PROPERTIES

## PLANNER

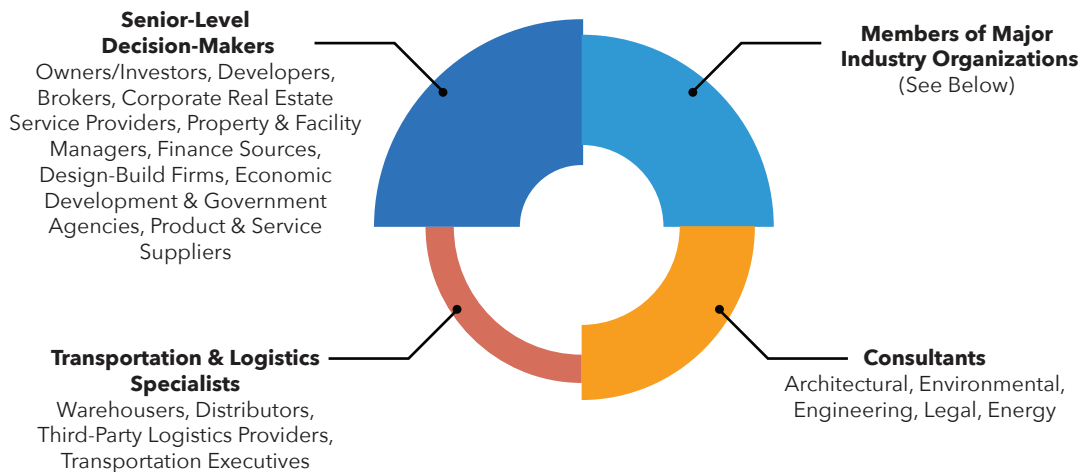


2020



# 2020 Readership

For 33 years, CIP has been the premier source of industrial market news covering Illinois, Northern Indiana and Southern Wisconsin.



## Members of Major Industry Organizations Include:

**AIRE:** Association of Industrial Real Estate Brokers

**SIOR:** Society of Industrial and Office Realtors

**NAIOP:** National Association of Industrial and Office Parks

**NICAR:** Northern Illinois Commercial Association of Realtors

**IMA:** Illinois Manufacturing Association

**BOMA:** Building Owners and Managers Association

**IDC:** Illinois Development Council

**ITA/GC:** International Trade Association of Greater Chicago

**IFMA:** International Facility Management Association

**BAGC:** Builders Association of Greater Chicago

**ASA:** Association of Subcontractors and Affiliates

**CLM:** The Council of Logistics Management

**WERC:** Warehousing Education and Research Council

**NAREIT:** National Association of Real Estate Investment Trusts

**CORENET:** Corporate Real Estate Network

**ULI:** Urban Land Institute

**CREW:** Commercial Real Estate Executive Women

**AIA:** American Institute of Architects

**YREP:** Young Real Estate Professionals

**WIRE:** Women in Commercial Real Estate

# 2020 Editorial Calendar

## Editorial Contributions to CIP

Email our editor, Matt Baker, at [mbaker@rejournal.com](mailto:mbaker@rejournal.com) with industry news and trends; new hires or promotions; sales and leases and upcoming events. In addition to appearing in print, news will also appear at [www.rejournal.com](http://www.rejournal.com) and will be distributed via broadcast email every Tuesday and Friday. For byline article submission and direction please contact the editor prior to writing the article. All articles must be exclusive to CIP. All art and photography attachments should be 300 dpi pdf or jpg files (see advertising specifications).

Editorial attachments are preferred as Word documents. Please do not embed photos in copy. Deadline for bylined articles: 2nd Friday of the month for consideration in following month's edition.




For editorial direction, please contact:

**Matt Baker, editor, p 312.644.7114, [mbaker@rejournal.com](mailto:mbaker@rejournal.com)**

ISSUE	EDITORIAL FEATURE	AREA FOCUS/ DIRECTORIES	AD CLOSE/ ART DUE
January	<p><b>2020 Forecast:</b> What will the new year bring? Market leaders give us their predictions and expectations.</p> <p><b>Investment &amp; Finance:</b> Current state of capital markets. Where is the capital coming from and who are the active players?</p>	<p><b>SOUTHERN WISCONSIN I-94 CORRIDOR</b> Asset/Property Management Firms, Contractors, Developers, Roofing Companies, Economic Development Corporations</p>	12/20/19
March	<p><b>Development &amp; Construction:</b> Trends in build-to-suit, spec, and land development.</p> <p><b>Opportunity Zones</b></p>	<p><b>I-88 CORRIDOR</b> Industrial Brokers, Construction Companies, Finance Firms, Law Firms/RE Attorneys</p>	2/24
May	<p><b>Class B &amp; C:</b> What are the latest trends among older, infill industrial properties?</p> <p><b>REITs:</b> We take a look at the area's largest REITs and find out what they are up to.</p>	<p><b>NORTHWEST INDIANA, I-80 CORRIDOR</b> Asset/Property Management Firms, Contractors, Developers, Economic Development Corporations</p>	4/24
July	<p><b>Mid-year Review:</b> A check on the state of the local industrial market.</p> <p><b>Property Management:</b> A growing revenue source, CIP talks with property managers to find out how their businesses have changed.</p> <p><b>Special Supplement:</b> 5th Annual BTS, SPEC, Business Parks Guide</p>	<p><b>I-55 CORRIDOR</b> Architecture/Design-Build Firms, Industrial Brokers, Construction Companies, Finance Firms, Roofing Companies</p>	6/26
September	<p><b>Distribution:</b> Latest trends in the distribution industry.</p> <p><b>Corporate Real Estate:</b> Consolidate, relocate, reconfigure supply chains? What are corporate execs deciding and why?</p>	<p><b>CHICAGO</b> Asset/Property Management Firms, Contractors, Developers, Law Firms/RE Attorneys</p>	8/28
November	<p><b>Year-In-Review:</b> It was another busy year for the Chicagoland industrial market. We'll look at the biggest deals of the year and identify the most important trends impacting the market.</p> <p><b>Transportation &amp; Logistics:</b> What are the latest trends in the logistics industry?</p>	<p><b>O'HARE, I-90 CORRIDOR</b> Architecture/Design-Build Firms, Brokerage Firms, Finance Firms</p>	10/30



# 2020 Print Advertising Rates

	WIDTH X HEIGHT	1X	3X	6X
	<b>Full Page</b> 10" x 13"	\$3,100	\$2,626	\$2,498
	<b>Junior Page</b> 7-1/2" x 10-1/2"	\$2,379	\$2,142	\$1,895
	<b>Half Page</b> 10" x 7"	\$1,905	\$1,715	\$1,483
	<b>Quarter Page</b> 4-7/8" x 7"	\$1,087	\$979	\$958
	<b>Photolisting</b> 4-3/4" x 3"	\$361	\$324	\$216
	<b>Directory Listing</b>	\$275	\$275* <small>includes 2 banner ads</small>	\$275* <small>includes 3 banner ads</small>

## Submitting advertising

All materials should be submitted at 100 percent of print size. Images should be saved in TIF, EPS or PDF format at a resolution of 300 PPI (CMYK). RGB files will be converted to CMYK. Files in JPEG format are acceptable but not preferred.

## Production charges

Typesetting, artwork, camera and creative/design services are available at additional cost.

## Terms of billing

Net 30 days. A finance charge of 1.5% per month (18% annum) is computed on amounts more than 30 days past due. No new advertising will be sold to customers with an account balance over 60 days past due.

## Special services

Premium placements are available at a 20% surcharge for page 2 and back cover; 10% surcharge for pages 5, 7 and inside back cover. The Publisher makes final decision on placement. If a paid special placement request cannot be honored, the surcharge will be eliminated or refunded. Premium placement requests may be via contract or on a first-come, first-serve basis when no contract is in place.

## Pre-printed inserts

Inserts available for advertisers. Please contact the Associate Publisher for rates at least one month prior to insert date. Size restrictions: max: 10" x 13 1/2" / min: 5" x 3 1/2".

## FOR ADVERTISING INFO AND RATES/DISCOUNTS/PACKAGES, CONTACT:

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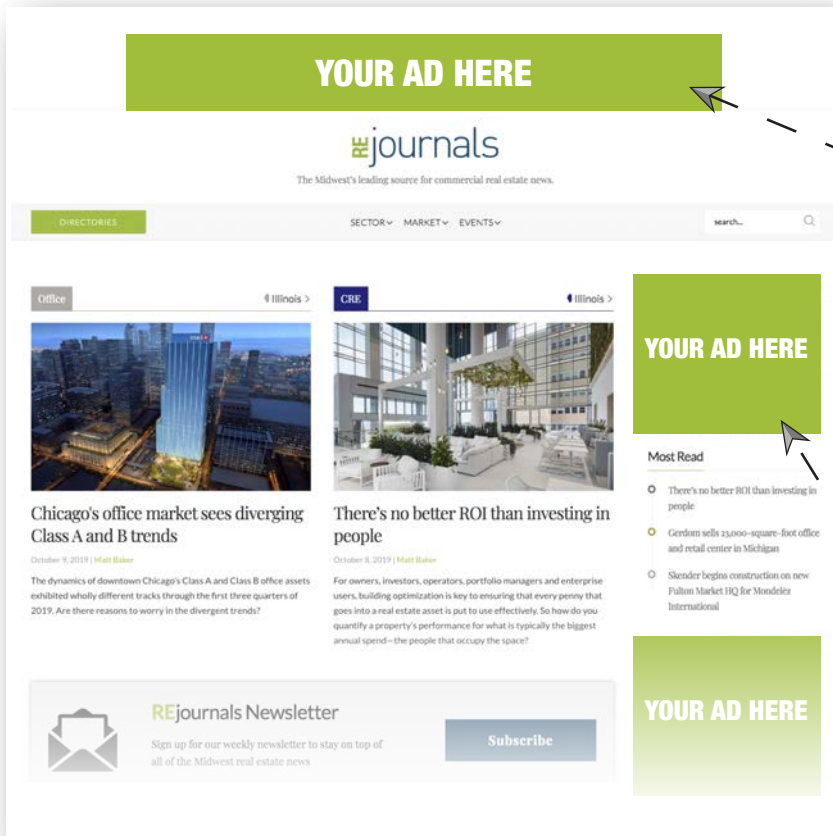
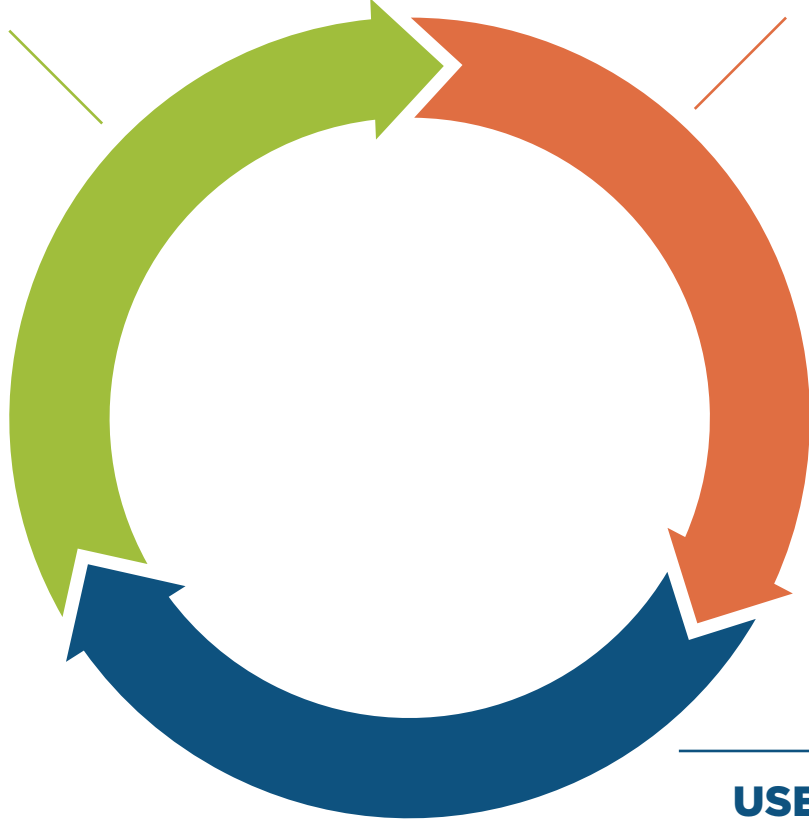
**Mark Menzies**  
Publisher  
312.644.4610  
menzies@rejourneys.com

# 2020 Digital Advertising Rates: Website

**87,695**  
**PAGEVIEWS/MONTH**

**60,046**  
**SESSIONS/MONTH**

**48,777**  
**USERS/MONTH**



## TOP HORIZONTAL BANNER

*Dimensions:*  
728 pixels (w) x 90 pixels (h) - Desktop  
320 pixels (w) x 50 pixels (h) - Mobile

**\$1,288 per month**

## BOX BANNER

*Dimensions:*  
300 pixels (w) x 250 pixels (h)

**\$1,004 per month**

PREMIUM POSITION:  
**TOP** Side Banner (Add 10% Surcharge)

**YOUR AD HERE**

**\* THE LEAD \***



**What the spec? No waning in Chicago-area speculative deliveries**

Since the start of this cycle, the Chicago metro has welcomed 242 speculative industrial projects totaling 65 million square feet, contrasting with 211 build-to-suits totaling 52 million square feet. As the latest quarterly numbers show, there's no slowdown yet in spec development.

**We've added new speakers for our 16th Annual CIP Transportation & Logistics Conference...check it out and secure your spot now!**



**Keeping up with constant change**

In today's innovate or die commercial real estate market, it can be difficult to keep pace with constant change. The rate at which change takes place is consistently accelerating, so put on your seatbelt—there's no breather from industry changes in sight.

**YOUR AD HERE**

**YOUR AD HERE**

**TradeLane Properties acquires four-building infill portfolio in Bridgeview**

TradeLane Properties has closed on the acquisition of TradeLane Bridgeview Distribution Park, a four-building, 412,405-square-foot industrial park located on 78th Avenue in Bridgeview, Illinois. Pritzker Realty Group, Greenberg Traurig, CIBC and Fidelity National Title assisted in the transaction.

**CBRE reps Valtech in purchase of 33,900-SF industrial property in Romeoville**

CBRE recently represented Valtech LLC in the acquisition of 1347-1349 Enterprise Drive in Romeoville, Illinois, a 33,900-square-foot industrial property. Cal Payne, Philip DeBeor, Matt Mulvihill and Kevin Segerson of CBRE represented Valtech in the transaction. Packy Doyle, Adam Roth and Dan Leahy of NAI Hiffman represented the seller, Felix Loeb.

**Opus Group constructing two-building spec industrial development in Mokena**

The Opus Group revealed its plans for Mokena Corporate Center, a two-building industrial development in Mokena, Illinois, totaling 268,225 square feet. Construction of the buildings, which will run concurrently, began this month with completion scheduled for June 2020.

## TOP HORIZONTAL BANNER

*Dimensions:*

728 pixels (w) x 90 pixels (h) - Desktop

320 pixels (w) x 50 pixels (h) - Mobile

**\$773 per e-newsletter**

## BOX BANNER

*Dimensions:*

300 pixels (w) x 250 pixels (h)

**\$515 per e-newsletter**

## INCREASE FREQUENCY @ MORE SAVINGS

2-4x Horizontal Banner	\$515 per e-newsletter
5+ Horizontal Banner	\$412 per e-newsletter
2-4x Box Banner	\$412 per e-newsletter
5+ Box Banner	\$361 per e-newsletter

## SUBMISSION GUIDELINES

- For E-Newsletters, creative must be submitted as a JPEG or PNG format with a resolution of 96 DPI (pixels/dots per inch) at actual size (see above for banner dimensions). We will NOT accept PDF files or Microsoft Word documents.
- For Website, all banner file submissions should be in JPEG, PNG or GIF format and have a resolution of 96 DPI (pixels/dots per inch). Contact your sales representative for file information regarding video submissions (HTML5 only).
- For Dedicated "Spotlight" blasts, all file submissions must be HTML or JPEG with designated link.

**BREAKING GROUND AT CUSTOM CO.**

NORTHLAKE, IL

PREMIER Design + Build Group has broken ground on a 223,703-square-foot facility for Custom Companies, Inc., a full service transportation company with 500 employees. The new facility will be situated just off the Central Tri-State Tollway in Northlake on a partially reconfigured site. PREMIER and CenterPoint Properties recently partnered on the reconfiguration of an adjacent building, resulting in 23.76 acres of land available for this build-to-suit cross dock facility. It is fitted with 204 auto parking stalls, 236 trailer parking stalls, 137 exterior truck docks and 5 drive-in doors to accommodate shipping and receiving operations.

## DEDICATED "SPOTLIGHT" BLAST

- Our Dedicated "Spotlight" blast reaches approximately 6,100 eSubscribers per blast.
- Client provides: Subject line, HTML or JPEG with designated link.

1-2x	\$1,030 per blast
3-4x	\$773 per blast
5+	\$670 per blast

**mb** **Midwest Business** Did you know empty mall space is full of potential? [LEARN MORE](#)

**re** **journals**  
The Midwest's leading source for commercial real estate news.

DIRECTORIES SECTOR MARKET EVENTS search

**Sponsored** Illinois

**One company's century of progress in age-old battle with bugs**

June 21, 2017 | Daniel L. Dorfman

IT WAS ANOTHER SUCCESS STORY FOR THE VENERABLE McCloud Services, which has been in operation for well over 100 years. ALONG WITH COMMERCIAL PEST PROTECTION, ANOTHER FOCUS OF McCLOUD'S EFFORTS IS IN THE FOOD SUPPLY CHAIN, SPECIFICALLY WORKING WITH FOOD PRODUCERS AND PROTECTING OUR FOOD FROM FARM TO FORK.

Trying to remove bed bugs can be a frustrating process. If they make their way into a home, individuals can spend a lot of time, money and effort trying to remove them. In an office environment, the presence of bed bugs can lead to diminished office morale or worse – penalties or citations from the government.

Not that long ago a Chicago-based company had a bed bug issue in several office cubicles on one floor of its building. Fearing the company's future could be permanently damaged, management turned to South Elgin-based McCloud Services to assess what steps were required on both a short-term and long-term basis to eradicate the bed bugs.

The McCloud team responded quickly entering the building seeking out where the bed bugs were rooted. By using both humans and bed bug canines, the bed bugs were spotted, traps were put in place and chemical treatments were applied. After three months of vigilant monitoring, the bed bugs disappeared and the company did not face any government regulatory actions and employees were satisfied.

It was another success story for the venerable McCloud Services, which has been in operation for well over 100 years. Along with commercial property protection another focus of McCloud's efforts is in the food supply chain, specifically working with food producers and protecting our food from farm to fork.

"We differentiate our company by providing the highest level of pest management services and customer care throughout the food chain," said Chris McCloud, the President/CEO of McCloud Services. "We protect the U.S. food supply through a systematic, data-driven approach that delivers long-term protection against risk to our customer's brand, property, employees, and profitability."

However, while equipment changes, the fundamentals of a company do not.

"The pest management service is ultimately based on communication and partnership," McCloud said. "Every company in our industry has access to the same tools and there are no exclusive 'secret recipes' used to eliminate pests. What we have been able to do is create lasting, generational relationships with many of our clients."

**20 YEARS OF PEAK**  
EXPERIENCE. PEACE OF MIND. WITH DESIGN-BUILD.  
Peak Construction Corporation  
peakconstruction.com

**BUILDING FOR THE FUTURE**  
WORKING TOGETHER TO CREATE STRONGER COMMUNITIES  
THE MESSNER GROUP  
MESSNERGROUP.COM | @MESSNERGROUP

**20 YEARS OF PEAK**  
EXPERIENCE. PEACE OF MIND. WITH DESIGN-BUILD.  
Peak Construction Corporation  
peakconstruction.com

**BUILD. INVEST. MOVE.**  
To Rock County, WI

## CUSTOM, SPONSORED CONTENT

- Sponsored Content will position you and your firm as leaders in the industry.
- Your article will be featured on our website and E-Newletters.
- Your headline will link to your full story and will be read by REJournals subscribers.

### Your article's subject may include:

- New hire profiles
- Employee/Executive Profile
- Expert on a topic
- Highlights on a recent deal or development

### Interested? Here's how this works:

1. Send us your 250- to 750-word article and photo(s)
2. We'll review and send you a proof
3. Once approved, we'll schedule for publication



# 2020 Directory Listing Opportunities



## JANUARY ISSUE

## MARCH ISSUE

## MAY ISSUE

## JULY ISSUE

## SEPTEMBER ISSUE

## NOVEMBER ISSUE

DUE 12/23/19	DUE 2/27	DUE 4/27	DUE 6/29	DUE 8/31	DUE 11/2
Asset/Property Management Firms	Industrial Brokers	Asset/Property Management Firms	Architecture/Design-Build Firms	Asset/Property Management Firms	Architecture/Design-Build Firms
Contractors	Construction Companies	Contractors	Industrial Brokers	Contractors	Brokerage Firms
Developers	Finance Firms	Developers	Construction Companies	Developers	Finance Firms
Roofing Companies	Law Firms/RE Attorneys	Economic Development Corporations	Finance Firms	Law Firms/RE Attorneys	
Economic Development Corporations			Roofing Companies		

## Directory Listing Details

Each issue will feature directories that include a company logo, company contact info, key contacts, 35 word services provided, 35 word description.  
**COST: \$275 per Listing**

### TO PLACE YOUR DIRECTORY LISTING CONTACT:

**Susan Mickey**  
 Account Executive/Classifieds Manager  
 773.575.9030  
 smickey@rejournals.com

**SKENDER CONSTRUCTION**  
 1330 W. Fulton, Suite 200  
 Chicago, IL 60607  
 P: 312.781.0265  
 Website: www.skender.com  
**Key Contact:** Todd Andriak, VP, Marketing  
**Services Provided:** Preconstruction, general contracting, construction management, design-build, new construction and renovations; office, healthcare, senior housing, affordable housing, high-rise multifamily, tenant interiors, retail, hospitality, higher education.  
**Company Profile:** With a team of more than 250 construction professionals, many of the world's leading brands rely on Skender to bring their real estate visions to fruition. Skender's work spans projects of all shapes, sizes and complexities. The award-winning firm is consistently recognized for its leadership in Lean project delivery, as well as for business innovation, growth and commitment to employees.

SAMPLE