

Chicago Industrial  
**CIP** journal.  
Since 1985  
Properties

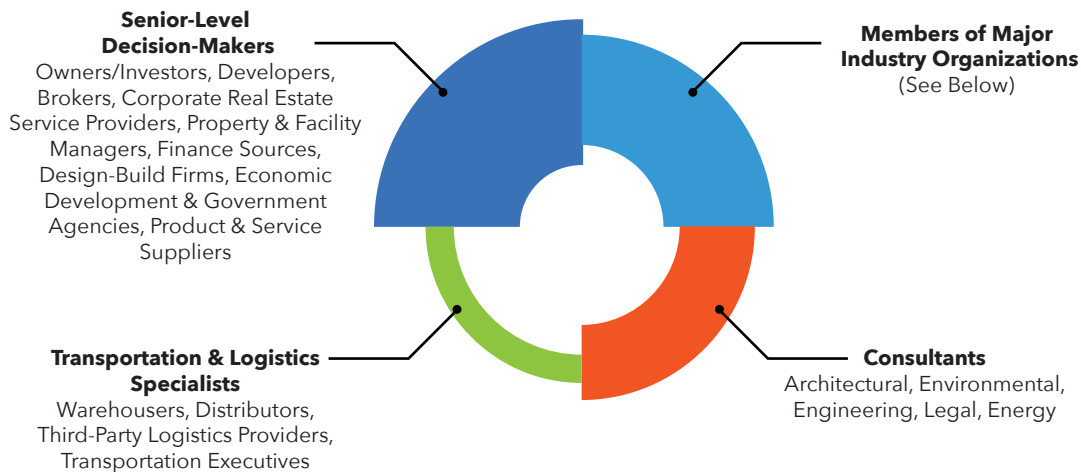


**2021 PLANNER**



# 2021 Readership

For 34 years, Chicago Industrial Properties 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



# 2021 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> Annual Resource Guide</p>	1/8
March	<p><b>Development &amp; Construction:</b> Trends in build-to-suit, spec, and land development.</p> <p><b>Opportunity Zones Market Update</b></p>	<p><b>I-88 CORRIDOR</b> Industrial Brokers, Construction Companies, Finance Firms, Law Firms/RE Attorneys</p>	3/5
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>Cold Storage:</b> What is the current and future demand for climate-controlled storage space?</p>	<p><b>NORTHWEST INDIANA, I-80 CORRIDOR</b> Asset/Property Management Firms, Contractors, Developers, Economic Development Corporations</p>	4/30
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>	7/2
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>	9/3
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>	11/5

# 2021 Print Advertising Rates

	WIDTH X HEIGHT	1X	3X	6X
	<b>Full Page</b> 10" x 13"	\$3,000	\$2,750	\$2,500
	<b>Junior Page</b> 7-1/2" x 10-1/2"	\$2,300	\$2,100	\$1,900
	<b>Half Page</b> 10" x 7"	\$1,900	\$1,700	\$1,450
	<b>Quarter Page</b> 4-7/8" x 7"	\$1,050	\$975	\$950
	<b>Photolisting</b> 4-3/4" x 3"	\$400	\$375	\$300
	<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 PDF or JPG format at a resolution of 300 dpi (CMYK). RGB files will be converted to CMYK. Files in JPEG format are acceptable but not preferred.

## Production charges

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 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 INFORMATION AND RATES/DISCOUNTS/PACKAGES, CONTACT:

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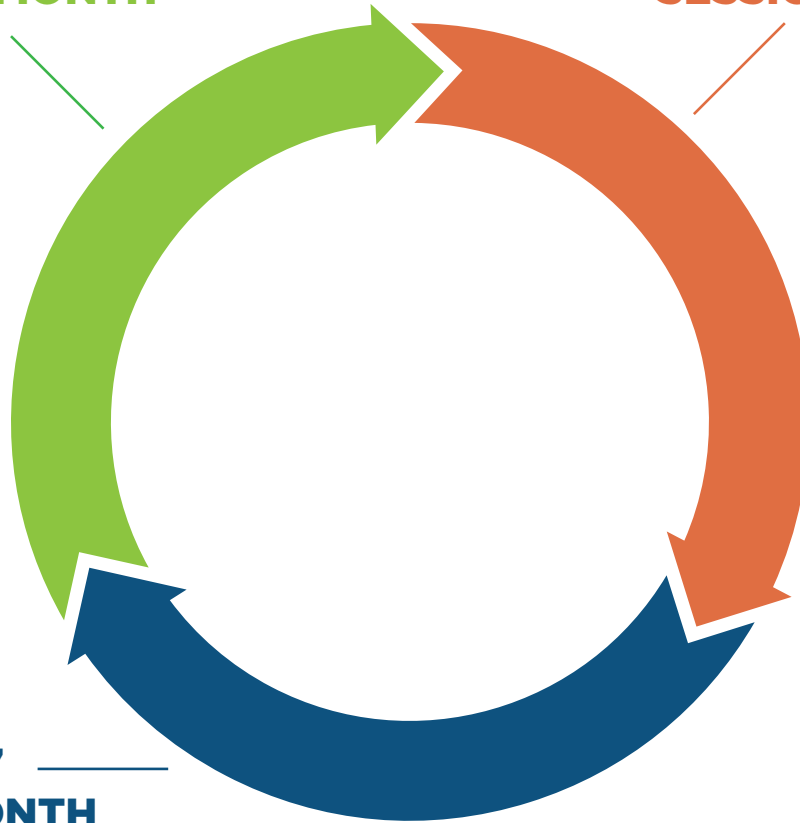
**Mark Menzies**  
SVP, National Publisher  
312.644.4610  
menzies@rejournal.com

# 2021 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

**\$1,300 per month**

### INCREASE FREQUENCY @ MORE SAVINGS

3-4x Horizontal Banner      \$1150 per month

5x + Horizontal Banner      \$975 per month

## BOX BANNER

Dimensions:

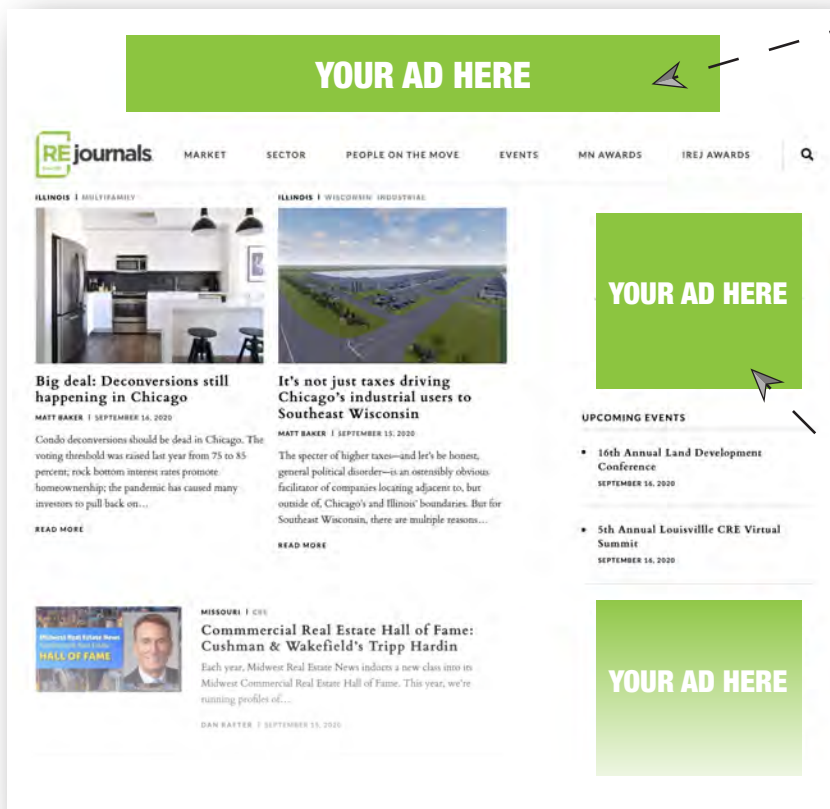
300 pixels (w) x 250 pixels (h)

**\$1,000 per month**

### INCREASE FREQUENCY @ MORE SAVINGS

3-4x Box Banner      \$850 per month

5x + Box Banner      \$750 per month



# 2021 Digital Advertising Rates: E-Newsletter



The latest headlines from  
Chicago Industrial Properties

YOUR AD HERE

\* THE LEAD \*



## Maximum efficiency: When industrial and office meet

Industrial/office hybrids aren't new. In fact, if anything, they harken back to the roots of modern commerce, where management would often have an office overseeing the production facility below. They have evolved, however, and many companies prefer this method for a variety of reasons, from cost savings to better production efficiencies.



## The future of 5G—and implications for the supply chain

While the onset of COVID-19 exposed some vulnerabilities in our ability to deliver goods, wider impacts on the supply chain were calling for necessary advancements before the pandemic hit. Specifically, the move toward 5G will likely improve the implementation of much-needed IT and AI systems to support supply chain management. But, like most things in life, the path to 5G isn't that simple.



## Q&A: The Goldie Initiative's 2020 Sherro, Lynn Reich, SIOR, and her former mentee, Alexandra Jimenez-Franke

Each year, in addition to providing scholarship and mentorship opportunities for women starting careers in commercial real estate, [The Goldie Initiative names a Sherro](#): a woman in CRE who sets an example and changes corporate culture to support women in the industry. This year's Sherro, Lynn Reich, SIOR, CCIM, executive vice president, [Colliers International](#), will be honored at the [virtual Goldie Gala on September 17](#).

YOUR AD HERE

YOUR AD HERE

## TOP HORIZONTAL BANNER

Dimensions:

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

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

**\$775 per e-newsletter**

### INCREASE FREQUENCY @ MORE SAVINGS

3-4x Horizontal Banner \$700 per e-newsletter

5x + Horizontal Banner \$600 per e-newsletter

## BOX BANNER

Dimensions:

300 pixels (w) x 250 pixels (h)

**\$525 per e-newsletter**

### INCREASE FREQUENCY @ MORE SAVINGS

3-4x Box Banner \$475 per e-newsletter

5x + Box Banner \$400 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.



# 2021 Digital Advertising Rates: Spotlight Blast/Sponsored Content

**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 6,000 eSubscribers per blast.
- Client provides: Subject line, HTML or JPEG with designated link.

1-2x	\$1,000 per blast
3-4x	\$775 per blast
5+	\$650 per blast

THAT'S DUPAGE. INNOVATION DUPAGE. dupage

REJournals MARKET SECTOR PEOPLE ON THE MOVE EVENTS MN AWARDS IREJ AWARDS

Sponsored Illinois

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

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 IN THE FOOD SUPPLY CHAIN, SPECIFICALLY WORKING WITH FOOD PRODUCERS TO PROTECT OUR FOOD FROM FURFORK.

Trying to remove bed bugs can be a frustrating process. They're tiny, hard to see, and they can spread quickly. It's a time-consuming effort trying to remove them. In an office environment, the source of bed bugs can be difficult to locate. Some - particularly situations from the government.

Not that long ago a Chicago-based company had a bed bug issue in several office buildings on one floor of its building. Fearing the 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 cameras, 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 secrets recipes used to eliminate pests. What we have been able to do is create lasting, operational relationships with many of our clients."

LOCAL ADVANTAGE. CBRE

PLANNING EVENTS

Texas Capital Markets Virtual Event SEPTEMBER 10, 2020

16th Annual Chicagoland Asset, Property, Facility Management Virtual Summit SEPTEMBER 10, 2020

Live Virtual Event September 22nd @ 2pm Awards 2020 REJournal CHICAGO

## 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-Newsletters.
- 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

# 2021 Directory Listing Opportunities



## JANUARY ISSUE

## MARCH ISSUE

## MAY ISSUE

## JULY ISSUE

## SEPTEMBER ISSUE

## NOVEMBER ISSUE

DUE 1/11	DUE 3/8	DUE 5/3	DUE 7/6	DUE 9/6	DUE 11/8
Annual Resource Guide	Industrial Brokers	Asset/Property Management Firms	Architecture/Design-Build Firms	Asset/Property Management Firms	Architecture/Design-Build Firms
	Construction Companies	Contractors	Industrial Brokers	Contractors	Brokerage Firms
	Finance Firms	Developers	Construction Companies	Developers	Finance Firms
	Law Firms/RE Attorneys	Economic Development Corporations	Finance Firms	Law Firms/RE Attorneys	
			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@rejournal.com

### NORTHWEST INDIANA FORUM

6100 Southport Road  
 Portage, IN 46368  
 P: 219.763.6303

Website: [www.nwforum.org](http://www.nwforum.org)

Key Contact: Heather Ennis, President & CEO, [hennis@nwforum.org](mailto:hennis@nwforum.org)

**Services/Demographic Info:** The Forum is one regional resource for brokers, developers, site selectors and individual companies offering site searches/selection services, confidential project management, incentive/tax information, demographic/wage/economic data along with customized data analysis and key contacts on the local/site level. Northwest Indiana consists of the seven counties of Lake, Porter, LaPorte, Starke, Jasper, Newton, and Elkhart, Indiana.

**Incentives:** The Northwest Indiana region made up of more than 845,000 people and just minutes from the city of Chicago, is home to a diverse set of businesses that have capitalized on our area's natural assets, transportation infrastructure, stellar business climate, and a talented and competitively-priced labor pool. Anchored by an expertise in advanced manufacturing, logistics and distribution, food and beverage manufacturing, information technology, and agribusiness, Northwest Indiana continues to be a top location for doing global business.

**Recent CRE Activity:** Digital Crossroads 105,000 square foot, \$40 million data center in Hammond; Wynright Corporation, 320,400 square foot, \$26 million with 585 jobs in Hobart; Alliance Steel, 250,000 square foot, \$19.7 million with 130 jobs in Gary. Fulcrum BioEnergy, \$600 million centerpoint biofuels.



**SAMPLE**