

25<sup>th</sup> Year Anniversary



CHICAGO  
**INDUSTRIAL PROPERTIES**<sup>®</sup>

[www.rejournals.com](http://www.rejournals.com)

## 2012 Media Kit





# CHICAGO INDUSTRIAL PROPERTIES®

www.rejournals.com

For 25 years, CIP has been the premier source of industrial market news covering Illinois, Northern Indiana and Southern Wisconsin.

## Our 17,000+ Readers Include:

### Senior-Level Decision-Makers

Owner/investors  
Developers  
Brokers  
Corporate real estate service providers  
Finance sources  
Design-build firms  
Consultants, including:

- Architectural
- Environmental
- Engineering
- Legal
- Energy

Economic development and government agencies  
Product and service suppliers  
Transportation and logistics specialists, including:

- Warehouseurs
- Distributors
- Third-party logistics providers
- Transportation executives

### Members of Major Industry Organizations

**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

### Editorial Contributions to CIP

E-mail [mthomton@rejournals.com](mailto:mthomton@rejournals.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.rejournals.com](http://www.rejournals.com) and will be distributed via broadcast e-mail every Tuesday.

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 imbed photos in copy. Deadline for bylined articles: 2nd Friday of the month for consideration in following month's edition.

For editorial direction, please contact:

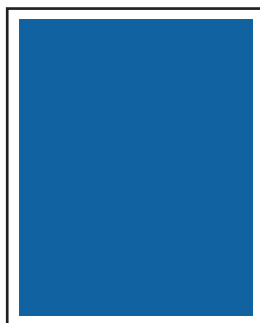
**Mark Thomton, editor, p 312.644.7114 • f 312.416.1864 • e-mail [mthomton@rejournals.com](mailto:mthomton@rejournals.com)**



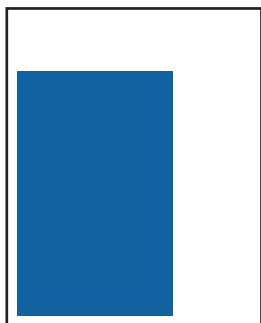
# 2012 Editorial Calendar

Issue	Editorial Feature	Feature/Area Focus/ Directory	Ad Close/ Materials Due
<b>January/ February</b>	<p><b>2012 Forecast:</b> What will the new year bring? Market leaders give us their predictions and expectations.</p> <p><b>Investment &amp; Finance:</b> Are capital markets heating up? Where is the capital coming from and who are the active players?</p>	<p><b>Southeast Wisconsin</b></p> <p><i>Directories</i> Construction Environmental Firms Intermodal Centers Business &amp; Industrial Parks</p>	<b>1/13 – 1/20</b>
<b>March/ April</b>	<p><b>Development &amp; Construction:</b> Trends in build-to-suit and land development.</p>	<p><b>I-80 Corridor</b></p> <p><i>Directories</i> Finance Real Estate Law Firms Roofing Companies Business &amp; Industrial Parks</p>	<b>3/16 – 3/23</b>
<b>May/ June</b>	<p><b>Green Building:</b> What are the latest trends in green development?</p> <p><b>REITs:</b> We take a look at the area's biggest REITs and find out what they are up to.</p> <p><b>Brownfields:</b> The latest in brownfield redevelopment in the Chicago market.</p>	<p><b>Northwest Indiana</b></p> <p><i>Directories</i> Auction Companies REITs *Brokers in Industrial* Business &amp; Industrial Parks</p>	<b>5/18 – 5/25</b>
<b>July/ August</b>	<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 business has changed.</p>	<p><b>I-55 Corridor</b></p> <p><i>Directories</i> Construction Developers/Industrial Business &amp; Industrial Parks</p>	<b>7/13 – 7/20</b>
<b>September/ October</b>	<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>Transportation &amp; Logistics:</b> What are the latest trends in the logistics industry?</p>	<p><b>I-39 Corridor</b></p> <p><i>Directories</i> Economic Development Finance Sub Contractors Business &amp; Industrial Parks</p>	<b>9/14 – 9/21</b>
<b>November/ December</b>	<p><b>The Biggest and Best of 2010:</b> The mega deals of the year—who landed them and how.</p>	<p><b>O'Hare</b></p> <p>Resource Guide *Bonus Distribution @ <i>Forecast Conference</i> Brokers in Industrial Business &amp; Industrial Parks</p>	<b>11/16 – 11/23</b>

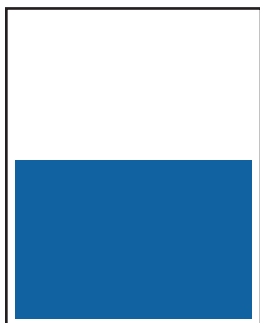
# 2012 Advertising Rates



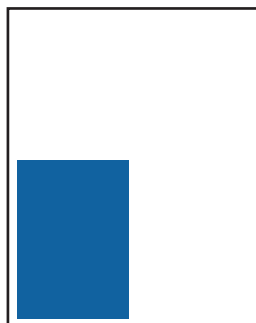
Full Page  
10" x 13 1/2"



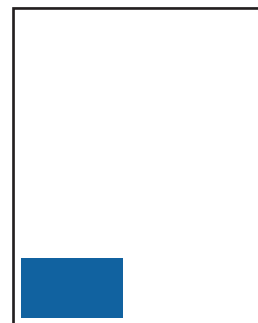
Junior Page  
7 1/2" x 10 1/2"



Half Page  
10" x 7"



Quarter Page  
4 7/8" x 7"



PhotoListing  
4 3/4" x 3"

### Specifications:

All ads must be electronic file formats, Macintosh platform only.  
Applications supported:  

- Adobe Acrobat pdf (300 dpi resolution)
- QuarkXpress 6.5 or lower
- Adobe Photoshop 7 (CS) or lower

 Include all fonts and graphics. All images should preferably be PhotoShop TIF files (300 dpi). JPG and EPS files are acceptable, but not preferred.  
 4-Color in CMYK format. RGB or Pantone will be converted to CMYK.

Width x Depth	1x	6x
Full Page 10" x 13-1/2"	\$3,030	\$2,425
Junior Page 7-1/2 " x 10-1/2"	\$2,310	\$1,840
1/2 Page 10" x 7"	\$1,850	\$1,440
1/4 Page 4-7/8" x 7"	\$1,055	\$930
Photolisting 4-3/4" x 3"	\$350	\$210
Directory Listing	\$250	\$205

### Online advertising

To advertise on REJournals.com or weekly newsblasts, contact your sales representative for rates, options and general information.

### Submitting advertising

Macintosh platform only. All materials should be submitted at 100 percent of print size. Applications supported: QuarkXpress 6.5 or lower, Adobe Photoshop CS or lower and Adobe Acrobat print-optimized pdf files. Include all fonts and graphics. Images should be saved in TIF or high-resolution PDF (300 dpi resolution) format. JPG and EPS formats 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".

Submit artwork to Frank Biondo • [fbiondo@rejournals.com](mailto:fbiondo@rejournals.com) • P: 312.644.7168 • F: 312.416.1864

### For advertising information, contact

John Mickey, Senior Account Executive  
312.644.6942 • [jmickey@rejournals.com](mailto:jmickey@rejournals.com)

Ernest Abood, Advertising Director  
312.644.7119 • [eabood@rejournals.com](mailto:eabood@rejournals.com)



Mark Menzies, Publisher  
312.644.4610 • [menzies@rejournals.com](mailto:menzies@rejournals.com)

### For Advertising & to Inquire on Directories, Contact:

Frank Biondo, Marketing Coordinator  
312.644.7168 • [fbiondo@rejournals.com](mailto:fbiondo@rejournals.com)

415 North State St., Chicago, IL 60654



# 2012 WEBSITE OPPORTUNITIES

## Chicago Industrial Properties News E-Newsblasts:

- Weekly newsblasts to **8,000+** real estate professionals
- Sent out every Tuesday

<b>Top Horizontal Banner:</b> 650w x 100h	\$950 net per eblast (Limit 2)
<b>Side Banner:</b> 220w x 160h	\$725 net per eblast
<b>Lower Banner:</b> 650w x 100h	\$500 net per eblast

JPG or GIF Format

## WEBSITE: ([www.rejournals.com](http://www.rejournals.com))

Updated daily with columns, in-depth feature stories, company news and interviews. Our blog, too, attracts readers with its mix of analysis and anecdote from the industry's top pros.

<b>Top Banner:</b> 480w x 60h	\$1,000 net per month
<b>Right Banner:</b> 310w x 240h	\$875 net per month
<b>Left Banner:</b> 150w x 300h	\$725 net per month

**Featured Video**                      *3 minutes or less \$500 net. (weekly)*

Contact: John Mickey • 312-644-6942 • [jmickey@rejournals.com](mailto:jmickey@rejournals.com)