

2019 REMI Show and ISSA Show Canada

Exhibitor Prospectus

TWO SHOWS, ONE LOCATION, ONE COMMON GOAL:

“Provide creative ways to connect like-minded industry professionals while delivering practical and timely information for keeping buildings clean, green and operating in a sustainable and energy efficient fashion”

REMI
SHOW '19
www.REMIshow.com

ISSA SHOW
CANADA 2019
www.ISSAshowcanada.com

Proudly owned and operated by:

MediaEdge



**A New and Unique Trade Show & Conference developed specifically
for Property, Facility and Operations Managers and
Building Maintenance and Service Contractors**

**June 11 to 13, 2019
Metro Toronto Convention Centre, North Hall
Toronto, Ontario, Canada**

WHERE?

The Metro Toronto Convention Centre, North Hall
255 Front Street West
Toronto, Ontario, Canada



WHY TORONTO?

Toronto is the capital of Ontario and the largest city, per capita, in all of Canada boasting a population of over 2.7 million residents. Toronto is also the fourth largest city in North America, only surpassed by Mexico City, New York and Los Angeles. Toronto is a sophisticated, cosmopolitan city and a gateway to a vast and diverse region. It is also the financial services capital of Canada and the fastest growing financial centre in North America.



WHO WILL ATTEND THE REMI SHOW?

Key decision-makers involved in the commercial, retail, industrial, educational, healthcare, government, multi-unit residential, and hospitality sectors. Attendees will include the following segments;

- **Real Estate Developers/Owners**
- **In-house and Third-Party Property/Facility Management Organizations**
- **Property, Facility and Operations Managers**
- **Building Service and Maintenance Professionals**
- **Consultants, Professional Service Providers and Others Allied to the Industry**

REMI SHOW '19

WHO WILL ATTEND ISSA SHOW CANADA?

Key decision-makers involved in the commercial, retail, industrial, educational, healthcare, government, multi-unit residential, and hospitality sectors. Attendees will include the following segments;

- **Distributors/Wholesalers**
- **Building Service Contractors**
- **In-House Service Providers**
- **Environmental Services Supervisors**
- **Infection Control Professionals**
- **Residential Cleaners**
- **Manufacturers' Reps**

ISSA SHOW

CANADA 2019

THE FOUR PILLARS OF THE SHOW:



BUILDING OPERATIONS



CLEANING & MAINTENANCE



ENERGY EFFICIENCY & SUSTAINABILITY



NEW TECHNOLOGIES

ABOUT THE REMI SHOW

For more than 25 years, MediaEdge Communications has been at the forefront of communication solutions, providing innovative products and services to organizations within a variety of business sectors. MediaEdge currently partners with upwards of 80 industry associations, has launched and produced more than 100 conferences and trade shows across Canada, and offers award-winning 360-degree integrated marketing solutions. MediaEdge is proud to bring the REMI Show to Canadian real estate professionals and their valued service providers.

The REMI (Real Estate Management Industry) and REMInetwork.com brands consist of a number of long-standing and industry recognized print, digital and event properties that are owned and operated by MediaEdge Communications. Specific brand names under the REMI umbrella include: Canadian Property Management, Condominium Business, Canadian Apartment, Canadian Facility Management & Design, Design Quarterly and Construction Business.

The REMI Show was strategically developed for building owners and developers as well as property, facility and operations managers. MediaEdge will market the REMI Show to its impressive database that consists of over 100,000 real estate professionals. This database also provides great exposure opportunities for show exhibitors and sponsors.

The REMI Show trade floor will be comprised of a large and well-represented selection of many recognizable industry manufacturers, service providers and professional services organizations. The REMI Show will share the trade floor with ISSA Show Canada, whose exhibitors will be comprised of building maintenance and cleaning industry suppliers. Beyond the trade show floor, the REMI Show will deliver a series of education sessions both in meeting rooms and on the trade show floor that pertain to building operations, new technologies, new techniques and much more. Additionally, numerous networking opportunities exist for peer-to-peer and client-supplier interaction.



REMI
SHOW '19

www.REMIshow.com

REMI
NETWORK.COM

www.REMINetwork.com

CANADIAN
PROPERTY
MANAGEMENT

CFM&D
CANADIAN FACILITY MANAGEMENT & DESIGN

FCM FACILITY
& CLEANING & MAINTENANCE

CANADIAN
Apartment

CONDOBUSINESS

CONSTRUCTION BUSINESS
BC & ALBERTA'S CONSTRUCTION MAGAZINE

DQ
DESIGN QUARTERLY

ABOUT ISSA SHOW CANADA

ISSA, the worldwide cleaning industry association, is bringing its ONE SHOW for facility solutions to Canada. ISSA presents its industry-leading trade shows around the world to showcase industry-leading brands and bring the cleaning industry together. ISSA Show Canada is expected to be no different.

ISSA Show Canada is the result of a partnership between ISSA, IFMA and MediaEdge's Real Estate Management Industry (REMI) Network.

In an effort to unite the industry and raise the bar to achieve healthier and sustainable buildings, this premiere event promises property and cleaning professionals from across the country a first-hand look at the innovative technologies available in the industry. It will also provide an outstanding platform for informed insight on best practices, industry certifications and training, as well as educational programming that touches upon relevant and emerging topics within the Canadian facility and cleaning markets.

The new collaboration creates a forum for facility, property and operations managers, as well as environmental services executives and facility managers in the commercial, retail, industrial, educational, healthcare, government, multi-unit residential, and hospitality sectors to meet leading suppliers of cleaning products and services, keep up with industry trends and share experiences with industry peers to benefit their buildings, staff and tenants.

ISSA Show Canada will deliver on its commitment to ensure facilities are kept clean, healthy, sustainable and operating smoothly by highly-educated and motivated cleaning professionals.

ISSA Show Canada is co-owned and organized by ISSA, IFMA and MediaEdge. With over 9,200 members, ISSA is the world's premier trade association for the cleaning industry. The association is committed to changing the way the world views cleaning by providing its members with the business tools, educational products and industry standards they need to promote cleaning as an investment in human health, the environment and an improved bottom line.

IFMA is the world's largest and most widely recognized international association for facility management professionals, supporting 24,000 members in more than 100 countries. This diverse membership participates in focused component groups equipped to address their unique situations by region (138 chapters), industry (16 councils) and areas of interest (six communities). Together they manage more than 78 billion square feet of property and annually purchase more than US\$526 billion in products and services.

MediaEdge has been at the forefront of communication solutions, providing innovative products and services to organizations within a variety of business sectors, for more than 25 years. The company is currently partnered with upwards of 80 associations, has launched and produced more than 100 conferences and trade shows across Canada, and offers award-winning 360-degree integrated marketing solutions. MediaEdge also owns and publishes seven market-leading print, digital and website products focused on the real estate management industry.



ISSA SHOW
CANADA 2019
www.ISSAshowcanada.com



MediaEdge



FOR IMMEDIATE RELEASE

NEW TRADE SHOW FOR CLEANING AND MAINTENANCE INDUSTRIES COMING TO TORONTO

TORONTO – December 11, 2018 – MediaEdge’s Real Estate Management Industry (REMI) Network is pleased to announce that it has partnered with ISSA, the worldwide cleaning industry association to launch a new trade show for the cleaning and maintenance industries – **ISSA Show Canada**. This joint venture will make its debut at the Metro Toronto Convention Centre from June 11 to 13, 2019.

A full slate of educational seminars, trade show exhibitors and networking opportunities will showcase a range of products, equipment and services to keep facilities clean, healthy, sustainable and operating smoothly. Responding to evolving needs for regulatory compliance and emerging trends related to occupant well-being, ISSA Show Canada promises property professionals informed insight on best practices, certification, training, innovation and other emerging topics in the Canadian facility and cleaning markets.

“ISSA’s goal is to increasingly help our members where they need it, globally, with an expanded set of go-to-market options,” says ISSA Executive Director John Barrett. “Partnering with the REMI Network on ISSA Show Canada supports our growth initiatives and strategic plan to fulfill the ISSA mission in new countries.”

Mike Nosko, Executive Director of ISSA Canada, is equally enthusiastic. “We are committed to uniting the industry and raising the bar in order to achieve healthier and sustainable buildings,” he says. “Together, ISSA and the REMI Network are elevating the standards of professionalism in the cleaning industry, and the robust education program at ISSA Show Canada will deliver on that commitment, resulting in a more knowledgeable and better trained cleaning staff.”

The new collaboration creates a forum for facility, property and operations managers to meet leading suppliers of cleaning products and services, keep up with market trends and share experiences with their industry peers — professional development to benefit their buildings, staff and tenants.

“We have a deep history of providing sector-relevant and informative content through print, digital and trade show products in concert with some 80 association partners,” adds MediaEdge President Kevin Brown. “Our Real Estate Management Industry Network’s (REMInetwork.com) 102,000-plus audience is well positioned to co-produce ISSA Show Canada with this industry-leading organization.”

For more information on ISSA Show Canada, please contact Chuck Nervick, Senior Vice President, MediaEdge at chuckn@mediaedge.ca or Mike Nosko, ISSA Canada Executive Director at mike@issa-canada.com.

ABOUT ISSA

With more than 9,200 members – including distributors, manufacturers, manufacturer representatives, building service contractors, in-house service providers, residential cleaners and associate service members – ISSA is the world’s premier trade association for the cleaning industry. The association is committed to changing the way the world views cleaning by providing its members with the business tools, educational products and industry standards they need to promote cleaning as an investment in human health, the environment and an improved bottom line.

ABOUT MEDIAEDGE

For more than 25 years, MediaEdge has been at the forefront of communication solutions, providing innovative products and services to organizations within a variety of business sectors. The company is currently partnered with upwards of 80 associations, has launched and produced more than 100 conferences and trade shows across Canada, and offers award-winning 360-degree integrated marketing solutions. MediaEdge also owns and publishes seven market-leading print, digital and website products focused on the real estate management industry.



Jan. 23, 2019

FOR IMMEDIATE RELEASE

Contact: Jed Link
+1-970-999-4289
jed.link@ifma.org

IFMA joins forces with ISSA Show Canada

HOUSTON, TEXAS, USA – (Jan. 23, 2019) – The International Facility Management Association (IFMA) is joining forces with ISSA, the worldwide cleaning association, and MediaEdge Communications to support a new trade show and conference for the larger built environment. The joint trade show will be held at the Metro Toronto Convention Centre June 11-13, 2019. The trade show will be held in tandem with the REMI Show whose delegates will include building owners and managers. This joint event supports IFMA's critical goal of unifying the global built environment industry.

IFMA began the process of unification with its landmark collaboration with the Royal Institute of Chartered Surveyors (RICS) which helped integrate FM disciplines into the larger broad built environment industry. More recently the IFMA Foundation released a new [FM Training and Development Framework](#) which seeks to unify training protocols for all aspects of facility management, including a track specifically for cleaning operations.

"The competitive focus on sustainability and environmental stewardship has made comprehensive asset management mission critical, advancing green technology that is transforming operations into a sophisticated strategic field," said IFMA COO Don Gilpin. "In such a dynamic environment, FM professionals depend on the best practices and innovations that develop at an event like this. Just as a facility team requires many different players and skills, IFMA is proud to be working together with industry leaders across the spectrum to push the envelope and advance the profession."

As part of its commitment to the success of the event, IFMA is helping to recruit keynote speakers and with the development of the educational programming. Details, including instructions for registration, can be found on the event's website at: www.issashowcanada.com.

About IFMA

IFMA is the world's largest and most widely recognized international association for facility management professionals, supporting 24,000 members in more than 100 countries. This diverse membership participates in focused component groups equipped to address their unique situations by region (138 chapters), industry (16 councils) and areas of interest (six communities). Together they manage more than 78 billion square feet of property and annually purchase more than US\$526 billion in products and services. Formed in 1980, IFMA certifies professionals in facility management; conducts research; provides educational programs, content and resources; and produces World Workplace, the world's largest series of facility management conferences and expositions. To join and follow IFMA's social media outlets online, visit the association's LinkedIn, Twitter, Facebook, YouTube and Flickr pages. For more information, visit the IFMA press room or www.ifma.org.

About ISSA

With more than 9,200 members – including distributors, manufacturers, manufacturer representatives, building service contractors, in-house service providers, residential cleaners and associate service members – ISSA is the world's premier trade association for the cleaning industry. The association is committed to changing the way the world views cleaning by providing its members with the business tools, educational products and industry standards they need to promote cleaning as an investment in human health, the environment and an improved bottom line. www.issa.com.

About MediaEdge

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Show Contacts:

For more information on the ISSA Show Canada, please contact Mike Nosko, ISSA Canada Executive Director at mike@issa-canada.com or 905-665-8001

For more information on the REMI Show, please contact Chuck Nervick, Senior Vice President, MediaEdge Communications at chuckn@mediaedge.ca or 416-512-8186 x 227

2019 REMI Show and ISSA Show Canada Schedule (Tentative)

Tuesday, June 11: ISSA and IFMA Workshop and Exhibitor Move-in Day

| | |
|-------------------|--------------------------------------------------|
| 8:00am – 4:00pm: | ISSA and IFMA Workshops |
| 10:00am – 8:00pm: | Exhibitor Set-Up/Move-In, Show Registration Open |
| 4:00pm onwards: | Private Receptions, Meetings and Dinners |

Wednesday, June 12: Trade Floor, Education Sessions and Networking Events

| | |
|--------------------|----------------------------------------------------------------|
| 8:00am onwards: | Show Registration Open |
| 8:00am – 9:50am: | Education Sessions (Session Rooms) |
| 10:00am – 5:00pm: | REMI and ISSA Show Trade Floor Hours |
| 10:15am – 11:30am: | “On-Floor” Education Sessions and Booth Visitation |
| 11:45am – 1:45pm: | Lunch and Booth Visitation (Trade Show Floor – Food Pavilions) |
| 1:20pm – 2:10pm: | Education Sessions (Session Rooms) |
| 1:50pm – 5:00pm: | “On-Floor” Education Sessions and Booth Visitation |
| 3:30pm – 5:00pm: | Show Floor Networking Reception |
| 5:00pm – 7:30pm: | All-Industry Opening Reception |

Thursday, June 13: Trade Floor, Education Sessions and Networking Events

| | |
|--------------------|----------------------------------------------------------------|
| 8:00am onwards: | Show Registration Open |
| 8:00am – 9:45am: | Annual Industry Awards Program & Keynote |
| 10:00am – 3:00pm: | REMI and ISSA Show Trade Floor Hours |
| 10:15am – 11:30am: | “On-Floor” Education Sessions and Booth Visitation |
| 11:45am – 1:45pm: | Lunch and Booth Visitation (Trade Show Floor – Food Pavilions) |
| 1:00pm – 2:50pm: | “On-Floor” Education Sessions and Booth Visitation |
| 1:00pm – 1:50pm: | Education Sessions (Session Rooms) |
| 2:00pm – 3:00pm: | Closing Reception (Trade Show Floor) |
| 4:00pm onwards: | Private Receptions, Meetings and Dinners |

Friday, June 14: ISSA Workshop Day

| | |
|--------------------|---------------|
| 8:00 am – 4:00 pm: | ISSA Workshop |
|--------------------|---------------|

**For additional show details or to book your space, please contact:
Chuck Nervick at chuckn@mediaedge.ca or 416-512-8186 x 227**

To provide as much exposure as possible for our valued show exhibitors and based on industry feedback, we have designed a unique and interactive trade show floor that will host our exhibitors' booths, education sessions, lunches, coffee breaks and various networking receptions. This will create one larger, combined space that will provide our valued exhibitors with more opportunities to see and talk with our show delegates.

Industry suppliers from a wide variety of categories can benefit from exhibiting at the REMI Show and ISSA Show Canada:

Advertising & Marketing • Apparel/Uniforms • Architecture/Design/Décor • Audio/Video • Building Automation • Building Maintenance Contracting • Cabling • Cleaning Products and Services • Computer Software/Hardware • Consulting • Electrical/Mechanical • Elevator • Energy Efficiency Products • Energy Efficiency Incentives/Programs • Engineering • Exterior Building Products • Facilities Maintenance/Operations • Financial Services • Furniture • General Contracting • HVAC Equipment & Services • Human Resources and Training • Interior Building Products • IT Systems and Technology • Intellectual Properties/Licensing • Janitorial Services • Landscaping Products & Services • Legal/Regulatory • Lighting Products & Services • Marketing/Communications • Roofing Products & Services • Security and Surveillance Products & Services • Signage • Social Media • Tenant Programs and Services

2019 REMI Show and ISSA Show Canada Summary

The REMI Show is owned and operated by MediaEdge Communications and the ISSA Show Canada is co-owned and produced by ISSA, IFMA and MediaEdge Communications. Both shows will deliver face-to-face interaction with senior-level decision-makers from across Canada and beyond. Attending delegates represent all aspects of building ownership and management and building maintenance.

This joint show provides an excellent opportunity for real estate and building maintenance professionals to come together in order to see new technologies and solutions, meet and speak with product manufacturers and service organizations – all of whom can help attendees better manage their properties, increase asset value and attract and retain tenants. A booth at the 2019 REMI Show and ISSA Show Canada allows you to target the entire real estate industry. Book your space today!

Show Features:

- Two-day Trade Show Floor
- Extensive Education Program (in session rooms and on the trade show floor)
- High Profile Keynote Session
- Industry Awards Program
- Multiple Networking Opportunities
- Lunches, Coffee Breaks and Receptions (trade show floor)
- Opening and Closing Reception (trade show floor)

Make sure your company and products are in front of an eager audience of prospective buyers. A booth at the 2019 REMI Show and ISSA Show Canada will enable you to:

- Showcase your products and services in front of thousands of customers and prospects
- Develop strong and profitable relationships with senior decision makers who have buying power
- Engage a wide range of professionals involved in the Canadian Real Estate and Building Maintenance industries
- Meet and present your offerings to qualified buyers
- Increase brand awareness
- Launch/Introduce new products & services
- Take onsite orders
- Meet new supplier partners
- See what your competition is currently offering and keep them in your rear view mirror. Your competition will be present, make sure the show sales leads don't go their way
- Through a very robust Show Education Program with top notch presenters, you will hear about current trends, new technologies, new techniques and other important issues that affect your client's day to day building operations

Strategic Marketing - The Secret to Increasing Your Show ROI:

Our large database and targeted marketing and promotional programs will help you optimize the visibility of your organization and maximize your show investment. The below items are available to all REMI Show and ISSA Show Canada exhibitors, allowing you to connect before, at and after the show:

- **COMPLIMENTARY TRADE SHOW FLOOR PASSES** – these customized promotional templates will be offered to your firm by show management and can be sent to your clients, allowing them access to the show on your behalf. This will also increase traffic to your booth space and allow you to pre-book meetings at the show
- **POSTING OF YOUR BOOTH SPACE AND COMPANY DETAILS** – on the show websites, e-newsletters, social media channels, show guide and print media products
- **BECOME A SHOW SPONSOR** – take advantage of the impressive list of sponsor entitlements inside each show sponsor package that will increase your profile and show your support of this industry event
- **MARKETING PROGRAM DISCOUNTS** – all REMI Show and ISSA Show Canada exhibitors and sponsors will receive discounts off of normal, posted rates that can be applied to your print and digital media advertising placements
- **BECOME A PRESENTER** – become part of the show's impressive education program by submitting your session topic idea and co-presenters. Sessions will be occurring in meeting rooms and also on the trade show floor...what a great way to position you and your firm as an industry leader and expert!

The REMI Show and ISSA Show Canada will be marketed through the following REMI media products:

- REMI Network – Total database of over 100,000+
- Website views per month – 60,000+
- E-newsletter subscribers per release – 30,000+
- Social Media channels (Facebook, Twitter and LinkedIn) – 20,000+
- The REMI Network is comprised of the following brands:



The REMI Show and ISSA Show Canada will be marketed through the following IFMA media products:

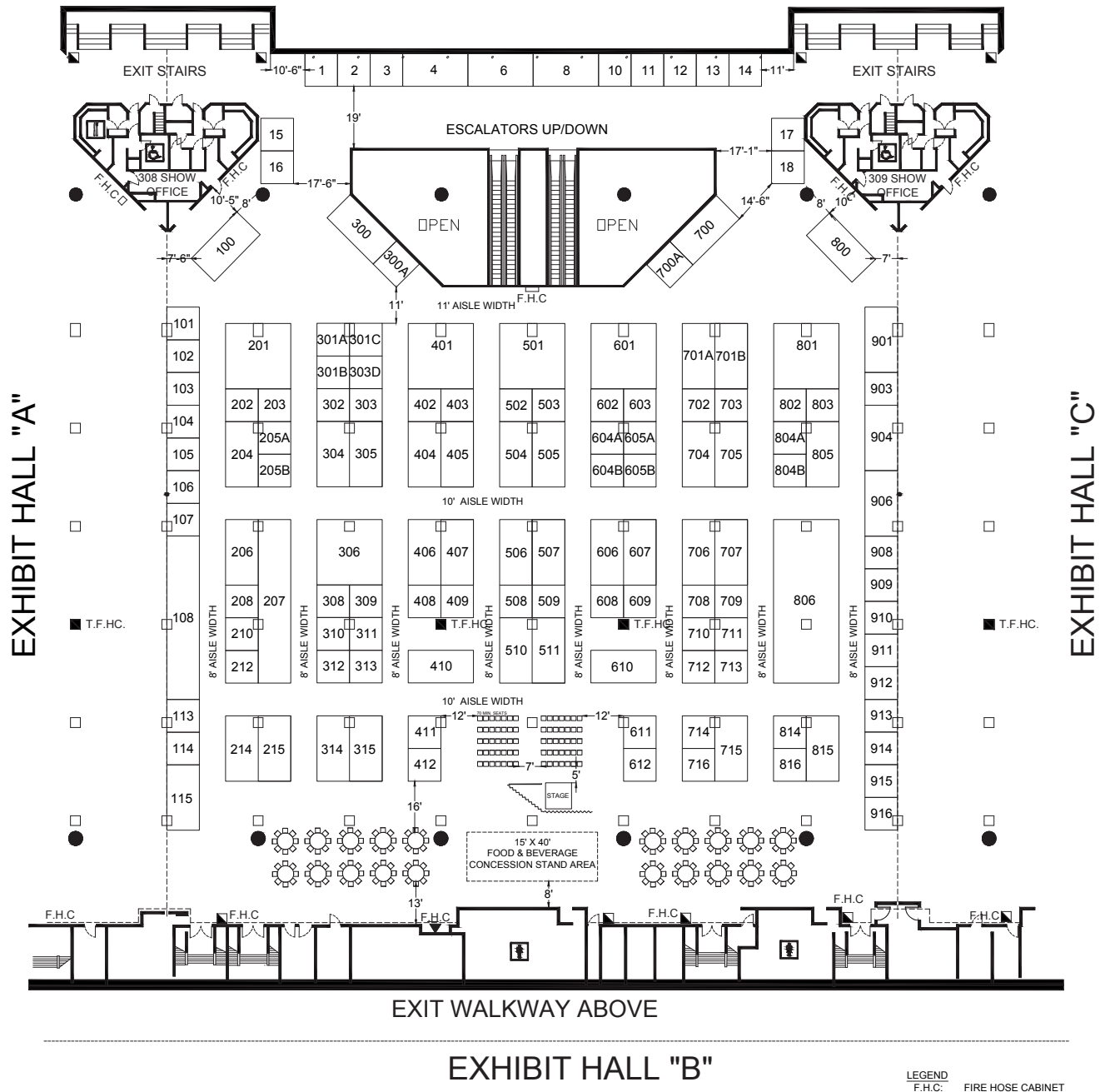
- IFMA membership – 24,000 members in 100+ countries
- IFMA website sessions per month – 83,000
- IFMA social media channels (Facebook, Twitter, LinkedIn) – 100,000+
- IFMA Components include 138 Chapters, 16 Councils, and 6 Communities



The REMI Show and ISSA Show Canada will be marketed through the following ISSA media products:

- ISSA membership - 9,000+ global organizations
- ISSA website views per month – 60,000+
- ISSA E-newsletter subscribers per release – 18,000+
- ISSA Social Media channels (Facebook, Twitter and LinkedIn) – 47,000+
- The ISSA is comprised of the following brands:





Questions, Ready to Book?

Please contact your exhibit team:

REMI Show:

Chuck Nervick
Senior Vice President
Email: chuckn@mediaedge.ca
Office: 416-512-8186 x 227

www.REMIshow.com



CONTRACT FOR EXHIBIT SPACE

June 11-13, 2019
Metro Toronto Convention Centre,
Toronto, Ontario, Canada

For Office Use

Booth(s) Assigned: _____
Square Ft: _____
Booth Cost: \$ _____
HST (13%): \$ _____
Total (Cdn.): \$ _____

This Agreement for exhibit space at the event ("Show") is made between the REMI Show ("Show Management") and the company listed below ("Exhibitor"):

Exhibiting Company Name (EXACTLY AS IT IS TO APPEAR IN SHOW GUIDE & WEBSITE LISTINGS):

Address 1 _____

Address 2 _____

City _____ Province/State _____ Postal/Zip Code _____

Phone _____ Fax _____ Website _____

Key Contact _____ Direct Phone _____

Title _____ Email _____ Cell _____

Booth Choice #1 _____ #2 _____ #3 _____ Booth Size _____

PAYMENT INFORMATION

- ☐ Cheque ☐ Credit Card
☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Card Number _____

Expiry Date _____

Name of Cardholder _____

Amount (Cdn.) \$ _____

Signature _____

EXHIBIT DESIGN GUIDELINES:

In order to maintain a high quality appearance, all exhibits must feature backwalls of a "hardwall" or "pop-up" nature. Curtains will only exist for masking purposes. Hanging banners from the curtains or otherwise relying on the drape for your backdrop is prohibited. Your backwall and its contents must not exceed 8 ft. Sidewalls may be up to 8 ft., but only if located 3 ft. from the backwall – after which they must taper or drop to 3 ft. Do not obstruct your neighbours! Please note that there is an 8 ft. height limitation on the display and equipment for all single and double in-line booths, unless authorized prior to the show by show management. Display rules for multiple and perimeter booths will be included in the Exhibitor Service Manual.

I accept the terms and conditions herein and acknowledge that this shall become a binding contract upon acceptance and co-signature by MediaEdge Communications Inc. on behalf of ISSA and IFMA:

Authorized Signature _____

Print Name _____

Company Name _____

Date _____

SEND CHEQUES PAYABLE TO:

REMI Show
c/o MediaEdge Communications Inc.
5255 Yonge St. Suite 1000, Toronto, ON M2N 6P4
Phone: 416-512-8186 Fax: 416-512-8344

EXHIBIT SPACE RATES

(PER 10' X 10' BOOTH IN CDN. DOLLARS PLUS TAX):

| | Member Rate | Non-member Rate |
|------------|---------------|-----------------|
| 1 booth | \$2,350 | \$2,600 |
| 2-4 booths | \$2,250/booth | \$2,500/booth |
| 5-9 booths | \$2,150/booth | \$2,400/booth |
| 10+ booths | \$2,050/booth | \$2,300/booth |

PAYMENT SCHEDULE:

50% due with this Contract
Balance of 50% due by March 3, 2019

TERMS AND CONDITIONS:

Should the exhibitor cancel or otherwise breach the terms of this agreement, all payments received by show management are non-refundable and the total space fees remain due in full. The exhibitor accepts and will comply with the rules and regulations in this agreement and in the Exhibitor Service Manual. Show management reserves the right to relocate the assigned exhibitor booth(s) to an alternate space, or to relocate the show to an alternate location than designated herein. Such relocations shall not relieve the exhibitor obligations. The exhibitor agrees to carry a minimum of \$5,000,000 commercial general liability insurance, naming MediaEdge Communications Inc., ISSA Canada and IFMA as additional insureds for the duration of the show from move-in through move-out. The exhibitor agrees to conduct all business at the show in accordance with the Occupational Health and Safety Act as outlined by the appropriate Provincial Ministry of Labour.

Questions? Please contact Chuck Nervick at
1-416-512-8186 ext.227 or chuckn@mediaedge.ca

Accepted by MediaEdge Communications Inc. on behalf of ISSA and IFMA: _____ **Date** _____