

Published eight times a year, **Sign Media Canada** is the only publication dedicated to serving the entire Canadian sign and graphics community. In addition to an established audience of sign professionals, **Sign Media Canada** reaches companies in the print graphics, digital imaging, and advertising fields, reflecting the growing stature of signs as a hot, new advertising medium.

For over a decade, we have served this dynamic market, reporting on technology, trends, products and processes, from innovative vehicle graphics to larger-than-life banners. As the sign, print graphics, digital imaging and advertising markets converge, we are here to help readers manage change and plan for the future.

*All rates contained herin are in gross dollars.







Sign Media Canada readers are seasoned professionals with extensive experience in the industry. According to the 2023 Sign Media Salary Survey ^[1] conducted by Sign Media Canada, nearly 50% of readers have been in the industry for more than 20 years. This level of expertise means they have the knowledge and influence to drive purchases of the products and services advertised in the magazine or online at www.signmedia.ca.

Areas of work which the companies of our readers perform [2]

Area of Work	Per cent of readers
Sign Makers	74.5%
Printers	15.5%
Sign Making Advertising Services	2.6%
Sign Making Graphic Services	3.9%
Sign Related Industries	3.3%
Other Allied to the Field	0.2%

Geographic breakdown of readers by province [2]

Province/Territory	Per cent of readers
Alberta	11.5%
British Columbia	14.2%
Manitoba	3.1%
New Brunswick	1.9%
Newfoundland and Labrador	0.7%
Northwest Territories	0.1%
Nova Scotia	2.7%
Ontario	46.2%

Prince Edward Island	0.3%
Quebec	16.7%
Saskatchewan	2.6%
Yukon	0.1%

Annual revenue volume of our readers' businesses [1]

Anual Revenue	Per cent of respondents
Less than \$250,000	5.1%
\$250,000 - \$599,999	23.7%
\$600,000 - \$999,999	23.6%
\$1,000,000 - \$3,000,000	18.6%
\$4,000,000 - \$9,000,000	18.6%
\$10,000,000 or more	10.2%
Not Sure	5.1%

Key Figures

7,004

12,000

Print Reach [2]

E-mail Reach

Footnotes

- 1. Based on the June 2023 Sign Media Canada Salary Survey
- 2. Data Source: AAM statement, June 2024





February

Product Spotlight

Digital Printing Sign Installation Eco-friendly substrates LEDs / Letters

Space Closing: January 8, 2025 Material Deadline: January 15, 2025 Publishing Date: February 7, 2025

June

Product Spotlight

Digital Printing
Trends and applications of Al in OOH
Substrates
Solvents - Paints, Coatings & Inks

Space Closing: May 9, 2025 Material Deadline: May 16, 2025 Publishing Date: June 11, 2025

April

Spring Show Issue Ask the Expert

Al integration in digital signage POP - Exhibits & Displays Installation Equipment - Cranes & Lifts Substrates - Vehicle Graphics

Space Closing: February 19, 2025 Material Deadline: February 26, 2025 Publishing Date: March 21, 2025

August

Manufacturers' Profiles

Digital Printing Retail Signage POP Textile

Space Closing: June 20, 2025 Material Deadline: June 27, 2025 Publishing Date: July 23, 2025

May

Tech Review

Digital Printing
Digital Signage
Signmaking Hardware - CNC & Routers
Laser Engraving

Space Closing: April 1, 2025 Material Deadline: April 8, 2025 Publishing Date: May 2, 2025

September

The Fall Show Issue

Digital Printing
Innovations in Screen Printing
OOH
Substrates - Vehicle Graphics

Space Closing: July 28, 2025 Material Deadline: August 5, 2025 Publishing Date: August 28, 2025

November

Integrated Featured Advertiser
Special
Ask the Expert
BOCSles Winners

Digital Printing
Sustainability
Installation Equipment
Substrates - Vinyl Application

Space Closing: September 15, 2025

Material Deadline: September 22, 2025

Publishing Date: October 16, 2025

December

2026 Buyers' Guide Industry Reports Issue

Digital Printing
Al-Powered Efficiency in Wayfinding
Substrates - Magnets
OOH

Space Closing: October 22, 2025 Material Deadline: October 29, 2025 Publishing Date: November 28, 2025

This list outlines the focus or significant articles planned for these issues. Topics are subject to change, so if your advertising plans are critically linked to one of these topics, please let us know.

Departments

Industry NewsLast Impression

• Shop Talk

Signmaker Profiles

· 'How To' Photo Essays





Make headlines with **Sign Media Canada**'s Cover Tip-ons. Get noticed and help your brand stand out with this custom-printed opportunity. This high-impact, 2-page tip-on is integrated into the front cover and is designed to look like the real cover. It's the ideal solution to amplify your brand's message and get maximum attention for product launches, innovations and so much more.

Rate: \$8,120/issue (eight issues per year)

Looking for something with even more impact? We can do barndoors, gatefolds, and more! Contact your account manager for a quote or to learn more.





Profiles

Make sure our audience of nearly 10,000 sign and graphics professionals have the important details about your products with an advertorial profile.

You supply the text, logo, and images, and we will design the profile for your approval.

Receive a complimentary Profile in the **August issue** with a qualifying ad program!

Half-page Profile: \$3,585

Full-page Profile: \$4,775

Click images to view interactive sample.





Product Spotlight

Reach decision makers in print and by email with just one ad!

- ¼ page spotlight in print (February and June issues)
- Included in two shared broadcasts immediately prior to upcoming industry events
 Just send 100 words of text, an image, headline, and your company website, and we'll do the rest!

Rate: \$1,180







Do sign professionals understand enough about your solutions?

Sign Media Canada's Ask the Expert is your opportunity to share a commonly asked question you encounter from professionals responsible for using your products. Your products are essential to our audience in getting their projects completed. Ask the Expert is your opportunity to demonstrate how using your products will help them reach their goals.

Ask the Expert is featured once a year in our November issue and also includes a digital version posted to our website for one year! This online post will be promoted in a shared broadcast to our digital audience of over 10,000 subscribers!

The Ask the Expert package includes:

- 1/2 Page print piece featuring a question and answer that you provide
- · Posting of your Ask the Expert as an article on our website
- Shared email Broadcast promotion to drive traffic to digital version







Rate: \$4,390

Deliverables:

1/2 Page Q&A

- Question and Answer (200 words minimum, 250 words maximum)
- Bio of respondent (maximum 50 words)
- Headshot of respondent (300 dpi)
- Company logo (300 dpi)
- · Contact information (Phone, e-mail, and website)





Display Ad Rates

	Ad Size	Rate
Full Page		\$4,775
1/2 Page Island		3,820
1/2 Page Vertical / Horizontal		3,585
1/3 Page		2,865
1/4 Page		2,390
Double Page Spread Cover Ad Rates		8,120
	Ad Size	Rate
IFC, IBC		\$5,255
OBC		5,495
FC (Tip-on)		10,980
Marketplace Rates		
	Ad Size	Rate
1/6 Page		\$740

595

480

Download the Mechanical Spec Sheet

1/8 Page

1/12 Page

Terms and Conditions

Volume advertising discounts available. Charges are for advertising space only. If applicable, taxes, bank fees (for wire transfers), production charges, or any other sundry cost incurred will be added to the advertising rate.

All advertisements are non-cancellable after the space closing date.

Contract Guarantees

An ad contract in any 12-month period starts from and includes the issue in which an advertiser's first ad appears. When ad frequencies as set forth in a contract schedule are not completed, the advertiser/agency will be re-billed at the actual frequency rate earned.

The publisher reserves the right to place the word "advertisement" with copy which, in our opinion, resembles editorial content. All advertising control position clauses are treated as requests. The publisher cannot guarantee fixed positioning.

Advertisers and/or agencies are responsible for all collection fees and/or legal fees should advertiser and/or agency default in payment of advertising bills.

Advertiser will be held responsible for total due amount should agency default on a payment.

Inserts/Outserts

Provided by advertiser and subject to prior approval by the publisher.

Protective Clause

Kenilworth Media Inc. reserves the right to alter or reject any copy which it feels is not in keeping with publication standards. Advertisers and/or their agencies assume responsibility for any and all claims arising therefrom made against the publisher, and agree to hold the company harmless.

Payment Terms

Net 30 days from date of invoice. 2% per month finance charges on past due balances. Advertisements originating outside of the U.S. or Canada must be prepaid. Extension of credit is subject to the approval of the credit department. First-time advertisers will be required to provide credit information or prepayment due no later than the closing date of the issue.

Kenilworth Media Inc. is a member of EQUIFAX Credit Services. All information about receivables is recorded in the international credit files.





<u>Sign Media Canada's website</u> provides sign and graphics professionals with breaking industry news, project spotlights and installations as well as industry appointments, and events. Advertising on our website can significantly increase your exposure to decision makers who refer to our site when sourcing the latest technologies, best practices and news.

- Leaderboard (728 x 90 pixels): \$1,685/month Big Box (300 x 250 pixels): \$1,360/month
- **Specifications**
- Maximum file size: 150 kB, 72 dpi, RGB
- Accepted formats: GIF, JPEG, and third-party tags
- Advertiser to provide URL

Click image to view interactive sample.







We pride ourselves on being able to deliver the best digital options for your marketing programs. These online High Impact ad units produce superior results than standard ad sizes, providing you with:

- Larger, interactive image area
- A more dynamic viewer experience
- Stronger engagement
- Higher brand interaction
- More clicks

Mobile Revealer

Exclusive banner (300 x 600 pixels) that is revealed between content when scrolling on a mobile device.

Rate: \$970/month

Wallpaper

Desktop: 1920px by 1080px, 200px by 625px left and right

side bar live areas

Mobile: 320px by 50px

Rate: \$4,355/month

Specifications

Maximum file size: 72 dpi, RGB

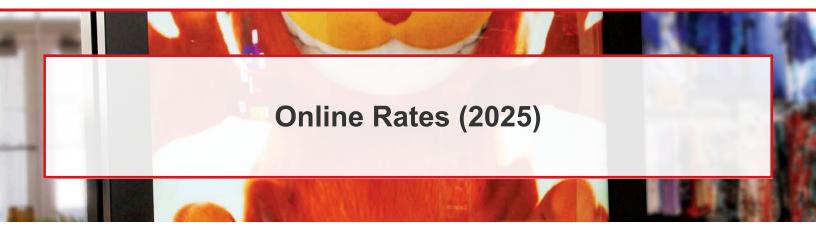
Accepted formats: GIF, JPEG, and third-party tags

Advertiser to provide URL

Click image to view interactive sample.







Ad Type	Rate	Per
<u>Leaderboard</u>	\$ 1,685	Month
Big Box	1,360	Month
<u>Wallpaper</u>	4,355	Month
Mobile Revealer	970	Month
<u>Demo-Cast</u>	4,090	Broadcast
Branded News	1,380	Month
Branded Features	1,645	12 Months
E-Broadcast	3,695	Broadcast
E-Newsletter Sponsorship	2,330	Broadcast
<u>Digital Edition Sponsorship</u>	2,410	Issue
<u>Products</u>	205	Month

Click to download Mechanical Specifications

Volume advertising discounts available. Charges are for advertising space only. If applicable, taxes, bank fees (for wire transfers), production charges, or any other sundry cost incurred will be added to the advertising rate.

Cancellation of display advertisements must be provided in writing at least 5 days prior to the posting date. After this time they are non-cancellable. Sponsored newsletters and e-broadcast dates are exclusive to one advertiser and thus are non-cancellable at any time.

Contract Guarantees

Ad rates are protected on the basis of the rate card in force on the date of first insertion and for a period of 12 months following.

The publisher reserves the right to place the word "advertisement", "branded" or "sponsored" with copy which, in our opinion, resembles editorial content.

Advertisement size may not be changed after posting date. The publisher requests that electronic files be submitted in an approved format. All extra work/material required to make artwork suitable for posting is chargeable at current production rates.

All changes to the supplied advertising material must be provided in writing and 5 business days prior to the posting date.

Advertisers and/or agencies are responsible for all collection fees and/or legal fees should advertiser and/or agency default in payment of advertising bills. Advertiser will be held responsible for total due amount should agency default on a payment.

Protective Clause

Kenilworth Media Inc. reserves the right to alter or reject any copy which it feels is not in keeping with publication standards. Advertisers and/or their agencies assume responsibility for any and all claims arising therefrom made against the publisher, and agree to hold the company harmless.

Payment Terms

Net 30 days from date of invoice. 2% per month finance charges on past due balances. Advertisements originating outside of the U.S. or Canada must be prepaid. Extension of credit is subject to the approval of the credit department. First-time advertisers will be required to provide credit information or prepayment due no later than 5 business days prior to the posting date.

Kenilworth Media Inc. is a member of EQUIFAX Credit Services. All information about receivables is recorded in the international credit files.





Simply put, a Demo-Cast is a live presentation; your own teleconference with *Sign Media Canada* subscribers interested in learning about your products. This interactive presentation enables you to present your products as if you are in front of a large group of prospects at a trade show, and to answer their questions in real time!

Each Demo-Cast package includes:

- A 3-week Marketing program (shared email broadcasts, weekly newsletter, and via social media announcements) to promote your event and build registration
- Set-up and delivery support of your 10 to 20-minute presentation
- A 5-minute Q & A session with attendees
- The full registrant list as qualified leads following the Demo-Cast
- Your Demo-Cast archived on our site for a one-year period

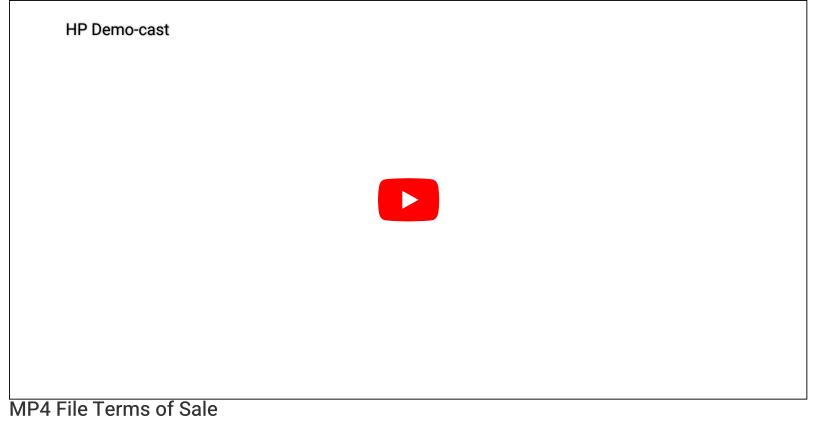
All you need to do is present, and we'll do the rest! We'll even perform a dry run with you one week prior to ensure seamless delivery on the day of your Demo-Cast.

Price: \$4,090

Add the edited MP4 file: \$750

Deliverables

- Company logo
- Name and image of the product you are presenting
- A brief description of the product (150 words)
- Seed questions you want to answer about the product (1 or 2)
- Headshots, names and titles of those presenting



Kenilworth Media Inc., publishers of Pool & Spa Marketing, will provide clients with a link to the recorded Demo-Cast at no-charge. An MP4 recording of the Demo-Cast is also available to customers for an additional fee of \$750, plus applicable taxes. This fee includes an Official Release allowing customers to re-use and re-purpose the video in an unaltered fashion for both internal and/or external non-promotional or promotional purposes. As such, the Demo-Cast may only be used "as is" and may not be edited through additions or deletions to the original version of any kind, with the exception of any length excerpt(s) taken from the original, as long as these excerpts are not altered in any way or used to misrepresent or otherwise mislead viewers as to what was shown and said in the original Demo-Cast.





Branded News promotes new product launches as well as new resources, such as literature, websites, and software. Marketers receive a dedicated content page that is promoted via:

- Home Page
- **News Section**
- E-Newsletter
- Social Media

Deliverables

- Headline (up to 10 words)
- 200 words of supplied text (including hyperlinks)
- Two images







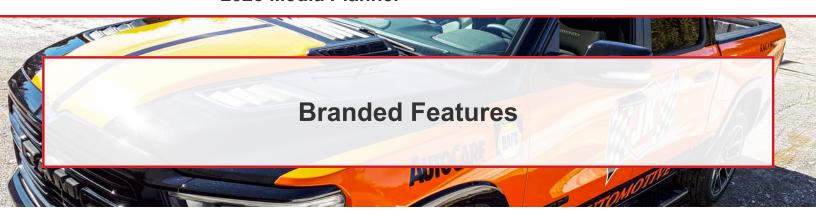
Rate

\$1,380 per posting/month

Specifications

- Accepted text formats: Doc, Docx, Txt
- Accepted image formats: GIF, JPEG, and PNG, 72 DPI, up to 250 kb per image
- Advertiser to provide URL(s)





Branded Features appear alongside trusted and topical **Sign Media Canada** content. Archived for one year, and free from other advertisements, this dedicated content page is searchable and indexed by category. It may contain multiple images and/or video treatments, and is promoted via:

- I. Home Page
- 2. Features Section
- 3. E-Newsletter
- 1. Social Media

Deliverables

- Headline (up to 10 words)
- 4000 words of supplied text (including hyperlinks)
- Multiple images
- Graphs and charts
- YouTube/Vimeo URLs







Rate

\$1,645 per posting/year

Specifications

- Accepted text formats: Doc, Docx, Txt
- Accepted image formats: GIF, JPEG, and PNG, 72 DPI, up to 250 kb per image
- Accepted video formats: YouTube, Vimeo
- Advertiser to provide URL(s)





Promote specific products in context with relevant editorial features. This ensures you are reaching the right decision makers at the right time. All our articles are searchable by keyword/product category and so are the advertised products. Advertised products are displayed with relevant editorial based on your provided keywords.

Marketers receive up to three product profiles which are promoted via:

- Home Page
- Features Section related products are served in context with user-selected content and appear alongside technical articles with similiar themes
- Product Section searchable by category and keyword







Rate: \$205 per month (minimum three month purchase)

Book and prepay for your annual <u>product portfolio</u> now and receive three product profiles per month instead of one at a discounted rate of \$1,000/year.

Deliverables

Go to **Post a Product** and create your product profile.

- Product name up to 10 words
- Up to 200 words of text
- One product image (GIF, JPEG, PNG, 72 dpi, max 500 kb)
- Up to 5 hyperlinks (product spec sheets, catalogues, videos, etc.)
- Contact info (telephone, e-mail, website)





E-broadcasts deliver instant access to a targeted audience, and are effective in lead generation and driving traffic directly to your website. Your customized e-broadcast allows you to reach the professionals responsible for sourcing/recommending your products or services.

Reach: 11,000 recipients

Rate: \$3,695

Lead generation programs are available for all custom e-mail broadcasts. Ask us how we can help you get more out of your broadcasts!

Specifications

- HTML, including embedded hyperlink(s) and images
- Subject line
- List seeds
- Maximum width 750 pixels



Sign me up!

Your single source for signage solutions

gn Media Canada is pleased to present the following opportunity for our readers. Sign Media Canada does not endorse th



Lorem ipsum dolor sit amet, consectetur adipiscing elit. Aliquam nec lectus erat. Nullam viverra augue eget mi imperdiet, hendrerit sollicitudin diam mollis. Fusce vulputate ligula non dolor pretium, a luctus ex tempus. Aliquam consectetur vulputate vehicula. Pellentesque non semper justo.

Cras venenatis ante sagittis elit ullamcorper consequat. Phasellus eget quam id velit hendrerit commodo eu vel tellus. Sed fringilla vitae tellus vel posuere. Sed nec orci vel massa ornare aliquet. Cras orci lectus, venenatis sit amet bibendum nec, consequat eget ante. Nam dictum a quam quis lobortis.

Donec laoreet, metus vitae mollis condimentum, risus magna posuere neque, ac auctor sapien purus eu mi. Nullam sed sodales neque. Aenean nec tincidunt mi. Nunc vitae feugiat mi. Integer vitae teilus interdum, malesuada massa sit amet, mollis augue. Sed condimentum felis felis, non luctus lectus finibus eget. Aliquam cursus, nunc et placerat fermentum, dolor nunc lacinia teilus, a scelerisque enim quam a urna.

Maecenas egestas tortor est, ac malesuada erat blandit sit amet. Quisque sollicitudin cursus ex, sed consequat nisi volutpat ut. Maecenas congue nisi volutpat commodo porta. Quisque pharetra ipsum elit, nec sagittis tellus tempus ut. Maecenas non lectus ut nunc sodales aliquet. Nam tincidunt erat ut.

Learn More



E-Newsletter Sponsorship

Featuring breaking news from Canada's sign and graphics industry, **Sign Media Canada**'s e-newsletter, **Sign Posts**, is delivered twice a month and e-mailed to 10,000* industry professionals. E-newsletter sponsors receive two exclusive 'above-the-fold' advertising positions.

Leaderboard (728 x 90 pixels)

Big Box (300 x 250 pixels)

Reach: 12,000 recipients

Frequency: Bi-monthly

Rate: \$2,330/newsletter Deliverables

Leaderboard (728 x 90 pixels)

Big Box (300 x 250 pixels)

Specifications

Maximum file size: 150 kB, 72 dpi, RGB

Accepted formats: GIF, JPEG, and third-party tags

Advertiser to provide URL

1. Leaderboard

SIGN <mark>POSTS</mark>

ought to you by **signmedia**

August 26, 2024



Alberta college unveils Pride mural to promote diversity and inclusion



Your Branded News title goes here SPONSORED

SPONSORED
Body of your Branded News. Lorem ipsum
dolor sit amet, consectetur adipiscing elit.
Aliquam nec lectus erat. Nullam viverra
augue eget mi imperdiet, hendrerit
sollicitudin diam mollis.

BUY & SELL



54-Inch VG-2 ormat Digital lodel: ROLAND RIAL # KEH1003 on: Used



Roll to F Make/M RSM-51 Condition



Make/Model: Gessner RSM-510 Condition: Used Price: \$25,000.00 CAD

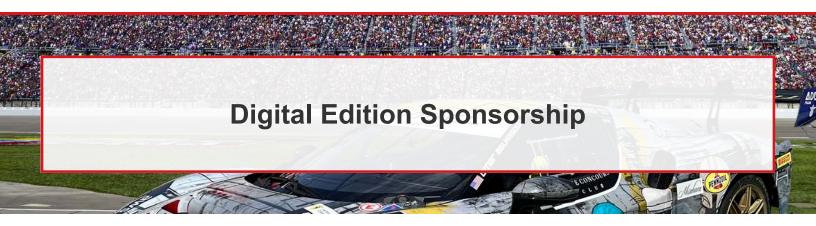
2. Big Box



Calgary's new 'Pride in Bloom' mural celebrates queer resilience

The "Pride in Bloom" mural by Kat Simmers, located at Arlington House, highlights 2SLGBTOIA+ resilience and growth through vibrant native wildflowers in Pride colours.





Sign Media Canada's Digital Edition is a fully interactive, digital replica of the printed magazine. Digital Edition sponsorship is an exclusive opportunity to engage with today's increasing number of signage professionals reading magazines on computers, tablets, and other mobile devices. Digital Edition sponsors receive:

- Full-page ad placed adjacent to the front cover.
- Exclusive top-of-page banner, visible on every page.
- . Promotion in our Digital Edition notification e-mail including your logo and 300-word profile
- Bi-monthly promotion to over 12,000 E-Newsletter recipients.

Rate: \$2,410/issue



No office Natural De. No office Natural De. No office Natural De. The September 2004 issue of Sign Media Conada is now available! Here are some of the hosture articles you self find inside. The screenprinting playbook The planning and payoff of a DOOH campaign Toy Story: Renewed fun with a new sign Conceptualizing, producing, and installing a billboard on wheels Evyne! Sponsor's Logo Loren spuin book is aren; consecutor adjoining etc. Abguien not locus erai; fullam whens augus egent in improve, section is adjusted and much. These objoined byte not data persum, a house or egent in improve, between is adjusted and much. These objoined byte not data persum, a house or egent in improve, between is adjusted and much. These objoined byte not data persum, a house or egent in improve, between its discussion dam much. These objoined byte not data persum, a house or egent in improve, between its discussion dam much. These objoined byte not data persum, a house or egent in the second of the control of the second of the second

Deliverables

- Logo (200 x 150 pixels)
- Full-page ad (500 x 660 pixels)
- Banner (900 x 60 pixels)
- 300-word company profile/description

Specifications

- Maximum file size: 72 dpi, RGB
- Accepted formats: GIF, JPEG, and third-party tags
- Advertiser to provide URL





Sign Media Canada offers the opportunity to publish special focus e-books on our most sought-after topics, curated by our editorial staff and e-mailed to more than 12,000 readers. Signmakers with a specific interest in solutions within your area of expertise will be reading this e-book. Secure your exclusive sponsorship and be seen as the leader in your market segment.

Each e-book is promoted via:

- E-broadcast notification
- Home page placement
- Newsletter
- E-book page monthly feature
- Social Media (Twitter)

Rate: \$5,860



Click image to view interactive sample

Deliverables

Up to five ads:

Half page: 5.6" x 7" @ 300dpi Full page: 11.2" x 7" @ 300dpi

No bleed required

Company Logo (Minimum 2" x 1" @ 300dpi)





Why do research?

Market intelligence is more important now than ever before. Conducting a research project uncovers the data necessary to make informed business decisions on issues such as:

- Brand awareness and market position
- Market changes
- Customer market insights
- · Validating market assumptions
- Measuring the effectiveness of marketing initiatives
- · Identifying new opportunities
- Market insights on new and existing products

Why do custom market research with us?

We deliver third-party managed research which means it can be conducted with or without respondents being aware of who the research is being conducted by to eliminate unbiased results.

You reach our full audience. One of the greatest factors impacting the success of any research project is the ability to get enough responses for meaningful results. We take this issue off the table with a marketing strategy that ensures the results will be statistically valid.

Delivery of the survey is to recipients who we are engaged with us already. This means the expected results will be higher than sending standalone surveys out to potential respondents who don't have a connection to who is delivering it.

Custom research can be a great lead generation tool when incentives are added to gather respondents' contact information...anyone who takes the time to provide you with their responses and information is a highly qualified lead.

We provide a turnkey research solution to fit your needs...from working with you on developing survey questions to delivering the final report, we take the work off your hands.

Ranging from economical online polls to full market studies, we have research options to fit any budget!





Looking for a better way to engage customers and prospects?

A sponsored webinar could be your solution!

Webinars are one of the best options for content marketing and promoting your expertise in providing solutions to the market. They are also a valuable lead generation tool as people who are willing to dedicate the time to participate are highly qualified.

We make executing them simple by doing all the marketing, hosting and logistics involved. You only need to supply the presenter and the content.

- Webinar length is a maximum of 60 minutes (including a 10-15 minute Q&A session).
- We will assist in copy review, supply the moderator and provide the expertise to assure a successful event.
- Each webinar is supported by a custom marketing campaign to achieve the best result and includes an online landing page, E-newsletter promotion, dedicated targeted email broadcasts, promotion through social media channels and your event is featured on our website home page and webinar section.
- We will supply you with a registration broadcast HTML so you can promote the webinar to your customers.
- You have the opportunity to get valuable feedback by asking participants two openended polling questions during the live webinar and two multiple-choice questions in the postwebinar survey.
- ✓ You have the option of running a 30 second pre-roll commercial at the beginning of the webinar or a full page static slide.
- √ Full analytics reporting including contact information for registrants and attendees will be supplied within a week following the live webinar.

√ We will also host the finished webinar (webcast) on our website for 12 months following the
live webinar and provide ongoing marketing throughout the year.

Rate: \$6,490 (topic subject to approval)

Add the edited MP4 file: \$750

MP4 File Terms of Sale

Kenilworth Media Inc., publishers of Pool & Spa Marketing, will provide clients with a link to the recorded Webinar at no-charge. An MP4 recording of the Webinar is also available to customers for an additional fee of \$750, plus applicable taxes. This fee includes an Official Release allowing customers to re-use and repurpose the video in an unaltered fashion for both internal and/or external non-promotional or promotional purposes. As such, the Webinar may only be used "as is" and may not be edited through additions or deletions to the original version of any kind, with the exception of any length excerpt(s) taken from the original, as long as these excerpts are not altered in any way or used to misrepresent or otherwise mislead viewers as to what was shown and said in the original Webinar.