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## We're Open for Business

The new state-of-the-art Presentation Centre at the corner of Kennedy and Denison is now open.

This innovative, one-of-a-kind facility showcases the best The Remington Centre has to offer. Visitors will enter this expansive space through a two-story, naturally lit reception area. The main show room features interactive screens, which provide key information about The Remington Centre, The Remington Group and the City of Markham. Multiple "liquid display" touch screens enable visitors to take a stroll through the centre – to get a real look and feel of all aspects of the centre's innovative design.

Sales Assist Kiosks will provide visitors with a visual, interactive overview of available space, and a sales representative can help them determine which unit best meets the requirements of their business.

To date, over 600 units at The Remington Centre have been sold – representing almost 80% of the units available for sale. Major financial institutions, such as HSBC and BMO have already made a commitment to The Remington Centre, as well as quick service restaurant giant, McDonalds.

### PRESENTATION CENTRE

75 Amarillo Avenue – northwest corner of Kennedy and Denison

If you would like more information or to make an appointment, please contact our Sales and Leasing Specialists at 905.948.8288 or [info@remingtoncentre.ca](mailto:info@remingtoncentre.ca)

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## We're in the News

In December two publications reported on the new installation at Market Village and received an update on recent developments at The Remington Centre.

### Markham Economist and Sun

**Sean Lawrence**, a partner at Kohn Partner Architects spoke with the Markham Economist and Sun on December 24, 2012  
[yorkregion.com](http://yorkregion.com)

### Sing Tao

**Wayne Chan**, VP Commercial & Residential Property Investments, The Remington Group, spoke with Sing Tao on December 14, 2012  
[singtao.ca](http://singtao.ca)

## Changes in Retail – What's Coming!

Here are some of the key developments in retail for 2013 that will continue to change the landscape of the industry.

### Customers are educated and prepared.

Many customers have done their research before they walk into a retail store. Sales associates need to be more knowledgeable than ever about product.

### Less is more.

Customers are easily distracted and frustrated with too many choices. Retailers should take a minimalist approach to stocking their shelves.

### Customers have blinders.

Often consumers will be focused on the device in their hand, so retailers must find ways to break through the electronic wall. Sales associates need to connect quickly with these customers.

### Product, product, product.

As opposed to the old saying "location, location, location," with many different buying avenues, retailers must focus now on product. A differentiated product strategy will help retailers stand out.

### Individual attention.

While many transactions are now online and big retailers are replacing the smaller, local ones, consumers are seeking familiar faces who can pay attention to what their individual needs.



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