

2012 EDITORIAL CALENDAR

ISSUE	EDITORIAL	BONUS DISTRIBUTION
<p>JANUARY</p> <p>AHR Expo Show Issue Ad Closing: Dec. 1, 2011 Materials Due: Dec. 5, 2011</p>	<ul style="list-style-type: none"> ◆ Previewing the new products to be shown at the 2012 AHR Expo ◆ Seminars and issues to be discussed at the show ◆ The latest industry news and events 	<ul style="list-style-type: none"> ◆ AHR Expo, Jan. 23-25, Chicago, IL
<p>FEBRUARY</p> <p>Energy Efficiency, HVAC Maintenance and Metal Roofing Ad Closing: Jan. 2, 2012 Materials Due: Jan. 6, 2012</p>	<ul style="list-style-type: none"> ◆ Products to improve energy efficiency ◆ Preview of the International Roofing Expo in Orlando, FL ◆ Energy auditing trends 	<ul style="list-style-type: none"> ◆ Int'l Roofing Expo, Feb. 22-24, Orlando, FL
<p>MARCH</p> <p>SNIPS' 80th Anniversary / Indoor Air Quality Ad Closing: Feb. 1, 2012 Materials Due: Feb. 6, 2012</p>	<ul style="list-style-type: none"> ◆ SNIPS celebrates eight decades of sheet metal and HVAC news ◆ Issues affecting IAQ ◆ Preview of NADCA, ACCA and MCAA conventions 	<ul style="list-style-type: none"> ◆ ACCA, Mar. 5-8, Las Vegas, NV ◆ MCAA, Mar. 18-22, Orlando, FL ◆ NADCA, Mar. 19-22, Puerto Rico ◆ SMACNA Chicago, Mar. 27, Chicago, IL
<p>APRIL</p> <p>Sheet Metal Machinery Ad Closing: Mar. 1, 2012 Materials Due: Mar. 6, 2012</p>	<ul style="list-style-type: none"> ◆ Newest machines for the HVAC and sheet metal industries ◆ Unique applications and designs ◆ How contractors are using sheet metal machinery on projects 	
<p>MAY</p> <p>Software Showcase / Building Information Modeling Ad Closing: Apr. 2, 2012 Materials Due: Apr. 5, 2012</p>	<ul style="list-style-type: none"> ◆ Listings of the latest software for HVAC and sheet metal ◆ Tips and trends in using BIM methods ◆ How contractors are using new technology to succeed 	
<p>JUNE</p> <p>Duct Fabrication and Installation Ad Closing: May 1, 2012 Materials Due: May 7, 2012</p>	<ul style="list-style-type: none"> ◆ The latest in metal and non-metal duct products ◆ Tips on improving fabrication and installation ◆ Project profiles 	<ul style="list-style-type: none"> ◆ Florida Roofing Show, Jun. 27-30, Orlando, FL

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<p>JULY</p> <p>Green Product Showcase Ad Closing: Jun. 1, 2012 Materials Due: Jun. 6, 2012</p>	<ul style="list-style-type: none"> ◆ A listing of environmentally friendly products, manufacturers and associations ◆ Profiles of U.S. Green Building Council LEED-certified projects ◆ Industry news about green building markets and sustainability 	
<p>AUGUST</p> <p>Buyers Guide Ad Closing: Jul. 2, 2012 Materials Due: Jul. 6, 2012</p>	<ul style="list-style-type: none"> ◆ Annual listing of industry suppliers ◆ Cross-referenced with sheet metal and HVAC products ◆ Includes trade names 	
<p>SEPTEMBER</p> <p>NEW! Air Distribution and Ventilation/ Tool and Test Instrument Showcase Ad Closing: Aug. 1, 2012 Materials Due: Aug. 6, 2012</p>	<ul style="list-style-type: none"> ◆ Products that aid in moving air ◆ The latest in tools and test instruments ◆ Projects where airflow was critical 	
<p>OCTOBER</p> <p>SMACNA and HARDI Conventions / Residential Work Ad Closing: Sep. 4 2012 Materials Due: Sep. 6, 2012</p>	<ul style="list-style-type: none"> ◆ Issues concerning the residential HVAC contractor ◆ Previewing HARDI, SMACNA and Metalcon ◆ Sheet metal trends in construction 	<ul style="list-style-type: none"> ◆ HARDI, Oct. 6-9, Orlando, FL ◆ Metalcon, Oct. 9-11, Chicago, IL ◆ SMACNA, Oct. 14-17, Las Vegas, NV
<p>NOVEMBER</p> <p>Architectural Sheet Metal / Commercial & Institutional Projects Ad Closing: Oct. 1, 2012 Materials Due: Oct. 5, 2012</p>	<ul style="list-style-type: none"> ◆ Profiles of architectural sheet metal companies and projects ◆ Commercial work ◆ Fabrication challenges 	<ul style="list-style-type: none"> ◆ Fabtech, Nov. 12-14, Las Vegas, NV
<p>DECEMBER</p> <p>2013 State of the Industry Report Ad Closing: Nov. 1, 2012 Materials Due: Nov. 5, 2012</p>	<ul style="list-style-type: none"> ◆ Where the sheet metal industry will be in 2013 ◆ Predictions on new technologies: geothermal, solar, wind ◆ An economic look at the year ahead 	