



# 2012 INDUSTRY WEEK

## 1<sup>st</sup> Quarter Editorial Highlights

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The IW editorial team is working on the following stories for the **1st quarter 2012**. If you have information or a case study that can help shape these articles, contact the IW editor listed at the bottom of the feature/department before the editorial date listed. Please remember to include your contact information. (NOTE: Do not submit finished articles for publication in the magazine. Editors will not be able to use everything received.)

To submit articles for publication on [IndustryWeek.com](http://IndustryWeek.com), please send queries first to Adrienne Selko, IW eMedia Editor at [aselko@industryweek.com](mailto:aselko@industryweek.com).

AD CLOSE: 12/21/11    AD MATERIALS DUE: 12/29/11    MAIL DATE: 1/16/12  
Bonus Distribution: ARC World Industry Forum, February 6-9, Orlando, FL  
Pacific Design & Manufacturing, February 14-16, Anaheim, CA

## January Features

### Signature Franchise: IW Best Plants

The IW Best Plants program recognizes 10 plants from across North America for their best practices in quality, employee motivation, inventory management and other key performance indicators. IW spotlights the 10 winners and their strategies for continuous improvement in this popular special series of articles. The IW Best Plants program is an institution in manufacturing, offering a benchmarking template for other companies to measure their performance against. This special feature also offers a preview of the 2012 IW Best Plants Conference, to be held April 23-25 in Indianapolis.

*If you have an idea for this article, please contact Senior Editor Jill Jusko, [jjusko@industryweek.com](mailto:jjusko@industryweek.com)*

### 2012 Manufacturing Outlook

After a solid run of manufacturing growth, the outlook for 2012 is uncertain at best. Troubles in Europe, a slowdown in Asia and political stalemate at home all pose potential concerns for U.S. manufacturers. Our field report of manufacturing leaders, economists and analysts provides a view into the turbulent year ahead and what moves manufacturers should be making now to strengthen their operations.

*If you have an idea for this article, please contact Executive Editor Steve Minter, [sminter@industryweek.com](mailto:sminter@industryweek.com).*

### Squeezing New Productivity Out of Mature Technology

New collaborations in the material handling industry are resulting in fresh approaches to a chronic problem both in transportation and distribution: the need to preserve revenue while increasing productivity. This article offers PepsiCo as an example of how an end user formed a new logistics business using transportation management software. We'll show how new business relationships are affecting product and information flows inside company walls as well.

*If you have an idea for this article, please contact Contributing Editor Tom Andel, [tom.andel@penton.com](mailto:tom.andel@penton.com).*

Editorial content subject to change without notice.

If you have an idea for an article, please contact Executive Editor Steve Minter, [sminter@industryweek.com](mailto:sminter@industryweek.com).

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## February Features

AD CLOSE: 1/23/12    AD MATERIALS DUE: 1/27/12    MAIL DATE: 2/16/12  
Bonus Distribution: Design & Manufacturing Texas, March 14-15, Fort Worth, TX

### Japan Revisited

In the 1980s, some U.S. politicians and businesses feared that Japan Inc. was going to destroy the U.S. manufacturing sector. While that didn't come to pass, the earthquake and tsunami in Japan served to highlight how interconnected the U.S. and Japanese manufacturing communities are. IndustryWeek examines the true impact Japan has had on U.S. manufacturing and, drawing parallels to China today, what industries have been most impacted by Japanese companies and products.

*If you have an idea for these articles, please contact Managing Editor Jonathan Katz, [jkatz@industryweek.com](mailto:jkatz@industryweek.com).*

### The Future of Robotics

From "I Robot" to "Terminator," our society has had a fascination with robots – eagerness to see robots take over dangerous or repetitive tasks and fear that their growing capabilities could wipe out jobs. IndustryWeek reports on the cutting edge technologies being employed in robotics, what new manufacturing applications they are being used in and how U.S. robotics firms are faring in global competition for advanced manufacturing.

*If you have an idea for this article, please contact Senior Editor Josh Cable, [jcable@industryweek.com](mailto:jcable@industryweek.com).*

### Five Key Factors for Locating Your Plant

Deciding where to locate a new plant or to relocate an existing operation is a complex task, with potentially hundreds of millions of dollars at risk. Factors in the decision can range from transportation access to workforce availability to state and local financial incentives.

*If you have an idea for these articles, please contact Executive Editor Steve Minter, [sminter@industryweek.com](mailto:sminter@industryweek.com).*

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## March Features

AD CLOSE: 2/23/12    AD MATERIALS DUE: 2/27/12    MAIL DATE: 3/15/12

### **SIGNATURE FRANCHISE: 2012 Manufacturing Salary Survey**

Few topics are as emotionally charged as employee compensation, particularly during a time in which the manufacturing workforce is continually being compelled to do more with less. In this March feature, IndustryWeek will share the results of its salary survey of manufacturing management and illustrate the impact seniority, title, location and other demographics have on these dollar figures. Even more, this feature will address how compensation issues influence the U.S.' ability to develop top-notch manufacturing talent.

*If you have an idea for this article, please contact Senior Editor Jill Jusko, [jjusko@industryweek.com](mailto:jjusko@industryweek.com).*

### **Nearshoring: The Mexican Connection**

With shipping, labor and other costs rising in China and other Asian countries, U.S. manufacturers are re-examining where they will source their products. Mexico figures prominently in their plans because of its close proximity to the U.S., but will drug-related prove a deterrent to more U.S. investment? IndustryWeek looks at how manufacturers are weighing the attractiveness of our neighbor to the south, and what steps they should take to mitigate the risks.

*If you have an idea for this article, please contact E-media Editor Adrienne Selko, [aselko@industryweek.com](mailto:aselko@industryweek.com).*

### **Aerospace Suppliers Poised for Takeoff**

Boeing's latest market outlook predicts that the world will need 33,500 new passenger airplanes and freighters over the next 20 years. We talk to manufacturers, analysts and other aerospace experts who delve into the supply chain to determine which suppliers are likely to benefit most from the surging demand for aircraft.

*If you have an idea for this article, please contact Senior Editor Josh Cable, [jcable@industryweek.com](mailto:jcable@industryweek.com).*

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# 2012 INDUSTRYWEEK Monthly Editorial Columns

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## Monthly Columns

### FINANCE

As manufacturing executives have learned all too well, running a company or a plant depends heavily on having access to capital and maintaining a steady cash flow. In this new regular column, IW will offer best practices, research and trend information on topics related to the financial management of a manufacturing organization, including cash management, budgeting, financial reporting, taxes, software solutions and regulatory issues.

If you have an idea for this department, please contact Contributing Editor Dave Blanchard, [dblanchard@industryweek.com](mailto:dblanchard@industryweek.com).

### CONSIDER THIS

This monthly column offers business leaders, engineers, lawyers, government officials, consultants and others the opportunity to share their ideas, insights and opinions about topics of interest to manufacturers. These 600-to-700 word original columns can tackle topics from the highly technical to the whimsical.

If you have an idea for this column, please contact Executive Editor Steve Minter, [sminter@industryweek.com](mailto:sminter@industryweek.com).

### IW 50 PROFILE

Each month, IW highlights a high-performing company in a different manufacturing sector based on the IW 50 Best Manufacturing Companies list compiled annually.

If you have an idea for this department, please contact Managing Editor Jonathan Katz, [jkatz@industryweek.com](mailto:jkatz@industryweek.com).

### EXPANSION MANAGEMENT

Follow the renaissance of North American manufacturing as we report on the development of new manufacturing clusters and facilities. IW will profile areas with significant growth of industry clusters such as aerospace or alternative energy, new facilities and significant additions and investments being made to attract and retain manufacturing.

If you have an idea for an article, please contact Senior Editor Josh Cable, [jcable@industryweek.com](mailto:jcable@industryweek.com).

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If you have an idea for an article, please contact Editor-Chief Steve Minter, [sminter@industryweek.com](mailto:sminter@industryweek.com).

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