

2012

CONTRACTING BUSINESS.COM

Issue	Residential Market Focus	Commercial Market Focus	Close & Materials Due	TECHNOLOGY SHOWCASE: Residential & Commercial – Each month on a first come, first served basis
JAN <small>FREE AIM Readership Study*</small>	<ul style="list-style-type: none"> Economic Overview Business Survival: Overcoming the Economy 	<ul style="list-style-type: none"> AHR Pre-Show Coverage Economic Overview Evolution of Design/Build 	12/27/11 12/30/11	COMMERCIAL UNITARY: Chillers, VRF Systems, Applied Equipment RESIDENTIAL AIR CONDITIONING: Ducted Systems, Heat Pumps, Geothermal, Hybrid Systems
FEB	<ul style="list-style-type: none"> Residential Contractor of the Year Performance Pricing/Pay Systems 	<ul style="list-style-type: none"> Alternative Energy Projects Refrigeration Executives Roundtable 	1/18/12 1/20/12	COMMERCIAL HYDRONICS: Hydronic Boilers, Burners, Fan Coils, Controls, Pumps/Circulators RESIDENTIAL CONTROLS: Controls and Thermostats, Zone and Solar Controls
MAR	<ul style="list-style-type: none"> Plan for Profits: 10 Tips for Growth Social Media Marketing 	<ul style="list-style-type: none"> AHR Post-Show Review Commercial Contractor of the Year Evolution of Design/Build 	2/11/12 2/15/12	COMMERCIAL & RESIDENTIAL AIR DISTRIBUTION: Grilles, Registers, Louvers, Air Handlers, Fans, Fan Systems, Dampers, Ventilation Products
APRIL	<ul style="list-style-type: none"> Annual Service Issue Annual Air Conditioning Guide How to Sell Geothermal 	<ul style="list-style-type: none"> Retro-Commissioning Paying Commercial Salespeople 	3/15/12 3/17/12	COMMERCIAL ROOFTOPS: Dual-fuel, Built-up, Central Station, Heat Pumps & Air Conditioning Equipment RESIDENTIAL TOOLS & INSTRUMENTS: Gauges, Hand Tools, Multimeters, Anemometers, Air Hoods, Tool Bags, Diagnostics
MAY	<ul style="list-style-type: none"> Software Resource Guide Solar Systems 101 Employee Recognition Programs 	<ul style="list-style-type: none"> Refrigeration Contractor of the Year Refrigeration Executives Roundtable 	4/15/12 4/19/12	COMMERCIAL & RESIDENTIAL SOFTWARE: Design & Engineering Software, BIM Software and Products, Smartphone Apps, Estimation Software, Business/Service/Sales Management Software
JUNE	<ul style="list-style-type: none"> Total Comfort Issue Industry Executive Roundtable Making Energy Part of Your Business 	<ul style="list-style-type: none"> Growth Through Mergers & Acquisitions Commercial Contractors to Watch 	5/16/12 5/18/12	COMMERCIAL REFRIGERATION: Recycling Equipment, Display Cases, Ice Machines, Coolers, Freezers RESIDENTIAL AIR CONDITIONING: Non-ducted Air Conditioning, Heat Pumps
JULY	<ul style="list-style-type: none"> Quality Home Comfort Awards Woman of the Year 	<ul style="list-style-type: none"> Selling HVAC to the Government Safety in Commercial Contracting 	6/13/12 6/15/12	COMMERCIAL & RESIDENTIAL: Coil Cleaning Chemicals, Water Tower Agents, Odor Blocking Chemicals, Compressor System Cleaning Kits
AUG <small>FREE AIM Readership Study*</small>	<ul style="list-style-type: none"> HVACR Week Show Issue The New Workforce Franchising as an Option 	<ul style="list-style-type: none"> Refrigeration Executives Roundtable Efficiency with Induction Units & Chilled Beam Technology 	7/20/12 7/22/12	COMMERCIAL: Motors and Drives: Variable Speed, Variable Frequency, Controllers, Starters, Hermetic, Linear RESIDENTIAL: IAQ Monitoring and Detection Equipment & Products
SEPT	<ul style="list-style-type: none"> Annual Heating Guide Electricity Basics Part I 	<ul style="list-style-type: none"> Exit Strategies Financing Projects: Where's the Money? 	8/15/12 8/17/12	COMMERCIAL & RESIDENTIAL IAQ: Humidifiers/Dehumidifiers, ERVs, HRVs, UV Lights, Filters, Filtration Systems, Duct Cleaning Equipment, Instruments and Testers
OCT	<ul style="list-style-type: none"> Technical Recruiting Electricity Basics Part II Refrigeration: What's on the Horizon? 	<ul style="list-style-type: none"> Design/Build Awards Issue Challenges of Running a Mid-Sized Company 	9/19/12 9/21/12	COMMERCIAL CONTROLS: HVAC Systems Controls and Control Systems, Zone Controls, VAV Controls, Facility Controls, Building Automation Systems, Energy Management Systems RESIDENTIAL HYDRONICS: Hydronic/Radiant Systems, Hot Water Heaters, Boilers, Pumps, Panels, Accumulators
NOV	<ul style="list-style-type: none"> HVAC Comfortech Post-Show Review Electricity Basics Part III Home Performance & the HVAC Contractor 	<ul style="list-style-type: none"> Commercial HVACR Symposium Review Demand Control Ventilation 	10/17/12 10/19/12	COMMERCIAL & RESIDENTIAL VALVES: Air, Check, Balancing, Shut-off, Discharge, Expansion, Flow Control, Gate, Line, Metering, Mixing, Needle, Pressure, Purge, Relief, Reversing, Solenoid, Temperature and Zone Control
DEC	<ul style="list-style-type: none"> Electricity Basics Part IV Healthcare in the 21st Century Building Value in the Business 	<ul style="list-style-type: none"> Refrigeration Executives Roundtable Part I (2013) 	11/16/12 11/18/12	COMMERCIAL & RESIDENTIAL TRUCKS: Vans, Pickups, Box, Truck Bodies, Truck Services Bodies, Trailers, Truck Accessories (Racks, Organizers, Tool Bins)

* Advertisers in the **January** and **September** issues will be included in Contracting Business.com's FREE AIM Readership Studies. Find out how well your advertising message resonates with contractors and get feedback from the people you are trying to reach!

Content Directory

MONTHLY EDITORIAL TOPICS

Air Distribution	Business Management	Commercial Comfort Products	Design/Build	Green Products	Hydronics/Radiant	Indoor Air Quality (IAQ)	Residential Comfort Products	Refrigeration/Refrigerant	Residential/Commercial Controls	Social Media/Search Engine Optimization	Test Instruments & Equipment	Training & Certification	Zoning Systems	Service Clinics	Bonus Distribution
●	●	●	●	●	●	●	●	●	●	●	●	●	●	Evaporative Cooling System Troubleshooting Tips	International AHR Expo
●	●	●	●	●	●		●	●	●					Proper Residential Air Balancing Techniques	ACCA Annual Meeting
●	●	●	●	●	●	●	●	●	●		●	●	●	Troubleshooting Electrical Zoning Systems	MCAA Annual Meeting
●	●	●	●	●			●	●		●	●			Compressor Changeouts: A Step-by-Step Guide	
	●	●	●	●		●	●	●				●	●	Troubleshooting Pneumatic Zoning Systems	RSES Annual Meeting in November
●	●	●	●	●	●		●	●				●		Distributed Refrigeration System Service Procedure	
	●	●	●	●	●	●	●	●	●	●				Hydronic Forced-Air Hybrid System Balancing	National Quality Home Comfort Awards Bonus Builder Distribution
●	●	●	●	●		●	●	●			●		●	Chilled Beam Service Process Checklist	HVAC Comfortech RSES Annual Meeting
●	●	●		●			●	●				●		Servicing Forced-Air Furnaces	MSCA Annual Meeting SMACNA Annual Meeting HARDI Annual Conference
●	●	●	●	●			●	●	●	●			●	Building Automation Systems Testing Process	AHRI Annual Meeting
●	●	●		●	●	●	●	●	●		●	●	●	Superheat and Subcooling: Proper System Charging	AHRI Annual Meeting
●	●	●		●			●	●						Solving Humidity Problems	AHRI Annual Meeting