

# Purchasing 2010

EDITORIAL & MARKETING CALENDAR



	JANUARY Ad Close: 12/10/09	FEBRUARY Ad Close: 1/14/10	MARCH Ad Close: 2/11/10	APRIL Ad Close: 3/11/10	MAY Ad Close: 4/08/10	JUNE Ad Close: 5/13/10	JULY Ad Close: 6/10/10	AUGUST Ad Close: 7/15/10	SEPTEMBER Ad Close: 8/12/10	OCTOBER Ad Close: 9/16/10	NOVEMBER Ad Close: 10/14/10	DECEMBER Ad Close: 11/11/10
FEATURES	<ul style="list-style-type: none"> <li>Tools and strategies for analyzing supplier health</li> <li>Special report: Contract-management software for tight budgets</li> <li>Purchasing's growing role in the services buy—marketing, legal, HR, contract labor, consulting, security services</li> </ul>	<ul style="list-style-type: none"> <li>Case histories in engineering/purchasing collaboration</li> <li>Supply chain management: going lean, but not too lean</li> <li>Technology skills buyers need to learn</li> <li>Spend-analysis software for tight budgets</li> <li>Call for nominations for Medal of Excellence and Supply Chain Manager of the Year</li> <li>Green directory of suppliers</li> </ul>	<ul style="list-style-type: none"> <li>MRO Buying Report</li> <li>Futures trading: Speculation = price fluctuation. Strategies and tools to help you control costs</li> <li>What purchasing can learn from the automotive bailouts</li> <li>Call for nominations for Medal of Excellence and Supply Chain Manager of the Year</li> <li>Teammates: Why and how purchasing and manufacturing are working together more closely</li> </ul> <p><b>ISM ANNUAL CONFERENCE PREVIEW</b></p>	<ul style="list-style-type: none"> <li>Supplier relationship management: The new look of supplier audits</li> <li>Software: The next big feature that will change purchasing</li> <li>E-procurement—the next generation</li> <li>A day in the life of a medical-industry buyer</li> <li>Call for nominations for Medal of Excellence and Supply Chain Manager of the Year</li> </ul> <p><b>SHOW ISSUE: ISM</b></p>	<ul style="list-style-type: none"> <li>How to manage quality through Six Sigma</li> <li>Big savings with p-cards</li> <li>Post-recession challenges for purchasing</li> <li>What buyers need to know about corporate finance</li> <li>Call for nominations for Medal of Excellence and Supply Chain Manager of the Year</li> </ul> <p><b>SHOW ISSUE: EDS</b></p>	<ul style="list-style-type: none"> <li>Industrial distribution report: How buyers rate distributor performance</li> <li>The buyer's role in a distributorship</li> <li>Inventory-management software</li> <li>Call for nominations for Medal of Excellence and Supply Chain Manager of the Year</li> </ul>	<ul style="list-style-type: none"> <li>The new look in supplier portals: e-business is getting easier</li> <li>What buyers need to know about engineering and product design</li> <li>Annual energy report</li> <li>10 tips to optimizing the logistics spend</li> <li>A day in the life of an OEM buyer</li> </ul> <p><b>COMPANY PROFILE ISSUE</b></p>	<ul style="list-style-type: none"> <li>Global sourcing: The new low-cost countries</li> <li>Business life as an ex-pat: Lessons from purchasing professionals working overseas</li> <li>Materials pricing forecast for 2011</li> </ul>	<ul style="list-style-type: none"> <li>New technology tools for purchasing: Smart phones and beyond</li> <li>Medal of Professional Excellence</li> <li>Procure-to-pay best practices</li> <li>What buyers need to know about project management</li> </ul>	<ul style="list-style-type: none"> <li>Supply chain manager of the year</li> <li>What makes a good business leader</li> <li>How distributors use technology to reduce supply chain costs</li> </ul> <p><b>SHOW ISSUE: NEDA CONFERENCE</b></p>	<ul style="list-style-type: none"> <li>Best practices in buying services</li> <li>Reviews of new purchasing software</li> <li>How to work with consultants (including a consultants directory)</li> </ul> <p><b>SPECIAL 95TH ANNIVERSARY ISSUE/SUPPLEMENT</b></p>	<ul style="list-style-type: none"> <li>Annual compensation report</li> <li>The top supply chain schools</li> <li>Buyers' pet peeves about suppliers</li> </ul>
METALS	<ul style="list-style-type: none"> <li>China's impact on metals market</li> <li>Nonferrous metals outlook for 2010</li> <li>Market update on copper and brass mill products</li> </ul>	<ul style="list-style-type: none"> <li>Stainless steel update</li> <li>Nickel update</li> </ul>	<ul style="list-style-type: none"> <li>The future of metals hedging</li> <li>Futures trading in steel</li> <li>Market update: aerospace metals</li> </ul>	<ul style="list-style-type: none"> <li>The credit impact on metals buying</li> <li>Post-recession trends in steel mini mills</li> <li>Market update: Steel rod and bars</li> </ul>	<ul style="list-style-type: none"> <li>Top 100 service centers</li> <li>Trends in metals distribution</li> <li>Market update: Steel sheet</li> </ul>	<ul style="list-style-type: none"> <li>Aluminum sheet and plate outlook</li> <li>Market update: Aluminum extrusions and tubing</li> </ul>	<ul style="list-style-type: none"> <li>Protectionism and the world steel trade</li> <li>Market update: Steel pipe and tube pricing and supply</li> </ul>	<ul style="list-style-type: none"> <li>Metals buying all stars</li> <li>Market update: Metals parts (forgings, castings, powder metal parts)</li> <li>Market update: Precious metals</li> </ul>	<ul style="list-style-type: none"> <li>How a major company buys steel</li> <li>How a major company buys nonferrous metals</li> <li>Market update: Precious metals</li> </ul>	<ul style="list-style-type: none"> <li>Inside steel: The pricing of raw materials, including iron ore, ferroalloys, molybdenum and scrap</li> <li>Market update: Minor metals (antimony, indium, cadmium) pricing and supply</li> </ul>	<ul style="list-style-type: none"> <li>New coated-steel products</li> <li>Market update: Zinc, lead and tin pricing and supply</li> </ul>	<ul style="list-style-type: none"> <li>Buying metals in small lots</li> <li>Market update: Steel plate and structurals</li> </ul>
ELECTRONICS	<ul style="list-style-type: none"> <li>Component pricing in 2010</li> <li>How an EMS company buys</li> <li>How to work with catalog distributors</li> </ul>	<ul style="list-style-type: none"> <li>Case history on buying passive devices</li> <li>Pricing and supply update on digital signal processors</li> <li>Pricing and supply update on sealed switches</li> <li>Successful distribution strategies</li> </ul>	<ul style="list-style-type: none"> <li>Case histories in buyer/engineer collaboration</li> <li>Pricing and supply for power management ICs</li> <li>Pricing and supply for tantalum capacitors</li> <li>Design services of distributors</li> </ul>	<ul style="list-style-type: none"> <li>Bright ideas in LED technology</li> <li>How to evaluate LED suppliers</li> <li>IPE: Connectors</li> <li>Distribution: solid state lighting</li> </ul>	<ul style="list-style-type: none"> <li>Top 75 electronics distributors</li> <li>How buyers rate electronics distributors</li> <li>Semiconductors: NAND memory pricing and supply update</li> </ul>	<ul style="list-style-type: none"> <li>How medical OEMs buy electronics</li> <li>Semiconductors: Pricing and supply of standard logic</li> <li>IPE: Pricing and supply of ceramic capacitors</li> <li>Distribution: value-added services</li> </ul>	<ul style="list-style-type: none"> <li>Top semiconductor companies</li> <li>How to evaluate semiconductor suppliers</li> <li>Pricing and supply of DRAMS</li> <li>IPE: Pricing and supply of integrated passive devices</li> <li>Distribution: Semiconductor specialists</li> </ul>	<ul style="list-style-type: none"> <li>Managing cost in defense contracts</li> <li>How a defense contractor buys</li> <li>Semiconductors: Analog ICs, pricing and supply</li> <li>IPE: Circular connectors</li> <li>Distribution: Defense industry specialists</li> </ul>	<ul style="list-style-type: none"> <li>How electronics buyers manage the costs of alternative energy</li> <li>Top connector suppliers</li> <li>Semiconductors: LCDs pricing and supply</li> <li>IPE: Fans and heat sinks, pricing and supply</li> <li>Distribution: Connector distributors</li> </ul>	<ul style="list-style-type: none"> <li>Top 50 contract manufacturers</li> <li>How to build a local supply base in low-cost countries</li> <li>Semiconductors: NOR flash memory, pricing and supply</li> <li>Passives: Variable resistors</li> <li>Distribution: Global distributors</li> </ul>	<ul style="list-style-type: none"> <li>Global sourcing: The China option</li> <li>How a cell phone manufacturer buys</li> <li>Semiconductors: Microprocessors price and supply</li> <li>IPE: Resistor networks pricing and supply</li> <li>Distribution: Asian distributors</li> </ul>	<ul style="list-style-type: none"> <li>Best practices for sourcing obsolete parts</li> <li>Negotiation tips for electronics buyers</li> <li>Semiconductors: Microcontrollers pricing and supply</li> <li>Passives: Switches pricing and supply</li> <li>Distribution: Independent distributors</li> </ul>
TRAVEL	<ul style="list-style-type: none"> <li>Industry update and 2010 outlook</li> </ul>	<ul style="list-style-type: none"> <li>Profile of the travel procurement pro</li> </ul>	<ul style="list-style-type: none"> <li>ROI for meetings and events</li> </ul>	<ul style="list-style-type: none"> <li>How corporate T&amp;E cards aid efforts to consolidate spending</li> </ul>	<ul style="list-style-type: none"> <li>How to select travel-management companies</li> </ul>	<ul style="list-style-type: none"> <li>How to partner with finance to meet corporate goals</li> </ul>	<ul style="list-style-type: none"> <li>Hotel negotiating tips</li> </ul>	<ul style="list-style-type: none"> <li>The global travel buy: TMCs, hotels and airlines</li> </ul>	<ul style="list-style-type: none"> <li>Online booking tools that encourage compliance</li> </ul>	<ul style="list-style-type: none"> <li>How to control costs of ground transportation</li> </ul>	<ul style="list-style-type: none"> <li>Strategic sourcing and the travel spend</li> </ul>	<ul style="list-style-type: none"> <li>Expense reporting tools</li> </ul>
LOGISTICS	<ul style="list-style-type: none"> <li>Small-parcel update</li> </ul>	<ul style="list-style-type: none"> <li>LTL trucking</li> </ul>	<ul style="list-style-type: none"> <li>Logistics software</li> </ul>	<ul style="list-style-type: none"> <li>3PL report</li> </ul>	<ul style="list-style-type: none"> <li>Rail/intermodal report</li> </ul>	<ul style="list-style-type: none"> <li>Truckload</li> </ul>	<ul style="list-style-type: none"> <li>Ocean shipping</li> </ul>	<ul style="list-style-type: none"> <li>LTL Trucking</li> </ul>	<ul style="list-style-type: none"> <li>Air freight</li> </ul>	<ul style="list-style-type: none"> <li>3PL</li> </ul>	<ul style="list-style-type: none"> <li>Logistics software</li> </ul>	<ul style="list-style-type: none"> <li>Predictions for 2011</li> </ul>
OFFICE PRODUCTS	<ul style="list-style-type: none"> <li>Industry update and 2010 outlook</li> </ul>	<ul style="list-style-type: none"> <li>Demand management for office supplies</li> </ul>	<ul style="list-style-type: none"> <li>Green buying</li> </ul>	<ul style="list-style-type: none"> <li>How to buy paper</li> </ul>	<ul style="list-style-type: none"> <li>Office supplies distribution</li> </ul>	<ul style="list-style-type: none"> <li>Document management: Outsourcing tips</li> </ul>	<ul style="list-style-type: none"> <li>Collaborating with IT on the MFP buy</li> </ul>	<ul style="list-style-type: none"> <li>How to buy office equipment and supplies globally</li> </ul>	<ul style="list-style-type: none"> <li>Software for the office</li> </ul>	<ul style="list-style-type: none"> <li>Expanding office supplies contracts to other suppliers</li> </ul>	<ul style="list-style-type: none"> <li>MFPs and copiers: What's new for 2011</li> </ul>	<ul style="list-style-type: none"> <li>Office paper prices</li> </ul>
CHEMICALS	<ul style="list-style-type: none"> <li>How a major manufacturer manages its chemicals spend</li> </ul>	<ul style="list-style-type: none"> <li>How to evaluate chemicals suppliers</li> <li>Sodium bicarbonate market update</li> </ul>	<ul style="list-style-type: none"> <li>Alternative energy's impact on chemicals suppliers</li> </ul>	<ul style="list-style-type: none"> <li>Profile of a chemicals buyer</li> <li>Update on polyethylene</li> </ul>	<ul style="list-style-type: none"> <li>Top 100 chemicals distributors</li> <li>Propylene and polypropylene pricing and supply update</li> </ul>	<ul style="list-style-type: none"> <li>Primer on latest chemicals and plastics technology</li> <li>Natural/synthetic rubber: pricing and supply issues</li> </ul>	<ul style="list-style-type: none"> <li>Global chemicals supply trends</li> <li>Styrene/polystyrene trends</li> <li>Bulk packaging update</li> </ul>	<ul style="list-style-type: none"> <li>Chemicals and plastics price forecasts for 2011</li> <li>Natural gas price forecast</li> </ul>	<ul style="list-style-type: none"> <li>How to leverage chemicals suppliers in R&amp;D operations</li> <li>Caustic soda pricing and supply update</li> </ul>	<ul style="list-style-type: none"> <li>Paint and coatings chemicals</li> <li>Carbon black pricing and supply</li> </ul>	<ul style="list-style-type: none"> <li>How to get the most from chemicals distributors</li> <li>Pharmaceutical ingredients: pricing and supply</li> </ul>	<ul style="list-style-type: none"> <li>Chemicals market outlook</li> <li>Ethanol pricing and supply</li> </ul>