

# 2026 EDITORIAL CALENDAR **SANITARY** MAINTENANCE

JANUARY/ FEBRUARY	MARCH	APRIL	MAY/JUNE	JULY/AUGUST	SEPTEMBER	OCTOBER	NOVEMBER/ DECEMBER
<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>	<b>Editorial Content</b>
Success Strategies to Family-Owned, Multi-Generational Business — Tips from Successful Sales Leaders — Future of Floor Care — Trends in Towels, Tissue & Dispensers — Spotlighting Sales Strategies That Work — Focus on Foodservice & Warewashing — Team Recognition	Industry's Most Comprehensive Buyers Guide — Chemicals — Cleaning Tools — Equipment — Restroom Fixtures & Consumables — Software & Specialty Products — Wholesalers — Buying Groups	Promoting Sustainability & Green Initiatives — Benefits of Proportioners and Preportioned Chemicals — Carpets Impact on Indoor Air — Overcoming Sales Hurdles — Leveraging Laundry Opportunities — Getting to Know Industry Reps	Benefits of Private Label Offerings — Equipment for Floors and Beyond — Strategies to Growing Sales — Focus on Food Service Disposables and Other Products — Dialing in on Product Delivery — Freetime Feature — International Cleaning Trends & Their Impact on Jan/San in the U.S.	Tech Upgrades: Software, Robotics, IoT and More — Ice Melt Inventory Needs — Prevent Cross-Contamination Through Proper Hand Hygiene — Myths/Facts about Ready-to-Use Chemical Wipes — Insights on Industry Leaders — Strengthening the Sales Process	Chemicals that Combat Cross-Contamination — Upselling Equipment Consumables — Researching What Makes Reps Tick — Stronger Sales Pipelines — Stepping up Service Offerings — Selecting ERP Software	How M&As are Reshaping the Future of Jan/San — Highlighting Applications for Hand Tools — Odor Control Techniques that Work — Tips to Staff Retention — Spotlight the Sales Process — Profiling People of Jan/San — ISSA Show Highlights	Study: Sales Compensation Standards — Improving Sales Performance — Freetime Habits of Jan/San Pros — Bundling Restroom Products into Profits — Vacuum Accessories that Improve Productivity — Streamlining Warehouse Efficiencies
<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>	<b>Sponsored Content</b>
Restroom Product Showcase		CEOs on Sustainability — Sustainable Product Showcase	Floor & Carpet Product Showcase	Buying Group Profile — Ice Melt Product Showcase	Infection Prevention Showcase	ISSA Showcase	Product Picks for 2027
<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>	<b>Bonus Distribution</b>
						ISSA Show North America	
<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>	<b>Ad Close</b>
1/13/2026	2/10/2026	3/11/2026	5/12/2026	7/10/2026	8/11/2026	9/11/2026	10/13/2026
<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>	<b>Materials Due</b>
1/20/2026	2/17/2026	3/18/2026	5/19/2026	7/17/2026	8/18/2026	9/18/2026	10/20/2026

Plan Your Next Campaign With *Sanitary Maintenance*

