

CONSULTING - SPECIFYING  
**engineer**

CFE Media



**MEP**  
**GIANTS**  
2018

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**EATON**

*Powering Business Worldwide*



# Demand innovative solutions

We understand that consulting and specifying engineers face a multitude of challenges due to the demands and complexities of today's applications. You are continually being pressed not only for complex designs, but also for ones that **do more with less**.

**The demands of today's power systems include:**

- Increased power reliability
- Evolving codes and standards
- Shortened install times
- Enhanced electrical safety
- Advanced interoperability
- Tighter budgets

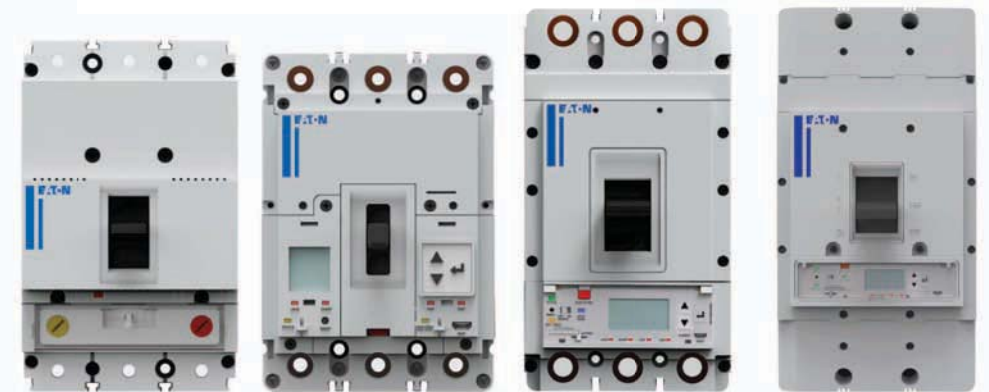
Eaton is here to support your role as a modern-day super hero by providing solutions that meet these demands and your customers' requirements.

## INTRODUCING THE DEFENSE AGAINST DEMANDING APPLICATIONS.

How does Eaton help you meet the demands of today's applications? With innovative solutions like our Power Defense™ molded case circuit breakers. From enhanced safety and performance to reductions in cost and footprint, this heroic solution uses **simplified design and fewer components**.

**Key benefits include:**

- **Global certifications:** meets requirements for IEC, CCC, UL®, and CSA
- **Increased safety:** reduces risk with the Arcflash Reduction Maintenance System™, Zone Selective Interlocking technology and advanced algorithms for predictive and preventative maintenance
- **Foundational IoT:** uses embedded communications and metering functionality



Power Defense™ molded case circuit breakers with Power Xpert® Release (PXR) electronic trip units.





## A FLEXIBLE SOLUTION THAT FITS YOUR REQUIREMENTS AND YOUR SPACE.

Eaton's Pow-R-Line® XD switchboard seamlessly integrates both insulated case circuit breakers and molded case circuit breakers including our Power Defense circuit breakers, into a single UL 891 labeled electrical power distribution assembly providing greater flexibility, footprint optimization and enhanced protection.

### Key benefits include:

- **Safety:** draw-out and compartmentalized design yields enhanced safety
- **Intelligence:** provides smart connectivity, reliability and diagnostics
- **Maximized uptime and reliability:** less downtime in critical applications
- **Space savings:** reduces footprint through flexible configurations
- **Manufacturing flexibility:** produced in multiple Eaton facilities from across the nation



# ing applications



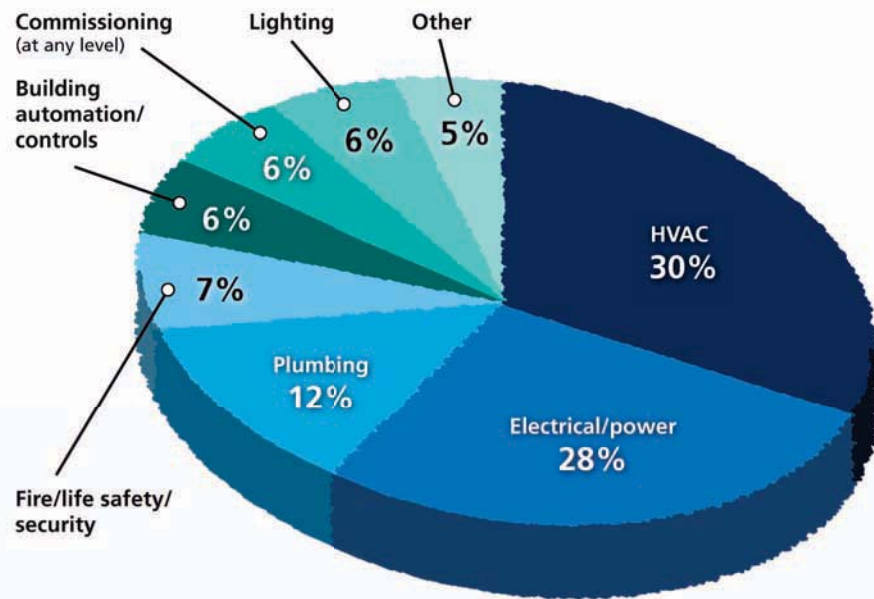
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# MEP GIANTS 2018

## PERCENTAGE OF MEP DESIGN BILLINGS



## BY THE NUMBERS

**\$53,949,391,469**

Grand total gross revenue

**\$7,639,964,301**

Grand total MEP design revenue

**65,655**

Total engineers employed

**10,032**

LEED APs on staff

**90%**

Of MEP design revenue came from projects within the U.S.

**28%**

Of expenditures are allocated to new tools, such as software or hardware, on average

**25%**

Cite staffing—specifically the quality of young engineers—as their biggest corporate challenge

**29%**

Provided engineering services to the Middle East in 2017

**11%**

Of 2017 MEP design revenue was earned from industrial or manufacturing facilities/warehouses projects

**15%**

Of engineering staff are female

## 2018 MEP GIANTS INDEX

FIRM NAME	RANK	FIRM NAME	RANK
Advanced Engineering Consultants	99	Interface Engineering	32
AECOM	2	IPS-Integrated Project Services LLC	13
Affiliated Engineers Inc.	9	Jacob Feinberg Katz & Michaeli Consulting Group	94
AKF Group	19	Jacobs	1
AlfaTech	46	Jaros, Baum & Boles	18
Arora Engineers Inc.	71	Jensen Hughes Inc.	6
Arup	8	Jordan & Skala Engineers Inc.	41
Bala Consulting Engineers Inc.	57	Karpinski Engineering	78
Ballinger	89	KLH Engineers	87
Barton Associates Inc.	97	KW Mission Critical Engineering	70
Bernhard TME LLC	68	LaBella Associates D.P.C.	91
Bridgers & Paxton Consulting Engineers Inc.	85	Leach Wallace Associates Inc.	55
BRPH	64	LEO A DALY	34
BSA LifeStructures	77	M/E Engineering P.C.	54
Burns & McDonnell	3	Matrix Technologies Inc.	72
Burns Engineering Inc.	50	McKinstry	55
CannonDesign	31	ME Engineers	27
CDM Smith	63	Morrison Hershfield	58
CJL Engineering Inc.	65	Newcomb & Boyd	76
CMTA Inc.	23	NV5 Global Inc.	36
CoreStates Inc. (dba Core States Group)	92	Optimization Technology Inc.	69
CRB (Clark, Richardson and Biskup Consulting Engineers Inc.)	17	P2S Inc.	47
CTA Architects Engineers	51	Page	29
Dewberry	38	Peter Basso Associates Inc.	83
DLR Group	20	Pond	84
Dunham Associates Inc.	66	RDK Engineers	42
Dynamix Engineering Ltd.	100	RMF Engineering Inc.	24
EEA Consulting Engineers	90	Robert Derector Associates	60
ESD	30	Ross & Baruzzini Inc.	79
EwingCole	43	RTM Engineering Consultants LLC	86
EXP	11	Salas O'Brien	22
EYP	52	Setty	82
Farnsworth Group Inc.	95	Smith Seckman Reid Inc.	28
Fishbeck, Thompson, Carr & Huber Inc.	93	SmithGroupJJR	33
Gannett Fleming	48	Southland Industries	16
Ghafari Associates LLC	37	Spectrum Engineers	88
GHT Ltd.	81	SSOE Group	45
Glumac	26	Stanley Consultants	35
GPI / Greenman-Pedersen Inc.	62	Stantec Inc.	4
H.F. Lenz Co.	61	STV	59
H2M architects + engineers	67	Syska Hennessy Group	14
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HDR	7	ThermaTech Engineering Inc.	74
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Henderson Engineers Inc.	12	TLC Engineering for Architecture Inc.	21
HGA Architects and Engineers	40	Triad Consulting Engineers Inc.	53
Highland Associates	75	Vanderweil Engineers	15
I. C. Thomasson Associates Inc.	39	WD Partners	98
IMEG Corp.	10	Wiley Wilson	80
Integral Group	25	WSP USA	5

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1	Jacobs	Dallas, TX, U.S.	<a href="http://www.jacobs.com">www.jacobs.com</a>	\$14,940,060,000	\$2,241,009,000	15%	8%	50%
2	AECOM	Los Angeles, CA, U.S.	<a href="http://www.aecom.com">www.aecom.com</a>	\$18,200,000,000	\$1,120,000,000	6%	24%	60%
3	Burns & McDonnell	Kansas City, MO, U.S.	<a href="http://www.burnsmcd.com">www.burnsmcd.com</a>	\$1,472,408,138	\$290,244,766	20%	99%	40%
4	Stantec Inc.	Edmonton, AB, Canada	<a href="http://www.stantec.com">www.stantec.com</a>	\$3,966,739,000	\$185,856,117	5%	48%	40%
5	WSP USA	New York, NY, U.S.	<a href="http://www.wsp.com">www.wsp.com</a>	\$1,408,690,000	\$153,966,000	11%	92%	45%
6	Jensen Hughes Inc.	Baltimore, MD, U.S.	<a href="http://www.jensenhughes.com">www.jensenhughes.com</a>	\$245,400,000	\$151,500,000	62%	71%	9%
7	HDR	Omaha, NE, U.S.	<a href="http://www.hdrinc.com">www.hdrinc.com</a>	\$2,297,600,000	\$147,824,960	6%	90%	60%
8	Arup	New York, NY, U.S.	<a href="http://www.arup.com">www.arup.com</a>	\$377,630,000	\$140,070,000	37%	93%	43%
9	Affiliated Engineers Inc.	Madison, WI, U.S.	<a href="http://www.aeieng.com">www.aeieng.com</a>	\$123,617,000	\$118,638,000	96%	96%	75%
10	IMEG Corp.	Rock Island, IL, U.S.	<a href="http://www.imegcorp.com">www.imegcorp.com</a>	\$140,800,000	\$115,299,323	82%	95%	25%
11	EXP	Brampton, ON, Canada	<a href="http://www.exp.com">www.exp.com</a>	\$519,301,461	\$110,761,000	21%	60%	55%
12	Henderson Engineers Inc.	Lenexa, KS, U.S.	<a href="http://www.hendersonengineers.com">www.hendersonengineers.com</a>	\$120,000,000	\$103,000,000	86%	99%	42%
13	IPS-Integrated Project Services LLC	Blue Bell, PA, U.S.	<a href="http://www.ipsdb.com">www.ipsdb.com</a>	\$331,415,727	\$100,837,431	30%	84%	25%
14	Syska Hennessy Group	New York, NY, U.S.	<a href="http://www.syska.com">www.syska.com</a>	\$94,905,434	\$81,712,000	86%	98%	60%
15	Vanderweil Engineers	Boston, MA, U.S.	<a href="http://www.vanderweil.com">www.vanderweil.com</a>	\$89,419,400	\$75,366,200	84%	99%	70%
16	Southland Industries	Garden Grove, CA, U.S.	<a href="http://southlandind.com">southlandind.com</a>	\$879,000,000	\$71,989,867	8%	100%	77%
17	CRB	Kansas City, MO, U.S.	<a href="http://www.crbusa.com">www.crbusa.com</a>	\$148,630,366	\$68,369,968	46%	95%	25%
18	Jaros, Baum & Bolles	New York, NY, U.S.	<a href="http://www.jbb.com">www.jbb.com</a>	\$67,515,057	\$67,515,057	100%	95%	60%
19	AKF Group	New York, NY, U.S.	<a href="http://akfgroup.com">akfgroup.com</a>	\$69,800,000	\$62,000,000	89%	99%	50%
20	DLR Group	Omaha, NE, U.S.	<a href="http://www.dlrgroup.com">www.dlrgroup.com</a>	\$218,000,000	\$59,900,000	27%	28%	30%
21	TLC Engineering for Architecture Inc.	Orlando, FL, U.S.	<a href="http://www.tlc-engineers.com">www.tlc-engineers.com</a>	\$63,479,784	\$59,105,212	93%	98%	51%
22	Salas O'Brien	Santa Ana, CA, U.S.	<a href="http://www.salasobrien.com">www.salasobrien.com</a>	\$59,695,396	\$53,425,789	89%	100%	30%
23	CMTA Inc.	Prospect, KY, U.S.	<a href="http://www.cmtaegr.com">www.cmtaegr.com</a>	\$75,131,000	\$53,397,000	71%	100%	40%
24	RMF Engineering Inc.	Baltimore, MD, U.S.	<a href="http://www.rmf.com">www.rmf.com</a>	\$58,500,000	\$52,650,000	90%	95%	30%
25	Integral Group	Oakland, CA, U.S.	<a href="http://www.integralgroup.com">www.integralgroup.com</a>	\$54,500,000	\$52,000,000	95%	30%	40%
26	Glumac	San Francisco, CA, U.S.	<a href="http://www.glumac.com">www.glumac.com</a>	\$51,248,500	\$51,248,500	100%	98%	56%
27	ME Engineers	Golden, CO, U.S.	<a href="http://www.me-engineers.com">www.me-engineers.com</a>	\$50,790,000	\$50,790,000	100%	85%	63%
28	Smith Seckman Reid Inc.	Nashville, TN, U.S.	<a href="http://www.ssr-inc.com">www.ssr-inc.com</a>	\$72,534,711	\$50,489,262	70%	99%	36%
29	Page	Washington, DC, U.S.	<a href="http://www.pagethink.com">www.pagethink.com</a>	\$140,000,000	\$49,000,000	35%	92%	60%
30	ESD	Chicago, IL, U.S.	<a href="http://www.esdglobal.com">www.esdglobal.com</a>	\$63,015,468	\$48,787,714	77%	95%	0%
31	CannonDesign	Grand Island, NY, U.S.	<a href="http://www.cannondesign.com">www.cannondesign.com</a>	\$192,000,000	\$48,000,000	25%	90%	50%
32	Interface Engineering	Portland, OR, U.S.	<a href="http://www.interfaceengineering.com">www.interfaceengineering.com</a>	\$46,729,536	\$46,682,981	100%	90%	0%
33	SmithGroupJJR	Detroit, MI, U.S.	<a href="http://www.smithgroupjlr.com">www.smithgroupjlr.com</a>	\$256,668,812	\$45,316,462	18%	97%	80%
34	LEO A DALY	Omaha, NE, U.S.	<a href="http://www.leoadaly.com">www.leoadaly.com</a>	\$164,804,260	\$44,497,150	27%	99%	70%

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34	LEO A DALY	Omaha, NE, U.S.	<a href="http://www.leoadaly.com">www.leoadaly.com</a>	\$164,804,260	\$44,497,150	27%	99%	70%
35	Stanley Consultants	Muscatine, IA, U.S.	<a href="http://www.stanleyconsultants.com">www.stanleyconsultants.com</a>	\$168,981,485	\$43,305,188	26%	85%	3%
36	NV5 Global Inc.	Hollywood, FL, U.S.	<a href="http://www.nv5.com">www.nv5.com</a>	\$337,500,000	\$40,521,655	12%	79%	51%
37	Ghafari Associates LLC	Dearborn, MI, U.S.	<a href="http://www.ghafari.com">www.ghafari.com</a>	\$145,000,000	\$40,000,000	28%	75%	60%
38	Dewberry	Fairfax, VA, U.S.	<a href="http://www.dewberry.com">www.dewberry.com</a>	\$406,300,000	\$39,638,000	10%	100%	20%
39	I. C. Thomasson Associates Inc.	Nashville, TN, U.S.	<a href="http://www.ictomasson.com">www.ictomasson.com</a>	\$38,894,316	\$38,779,097	100%	99%	75%
40	HGA Architects and Engineers	Minneapolis, MN, U.S.	<a href="http://hga.com">hga.com</a>	\$161,078,455	\$37,048,045	23%	98%	39%
41	Jordan & Skala Engineers Inc.	Norcross, GA, U.S.	<a href="http://www.jordanskala.com">www.jordanskala.com</a>	\$38,367,000	\$36,807,000	96%	100%	70%
42	RDK Engineers	Andover, MA, U.S.	<a href="http://www.rdkengineers.com">www.rdkengineers.com</a>	\$35,675,571	\$35,675,571	100%	100%	25%
43	EwingCole	Philadelphia, PA, U.S.	<a href="http://www.ewingcole.com">www.ewingcole.com</a>	\$71,000,000	\$35,500,000	50%	100%	45%
44	tk1sc	Irvine, CA, U.S.	<a href="http://www.tk1sc.com">www.tk1sc.com</a>	\$35,000,000	\$35,000,000	100%	100%	50%
45	SSOE Group	Toledo, OH, U.S.	<a href="http://www.ssoe.com">www.ssoe.com</a>	\$178,390,000	\$34,745,297	19%	94%	65%
46	AfaTech	San Jose, CA, U.S.	<a href="http://www.atce.com">www.atce.com</a>	\$38,000,000	\$33,000,000	87%	90%	5%
47	P2S Inc.	Long Beach, CA, U.S.	<a href="http://www.p2sinc.com">www.p2sinc.com</a>	\$37,127,000	\$32,220,225	87%	100%	46%
48	Gannett Fleming	Camp Hill, PA, U.S.	<a href="http://www.gannettfleming.com">www.gannettfleming.com</a>	\$410,000,000	\$30,128,000	7%	100%	13%
49	Heapy Engineering	Dayton, OH, U.S.	<a href="http://www.heapy.com">www.heapy.com</a>	\$29,652,322	\$29,652,322	100%	100%	34%
50	Burns Engineering Inc.	Philadelphia, PA, U.S.	<a href="http://www.burns-group.com">www.burns-group.com</a>	\$43,150,000	\$29,500,000	68%	100%	60%
51	CTA Architects Engineers	Billings, MT, U.S.	<a href="http://www.ctagroup.com">www.ctagroup.com</a>	\$62,835,274	\$27,488,317	44%	99%	50%
52	EYP	Albany, NY, U.S.	<a href="http://www.eype.com">www.eype.com</a>	\$136,427,000	\$27,402,721	20%	100%	48%
53	Triad Consulting Engineers Inc.	Morris Plains, NJ, U.S.	<a href="http://www.triadcei.com">www.triadcei.com</a>	\$30,134,600	\$27,206,500	90%	98%	70%
54	M/E Engineering P.C.	Rochester, NY, U.S.	<a href="http://www.meengineering.com">www.meengineering.com</a>	\$25,196,000	\$25,196,000	100%	100%	40%
55	Leach Wallace Associates Inc.	Elkridge, MD, U.S.	<a href="http://www.leachwallace.com">www.leachwallace.com</a>	\$25,000,000	\$25,000,000	100%	100%	25%
55	McKinstry	Seattle, WA, U.S.	<a href="http://www.mckinstry.com">www.mckinstry.com</a>	\$550,000,000	\$25,000,000	5%	100%	45%
57	Bala Consulting Engineers Inc.	King of Prussia, PA, U.S.	<a href="http://www.bala.com">www.bala.com</a>	\$25,000,000	\$23,195,000	93%	100%	60%
58	Morrison Hershfield	Markham, ON, Canada	<a href="http://morrisonhershfield.com">morrisonhershfield.com</a>	\$134,012,288	\$23,004,587	17%	14%	30%
59	STV	New York, NY, U.S.	<a href="http://www.stvinc.com">www.stvinc.com</a>	\$427,592,000	\$22,925,960	5%	100%	50%
60	Robert Derector Associates	New York, NY, U.S.	<a href="http://www.derector.com">www.derector.com</a>	\$32,000,000	\$22,000,000	69%	100%	15%
61	H.F. Lenz Co.	Johnstown, PA, U.S.	<a href="http://www.hflenz.com">www.hflenz.com</a>	\$24,279,500	\$21,396,000	88%	100%	53%
62	GPI / Greenman-Pedersen Inc.	Babylon, NY, U.S.	<a href="http://www.gpinet.com">www.gpinet.com</a>	\$274,000,000	\$21,100,000	8%	100%	20%
63	CDM Smith	Boston, MA, U.S.	<a href="http://www.cdmsmith.com">www.cdmsmith.com</a>	\$1,169,000,000	\$21,011,046	2%	2%	55%
64	BRPH	Melbourne, FL, U.S.	<a href="http://www.brph.com">www.brph.com</a>	\$60,088,448	\$21,000,000	35%	100%	70%
65	CJL Engineering Inc.	Moon Township, PA, U.S.	<a href="http://www.cjleengineering.com">www.cjleengineering.com</a>	\$20,981,000	\$20,981,000	100%	100%	15%
66	Dunham Associates Inc.	Minneapolis, MN, U.S.	<a href="http://www.dunhameng.com">www.dunhameng.com</a>	\$21,000,000	\$20,000,000	95%	96%	20%
67	H2M architects + engineers	Melville, NY, U.S.	<a href="http://h2m.com">h2m.com</a>	\$67,861,037	\$19,496,637	29%	100%	40%

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67	H2M architects + engineers	Melville, NY, U.S.	h2m.com	\$67,861,037	\$19,496,637	29%	100%	40%
68	Bernhard TME LLC	Little Rock, AR, U.S.	www.bernhard.com/engineering	\$25,000,000	\$19,100,000	76%	100%	59%
69	Optimation Technology Inc.	Rush, NY, U.S.	www.optimation.us	\$29,000,000	\$19,000,000	66%	75%	20%
70	kW Mission Critical Engineering	Troy, NY, U.S.	kwmce.com	\$18,800,000	\$18,800,000	100%	95%	80%
71	Arora Engineers Inc.	Chadds Ford, PA, U.S.	www.aroraengineers.com	\$23,706,604	\$18,587,000	78%	100%	25%
72	Matrix Technologies Inc.	Maumee, OH, U.S.	www.matrixti.com	\$55,073,100	\$18,232,210	33%	100%	7%
73	Harley Ellis Devereaux	Southfield, MI, U.S.	www.hed.design	\$78,600,000	\$18,000,000	23%	99%	50%
74	ThermalTech Engineering Inc.	Cincinnati, OH, U.S.	www.thermaltech.com	\$96,236,300	\$17,414,700	18%	100%	1%
75	Highland Associates	New York, NY, U.S.	www.highlandassociates.com	\$26,100,000	\$17,400,000	67%	90%	35%
76	Newcomb & Boyd	Atlanta, GA, U.S.	www.newcomb-boyd.com	\$20,281,204	\$17,288,458	85%	99%	45%
77	BSA LifeStructures	Indianapolis, IN, U.S.	www.bsalifestructures.com	\$51,891,773	\$17,067,073	33%	100%	60%
78	Karpinski Engineering	Cleveland, OH, U.S.	www.karpinskieng.com	\$18,043,517	\$17,000,000	94%	100%	35%
79	Ross & Baruzzini Inc.	St. Louis, MO, U.S.	www.rossbar.com	\$51,439,000	\$16,975,000	33%	100%	30%
80	WileyWilson	Lynchburg, VA, U.S.	www.wileywilson.com	\$34,600,000	\$16,700,000	48%	100%	60%
81	GHT Ltd.	Arlington, VA, U.S.	www.ghitld.com	\$16,345,000	\$16,345,000	100%	100%	40%
82	Setty	Fairfax, VA, U.S.	www.setty.com	\$16,818,544	\$16,154,498	96%	100%	42%
83	Peter Basso Associates Inc.	Troy, MI, U.S.	www.peterbassoassociates.com	\$16,650,000	\$15,575,000	94%	100%	55%
84	Pond	Peachtree Corners, GA, U.S.	pondco.com	\$132,755,000	\$15,487,000	12%	95%	10%
85	Bridgers & Paxton Consulting Engineers Inc.	Albuquerque, NM, U.S.	www.bpce.com	\$15,387,216	\$15,387,216	100%	100%	55%
86	RTM Engineering Consultants LLC	Schaumburg, IL, U.S.	www.rtmassociates.com	\$16,103,503	\$15,210,121	94%	100%	45%
87	KLH Engineers	Ft. Thomas, KY, U.S.	www.klhengrs.com	\$15,000,000	\$15,000,000	100%	100%	40%
88	Spectrum Engineers	Salt Lake City, UT, U.S.	www.spectrum-engineers.com	\$14,893,944	\$14,893,944	100%	100%	67%
89	Ballinger	Philadelphia, PA, U.S.	www.ballinger.com	\$45,530,000	\$14,569,600	32%	100%	65%
90	EEA Consulting Engineers	Austin, TX, U.S.	www.eeace.com	\$13,980,460	\$13,980,460	100%	100%	20%
91	LaBella Associates D.P.C.	Rochester, NY, U.S.	www.labelapc.com	\$78,195,103	\$13,848,478	18%	100%	25%
92	CoreStates Inc. (dba Core States Group)	Duluth, GA, U.S.	www.core-eng.com	\$42,143,000	\$13,500,000	32%	98%	35%
93	Fishbeck, Thompson, Carr & Huber Inc.	Grand Rapids, MI, U.S.	www.ftch.com	\$66,000,000	\$13,000,000	20%	100%	45%
94	Jacob Feinberg Katz & Michaeli Consulting Group	New York, NY, U.S.	www.jfkmcg.com	\$12,475,000	\$12,475,000	100%	100%	40%
95	Farnsworth Group Inc.	Bloomington, IL, U.S.	www.f-w.com	\$69,507,160	\$11,844,921	17%	99%	20%
96	The LiRo Group	Syosset, NY, U.S.	www.liro.com	\$447,515,000	\$11,471,000	3%	100%	5%
97	Barton Associates Inc.	York, PA, U.S.	www.ba-inc.com	\$11,343,296	\$11,343,296	100%	100%	21%
98	WD Partners	Dublin, OH, U.S.	www.wdpartners.com	\$49,439,000	\$11,154,000	23%	77%	30%
99	Advanced Engineering Consultants	Columbus, OH, U.S.	www.aecmep.com	\$10,764,800	\$10,764,800	100%	100%	25%
100	Dynamix Engineering Ltd.	Columbus, OH, U.S.	www.dynamix-ltd.com	\$10,221,599	\$10,221,599	100%	100%	40%

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## EATON CONGRATULATES THE 2018 MEP GIANTS WINNERS



**Doug Dillie**  
Industry Manager -  
Electrical Consultants



**The 2018 Consulting-Specifying Engineer MEP Giants marks Eaton's 10<sup>th</sup> year of inclusion in this highly-regarded publication. For a full decade now, we've been showcasing solutions in this specialty issue that provide "defense" against today's demanding applications.**

Over the course of the last 10 years, so much has changed within our industry. Yet one thing has absolutely remained the same: the unique challenges faced by you, the consulting engineers.

As the electrical landscape evolves and changes, today's systems are no less demanding. On the contrary, there are more requirements than ever before... Quicker installation. Greater protection. More connectivity. Smaller footprint. Not to mention tighter budgets. The recurring theme is the need to do more with less.

Eaton is proud to offer solutions that do just that. We are continually innovating, fueled by the requests and requirements of your customers. Our applications engineers work seamlessly with you to find smart products, solutions and services that offer flexibility, reliability and safety. While you are no doubt familiar with Eaton and have likely implemented our offerings for your customers, we invite you to explore all of our solutions at [eaton.com](http://eaton.com). We are currently reorganizing our product pages to make finding relevant information simpler, including dimensions, weights, technical specifications and more.

Eaton is grateful to *Consulting-Specifying Engineer* for the important role held within in our industry. Thank you for all that you do. To those named as the 2018 Giants, congratulations. Your impact is clear and evident, and the recognition by this revered publication is beyond worthy.

Sincerely,

A handwritten signature in blue ink that reads "D.A. Dillie". The signature is fluid and cursive.

**Douglas A. Dillie**  
Industry Manager, Electrical Consultants  
Eaton