

Engineered Systems

Engineered Systems serves the commercial/industrial/institution HVAC/R engineering community.

- ◆ With a direct marketing list from *Engineered Systems*, you can reach over 57,000 professionals with job titles such as:
 - ◆ Architect/Consulting Engineer
 - ◆ Facility Engineer
 - ◆ Facilities Manager
 - ◆ Operating Engineer
 - ◆ Mechanical Engineer
 - ◆ And More!

Engineered Systems is updated monthly. Contact a DM2 Account Executive for up-to-the-minute counts.



A BNP Media Publication

GEOGRAPHIC ANALYSIS

State	ZIP Code	Individuals
ME	039-049	288
NH	030-038	358
VT	050-059	172
MA	010-027	2,004
RI	028-029	241
CT	060-069	1,094
New England		7.2% 4,157
NY	100-149	4,323
NJ	070-089	2,023
PA	150-196	3,101
Middle Atlantic		16.4% 9,447
OH	430-458	2,552
IN	460-479	1,400
IL	600-629	3,308
MI	480-499	2,285
WI	530-549	1,517
East North Central		19.2% 11,062
MN	550-567	1,312
IA	500-528	637
MO	630-658	1,334
ND	580-588	173
SD	570-577	193
NE	680-693	455
KS	660-679	662
West North Central		8.3% 4,766
DE	197-199	215
MD	206-219	1,666
DC	200-205	277
VA	220-246	1,525
WV	247-268	179
NC	270-289	1,262
SC	290-299	536
GA	300-319	1,465
FL	320-349	2,273
South Atlantic		16.3% 9,398
KY	400-427	595
TN	370-385	1,019
AL	350-369	608
MS	386-397	267
East South Central		4.3% 2,489
AR	716-729	346
LA	700-714	543
OK	730-749	519
TX	750-799	3,441
West South Central		8.4% 4,849
MT	590-599	240
ID	832-838	254
WY	820-831	144
CO	800-816	1,168
NM	870-884	311
AZ	850-865	781
UT	840-847	429
NV	889-898	350
Mountain		6.4% 3,677
AK	995-999	232
WA	980-994	1,128
OR	970-979	633
CA	900-961	5,172
HI	967-968	271
Pacific		12.9% 7,436
United States		99.6% 57,281
U.S. Territories		0.3% 201
Canada		—
Mexico		—
Other International		—
APO/FPO		0.1% 33
Unknown		—
Total		100.0% 57,515

Size of List: **57,515**

Base Price: **\$135/M**

Selections

(Additional Cost/M)

Geographic Analysis:

State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Business Type	\$15/M
Buying Influence	\$10/M
Employee Size	\$10/M
Equipment Designed, Installed, Operated or Maintained	\$10/M
Facility Type	\$10/M
Job Function	\$15/M
One Per Location	\$10/M
Recency	\$10/M
Sales Volume	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$60/M
Title	\$15/M

Multi-Channel Pricing

Mailing/E-Mail: \$490/M
Mailing/Telemarketing: \$215/M
Mailing/E-Mail/Telemarketing: \$590/M

Size of E-List:
12,907

E-List Base Price:
\$435/M

SEE ALSO:

- Air Conditioning, Heating & Refrigeration News**
- Energy User News**
- Environmental Design + Construction**
- Industrial Heating**
- Industrial Safety & Hygiene News**
- Plumbing & Mechanical**
- PM Engineer**
- Reed Construction Data - Regional Publication Group**
- Reeves Journal**
- SECURITY**
- Security Distributing & Marketing**
- SNIPS**
- Supply House Times**

Minimum Order: 5,000 Names
1 year unlimited usage available
Prices subject to change without notice
Call for any additional costs, conditions and terms.

Engineered Systems

Business Type

Business Type	Count	Job Function	Count
Commercial Firm	2,604	Engineer for Maintenance/Repair Operations	16,158
Consulting Engineering/Architecture	16,546	Engineer for Mechanical Systems	25,608
Engineering/Design-Building Construction	5,977	Engineer for Mechanical Systems	7,895
Industrial Firm	1,325	Engineer for Mechanical Systems	7,053
Institutional Firm	6,396	Specifications	
Manufacturing Firm	7,059		
Mechanical Contracting/Service/Maintenance	10,245		
Property Management/Developer	1,974		
Utility Company	1,195		

Title

Facility Type *

Facility Type	Count	Title	Count
Assembly: Arena/Theater/Convent Center	16,430	Consulting Engineer	15,850
Commercial Building	34,520	Control/Contractor	675
Government/Municipal/Military Building	25,972	Facilities Manager/Engineer	8,678
Hospital/Health Care	27,012	Mechanical Design/Build or Service	10,171
Hotel/Motel/Resort	20,271	Mechanical Engineer	12,710
Manufacturing Facility/Industrial Plant	30,097	OEM Engineer	502
Prison/Correctional Facility	14,958	Operating Engineer	2,858
Restaurant/Fast Food	18,092	Sales Engineer/Manufacturers Representative	3,108
Retail/Chain Store/Mall	18,417	Systems Engineer	2,344
School/University	29,328		
Supermarket/Convenience Store	13,937		

Buying Influence

Buying Influence	Count
Influence the Design, Specification or Purchase of Mechanical Systems and/or Components	50,355

Employee Size

Equipment Designed, Installed, Operated or Maintained *

Equipment	Count	Employee Size	Count
Air Conditioning	44,120	Less than 20	15,512
Building Mngmnt Systems/Energy	29,156	20-49	5,079
Heating-Air	43,212	50-99	3,005
Heating-Hydronic	34,437	100-249	2,942
Insulation (Duct&Pipe)	28,073	250-499	1,275
Motor & Drives	28,999	500-999	912
Piping & Valves	35,747	1,000 or More	903
Refrigeration	33,703		
Sensors, Monitoring, Transmitters	28,275		
Smoke / Fire Control	29,341		
Ventilation	38,642		

Sales Volume

Sales Volume	Count
Less than \$1 Million	10,100
\$1 Million-\$9 Million	7,674
\$10 Million-\$49 Million	3,100
\$50 Million-\$249 Million	1,322
\$250 Million-\$1 Billion	417
More than \$1 Billion	332

Source: Publisher's own data

* Multiple Response