

spotlight on:

DESIGN ENGINEER

S N A P S H O T

Marcus Royalty, Senior Control Design Engineer
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GlobalSpec provides easy-to-use, one-stop searching to help you find manufacturers and products.

Marcus Royalty, Senior Control Design Engineer for H.E. Services, designs controls for machinery to serve the automotive industry. He finds GlobalSpec saves him time in identifying the companies who make the components required for his projects.

"I've searched for five to ten different items," Royalty says, "and GlobalSpec helps me zero in on the right companies. The search screen gives me many choices for specifying what I want, and that has been very useful in narrowing down the list from hundreds of companies to 6-10 candidates."

He adds, "From there, the links to the manufacturers' Web sites make it easy to see what they have and to contact them directly."

"I've tried other Web sites," Royalty says, "but they are not as user-friendly. They don't break down to the specific characteristics that I am looking for, so that means spending more time trying to figure out who makes the right thing."

"GlobalSpec is useful in that it offers different, but related, categories of similar products," Royalty says. "There was one time I was looking for a cable strain relief, but I wasn't sure what it was called. GlobalSpec offered several different categories—cable clamp, cable strain relief, cable gland—that gave me some choices on where to start and some alternative approaches on solving the problem."

*"GlobalSpec gets me
to the manufacturers
who make the stuff I need
and I buy from them."*

GLOBALSPEC®

GlobalSpec® SpecSearch® Categories

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Manufacturing & Process Equipment
Data Acquisition & Signal Conditioning
Industrial Computers & Boards
Fluid Power Components
Flow Transfer & Control
Semi-conductors
Video & Imaging Equipment

SERVICE CATEGORIES

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Engineering and Technical Services
Machine Design & Fabrication
Maintenance and Repair
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GlobalSpec User Base

Demographics of the engineers and technical buyers using GlobalSpec:

84% search for products and services at least once a month
93% involved in purchasing products and engineering services
50% influence \$50,000 or more in component engineering & services spending per year
33% influence \$100,000 or more spending per year

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