

# Safety Switches & Disconnects — Procurement Decision Chain

By Wilson · 10 pages · Full report available for \$180

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*The only category where purchase is legally mandatory. NEC 230 requires service disconnecting means on every building.*

## What You'll Find Inside

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- ✓ NEC 230 mandatory requirement — every building needs a service disconnect
- ✓ Eaton Cutler-Hammer lead — 25–30% market share through panel ecosystem lock-in
- ✓ Square D/Schneider — 20–25%, strong in residential load centers
- ✓ Siemens — ~15%, strong in industrial and commercial
- ✓ Generac — transfer switch market, driven by backup generator adoption
- ✓ Panel ecosystem lock-in — near-zero brand switching due to bus bar compatibility

## Preview

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Safety switches are legally required on every building (NEC 230), but brand choice is almost entirely determined by the panel ecosystem already installed. This report maps how Eaton, Square D, and Siemens maintain their lock-in through panel family compatibility.

**\$180**

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