

Conduit & Fittings — Procurement Decision Chain

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

The category where brand barely matters. Type and size are determined by code — Atkore (Allied Tube) leads through scale, not brand preference.

What You'll Find Inside

- ✓ Atkore/Allied Tube market leadership — \$3.2B revenue through scale economics
- ✓ EMT vs. PVC vs. RMC — material share trends and code-driven specification
- ✓ Section 232 steel tariffs — reshaping the conduit market, PVC gaining share
- ✓ Fittings — where brand matters slightly more (Appleton, Crouse-Hinds for hazardous)
- ✓ Distribution — conduit is a "fill the truck" category, bought alongside primary materials
- ✓ Code drivers — NEC Chapter 3 wiring methods, fill calculations, support spacing

Preview

Conduit is specified by code, not brand. The electrician needs 3/4" EMT — whether it's Allied Tube, Wheatland, or a generic import makes no difference to the installation. This report examines how a \$8B+ category operates with near-zero brand differentiation.

\$180

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