

Wiring Devices — Procurement Decision Chain

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

Three grades, three procurement chains. Spec/contractor/builder grades create different decision chains for every wiring device purchase.

What You'll Find Inside

- ✓ Three-grade market — specification-grade, contractor-grade, builder-grade with distinct supply chains
- ✓ Brand landscape — Leviton residential (~35%), Hubbell spec-grade, Lutron dimmers, Legrand
- ✓ NEC GFCI/AFCI expansion — regulatory tailwind and market size implications
- ✓ Specification chain vs. retail chain — different decision makers, different margins
- ✓ Smart device transition — WiFi switches, occupancy sensors, and the smart home effect
- ✓ Distribution dynamics — electrical wholesalers vs. big box retailers vs. online

Preview

Wiring devices operate across three parallel markets with completely different procurement chains. A spec-grade Hubbell receptacle bought through a distributor for a hospital is a different product, with a different decision chain, than a builder-grade Leviton device bought in bulk for a housing development.

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