
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(D) OF THE
SECURITIES AND EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): June 7, 2012

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Commission file number **001-14989**

Delaware

(State or other jurisdiction of incorporation or organization)

25-1723342

(IRS Employer Identification No.)

225 West Station Square Drive

Suite 700

Pittsburgh, Pennsylvania 15219

(Address of principal executive offices)

(412) 454-2200

(Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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-

Item 7.01. Regulation FD Disclosure.

The information in this Item 7.01 is being furnished and shall not be deemed “filed” for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Item 7.01 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On June 7, 2012 members of senior management of WESCO International, Inc. (the “Company”) will deliver a presentation at the WESCO Toronto distribution center investor event. The presentation will include written communication comprised of slides and will be accessible on the Company’s website via webcast. The slides from the presentation are attached hereto as Exhibit 99.1 and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibit

Exhibit 99.1 Slide presentation for investors.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

June 7, 2012
(Date)

WESCO INTERNATIONAL, INC.

/s/ Stephen A. Van Oss

Stephen A. Van Oss

Senior Vice President and Chief Operating Officer

DRIVING GROWTH > CREATING VALUE



WESCO Canada Investor Day

June 7, 2012





Safe Harbor Statement

Note: All statements made herein that are not historical facts should be considered as “forward-looking statements” within the meaning of the Private Securities Litigation Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. Such risks, uncertainties and other factors include, but are not limited to, debt level, changes in general economic conditions, fluctuations in interest rates, increases in raw materials and labor costs, levels of competition and other factors described in detail in Form 10-K for WESCO International, Inc. for the year ended December 31, 2011 and any subsequent filings with the Securities & Exchange Commission. Any numerical or other representations in this presentation do not represent guidance by management and should not be construed as such. The following presentation may also include a discussion of certain non-GAAP financial measures. Information required by Regulation G with respect to such non-GAAP financial measures can be obtained via WESCO’s website, www.wesco.com.

WESCO Canadian Investor Day, June 2012



- WESCO Overview – John Engel
- Canadian Electrical Distribution Market – Jim Taggart
- WESCO Canada Overview – Harald Henze
- Construction Growth Engine – Todd Walford
- Communications Growth Engine – Dan Drazilov
- Utility Growth Engine and Brews Supply – Dale Berstad
- Toronto Distribution Centre – Harald Henze
- Q&A and Closing Remarks – John Engel

DRIVING GROWTH > CREATING VALUE



Welcome and WESCO Overview

John Engel
Chairman, President, and Chief Executive Officer
June 7, 2012





WESCO Profile



- Fortune 500 Company (NYSE: WCC)
 - Headquartered in Pittsburgh, PA
 - Approximately 7,300 employees
 - Approximately 400 locations in 14 countries
- A leading provider of electrical, industrial, and communications MRO and OEM products, construction materials and advanced supply chain management and logistics services
 - Serving over 65,000 customers
 - Partnering with 18,000 suppliers
 - Over 1 million different products shipped annually
- International operations and global sourcing capabilities

Vision

Global Leader of Supply Chain Solutions that consistently delivers Superior Customer Value and Shareholder Returns

Known for the best customer service and the best people

Customer Value Proposition

Providing customers the products and supply chain services they need for

- MRO
- OEM
- Capital Projects

...an industry leader



WESCO Growth Strategy



Growth strategy launched in 2009

- Established eight growth engines and six operational excellence initiatives
- Initiated One WESCO
- Increased investments
- Provided greater transparency
- Developed leaders and organization
- Focused execution

2010, 2011 and Q1 2012 results

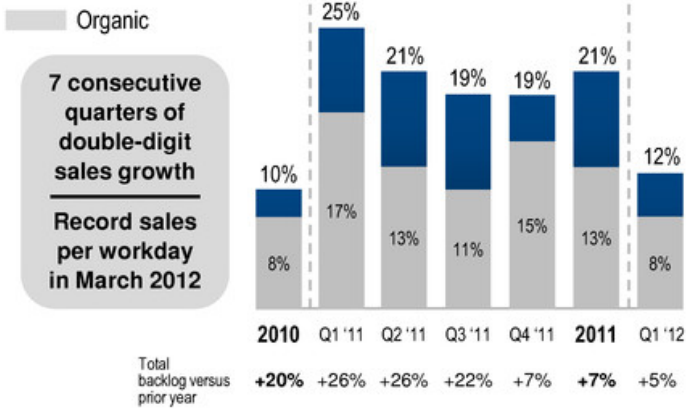
- Positive business momentum
- Gaining market share
- Investments delivering results
- Five acquisitions closed through January 2012
- Strong earnings growth
- Shareholder value creation

...execution is producing strong results

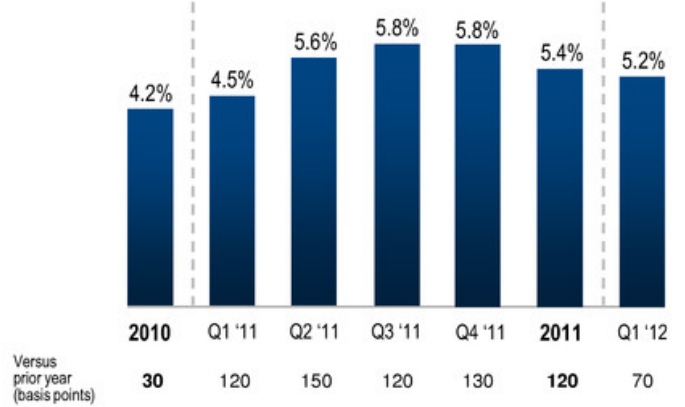


WESCO Results – 2010 through Q1 2012

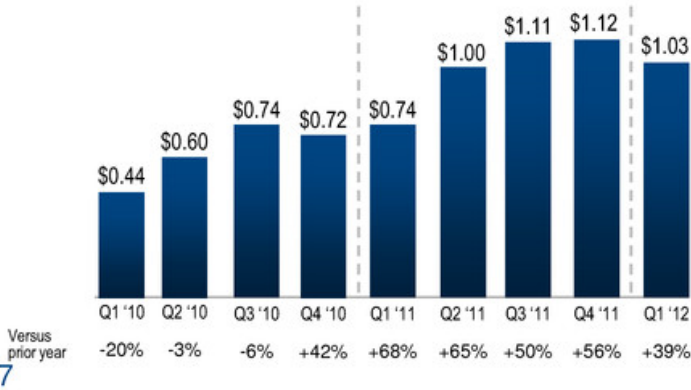
Sales vs. Prior Year



Operating Margin (EBIT%)



EPS



Q1 2012 Results

Sales	\$1.61 Billion +12% (+8% organic)
EBIT	5.2% +70 basis points
EPS	\$1.03 +39%

...reflect positive business momentum



Growth Engines

- I Expand**
 - 1 Geographies
 - 2 Customers
 - 3 Focus Markets
- II Enrich**
 - 4 Products and Services
 - 5 New Markets
- III Drive**
 - 6 M&A Agenda

BUSINESS MODELS



Global Accounts & Integrated Supply

Global Accounts
Provides comprehensive supply chain solutions to Fortune 1000 and other multi-site companies for their MRO, OEM, and capital expenditure needs

Integrated Supply
Provides turnkey outsourcing solutions for MRO and OEM procurement and other supply chain needs

END MARKETS



Construction



Government



Utility



International

PRODUCT CATEGORIES



Communications & Security



Lighting & Sustainability

CAPABILITIES



M&A Agenda

...improve our market position while expanding through acquisitions



Operational Excellence Initiatives

III Drive Operational Excellence

- 7 Marketing and Sales Effectiveness
- 8 Sourcing and Pricing Effectiveness
- 9 Service Excellence
- 10 Talent Management

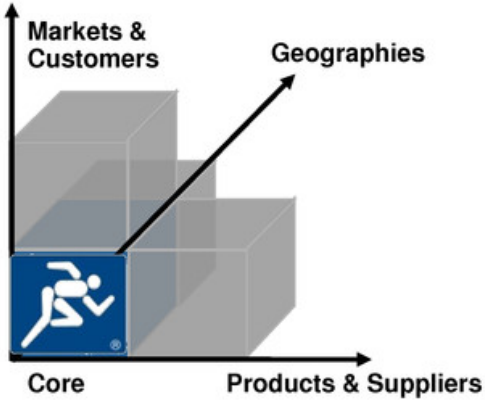
	Marketing Leadership	<ul style="list-style-type: none"> • Demand creation programs • Brand management • Dedicated specialists
	Sales Management	<ul style="list-style-type: none"> • LEAN initiative for sales • Sales, territory and account management • Solution selling and sales training
	Sourcing Effectiveness	<ul style="list-style-type: none"> • Category management • Volume leveraging • Inventory optimization
	Pricing Effectiveness	<ul style="list-style-type: none"> • Price increase processes • Special pricing and rebate management • Margin Kaizen events
	Service Excellence	<ul style="list-style-type: none"> • Voice of customer • KPI deployment and goal setting • e-Business
	Talent Management	<ul style="list-style-type: none"> • Talent management process and programs • WESCO University • High performance culture

...LEAN is our foundation for operational excellence



WESCO's Acquisition Strategy

Growth Framework

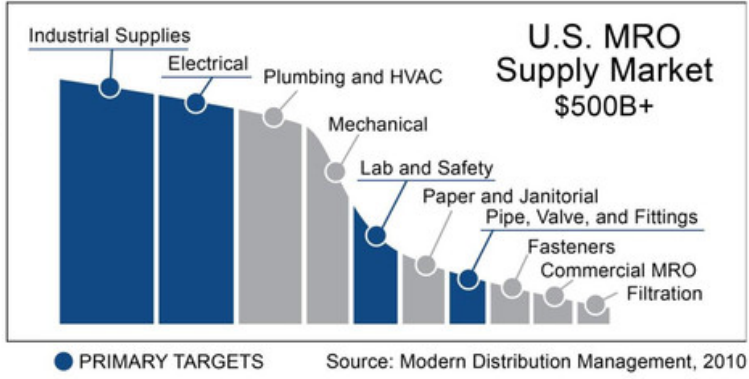


- Acquisition strategy is focused on:
1. Expanding product and service portfolio
 2. Targeting core and new markets
 3. Strengthening geographic position
 4. Improving overall financial metrics

Current Acquisition Environment

- Highly fragmented industry
- Many profitable niches
- Primarily privately owned
- Generational change

Acquisition Targets



We are building on our track record of 38 acquisitions which added approximately \$2.7B in annual revenues from 1995 through 2012

...adds capabilities, revenues, and profits

Trydor Industries



WESCO Announces Definitive Agreement to Acquire Trydor Industries (Canada), Ltd.

- A full-line distributor of high-voltage electrical products and services addressing the transmission, substation and distribution network needs for utilities, independent power producers and utility contractors in Canada
- Approximately \$35 million in annualized sales
- Headquartered in Surrey, British Columbia, with additional offices in Calgary and Edmonton
- Expected to be at least \$0.05 accretive per diluted share in the first year of operation
- Closing is expected to occur in July 2012



Reference: June 7, 2012 WESCO Press Release







WESCO Acquisition Scorecard

Trydor Industries (Canada), Ltd.

Acquisition announced on June 7, 2012

Closing is expected to occur in July 2012

Acquisition Priorities	Acquisition Summary
Consistent with WESCO strategy	 <p>Strengthens utility growth engine in Canada. Trydor is a full-line distributor of high-voltage electrical products and services addressing the transmission, substation and distribution network needs for utilities, independent power producers and utility contractors in Canada.</p>
Rate of return greater than WESCO risk-adjusted average cost of capital	 <p>Trydor acquisition rate of return is above WESCO risk-adjusted average cost of capital.</p>
Accretive in first year of operation	 <p>This acquisition is expected to be accretive by at least \$0.05 per diluted share in the first year of operation.</p>
Margins higher than WESCO	 <p>Trydor's gross and operating margins are higher than WESCO.</p>



Business Priorities and Financial Objectives

Business Priorities

1. Take share
2. Expand margins
3. Strengthen portfolio
4. Build high-performance culture

Long-Term Financial Objectives

- Grow faster than the market and strengthen business through acquisitions
- Maintain industry-leading cost structure
- Expand operating profit and margins
- Generate strong operating cash flow through the cycle
- Provide superior investor returns

Opportunity for Significant Value Creation

TODAY	→	TOMORROW
Market-Focused Branches	→	One WESCO
National Accounts	→	Global Accounts
LEAN and Integrated Supply	→	Complete Supply Chain
North American Centric	→	Global

Fortune 500 company with market leadership positions, a balanced portfolio of businesses, and an operational excellence culture

...focused on shareholder value creation



Canadian Electrical Distribution Market

Jim Taggart



ELECTRO·FEDERATION
C A N A D A

Electro-Federation Canada

Vision

“EFC is the organization of choice to represent and champion the needs of the Canadian Electrical and Electronics market.”

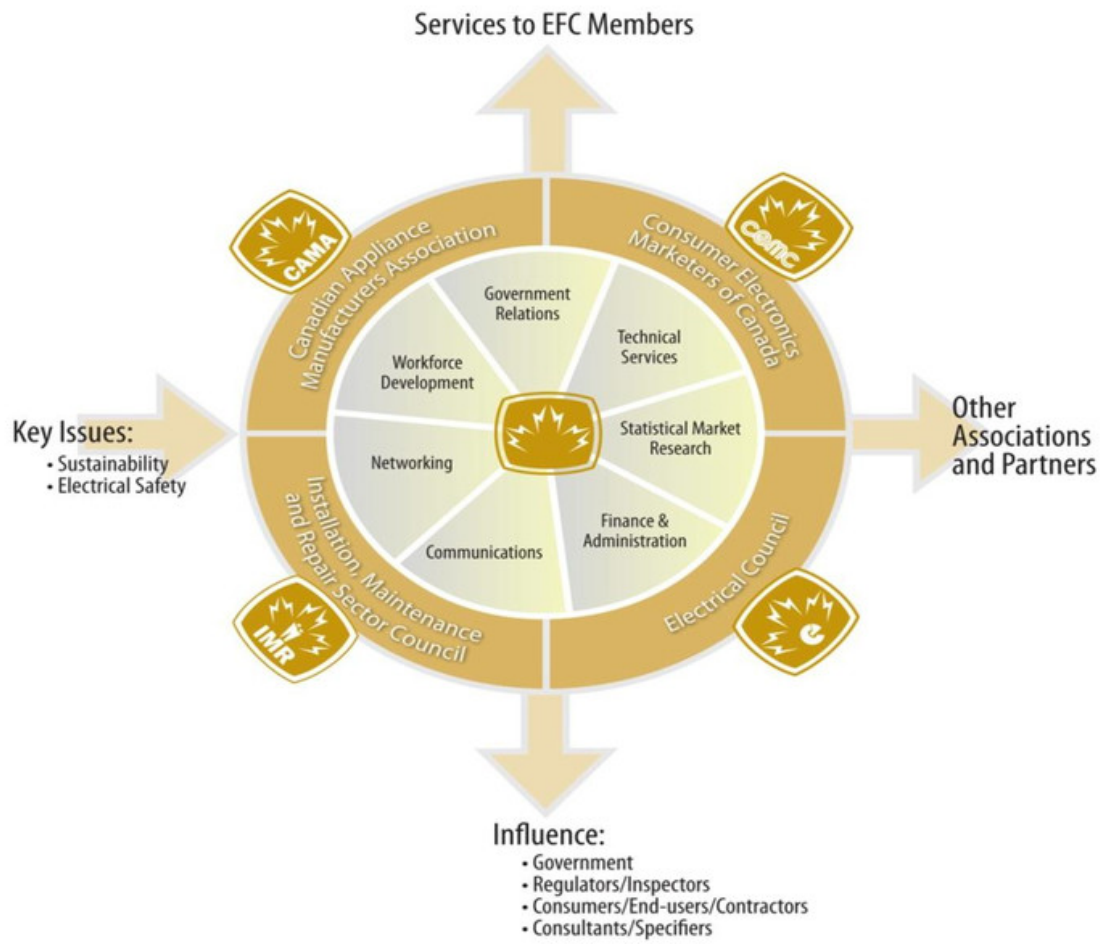


Electro-Federation Canada (EFC)

EFC is a national, not-for-profit industry association

- Representing 300+ member companies that manufacture, distribute and service electrical and electronic products in Canada
- Contributing more than C\$50B to the Canadian economy
- Employing over 130,000 workers
- In more than 1,400 facilities across the country
- Products include lighting, electrical supplies/equipment, consumer electronics, communications, cabling, tooling, and many others
- Advocacy/Government Relations - we represent our member companies provincially, federally, and internationally on a wide variety of issues





Key Electrical Industry Issues

- Sustainability
 - Extended Producer Responsibility
 - Renewable Energy (solar/wind)
 - Energy Efficiency
- Electrical Safety
- Counterfeit and Unsafe Products
- Trade Policies and Regulations
- Workforce Development
- Technology Change
- Intellectual Property
- Challenging Economic Conditions

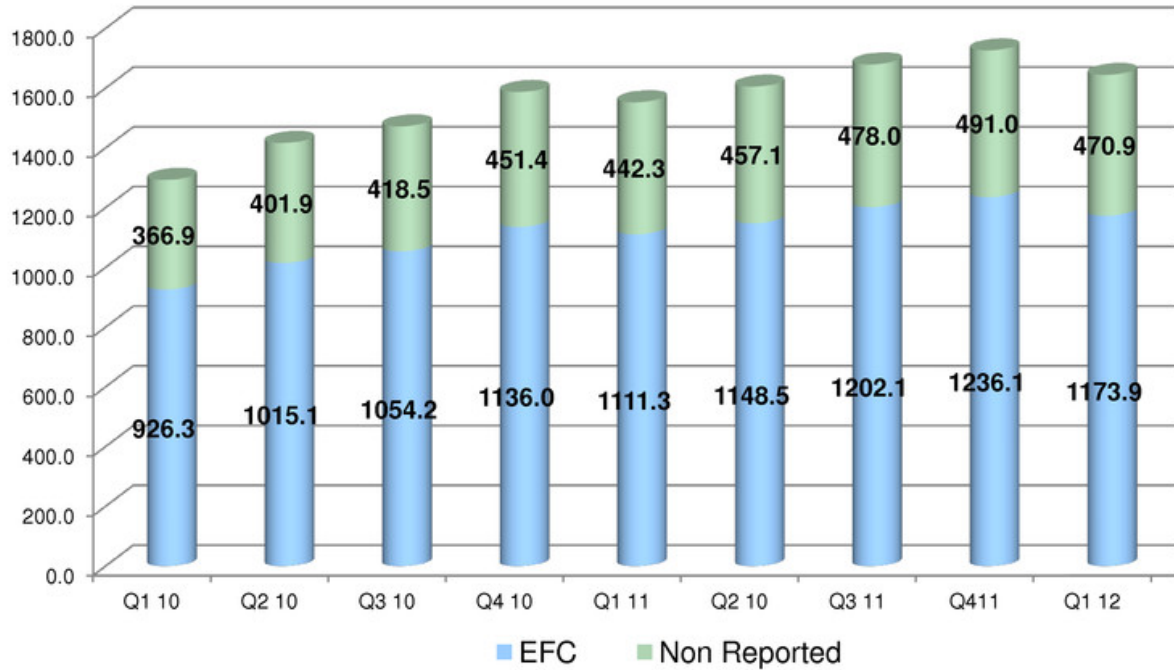


Canadian Electrical Distribution Market

C\$6.6 Billion Market

(000s \$)

Total Industry Sales through Electrical Distribution





WESCO Canada Overview

Harald Henze
Group Vice President and General Manager
WESCO Canada
June 7, 2012





WESCO Canada



WESCO Canada Business Profile

- WESCO Canada is headquartered in Toronto
- WESCO has been operating in Canada since 1922

- \$900M annual sales in 2011, with a Q1 2012 annualized sales run rate of approximately \$1B
- Approximately 1,100 employees
- Extensive footprint of more than 50 WESCO branches across Canada
- Broad product and service portfolio
- TVC acquisition in December 2010 strengthened communications products portfolio
- Brews Supply acquisition in October 2011 strengthened utility and industrial OEM market positions

... strong business in an attractive market



WESCO Canada

Competition

- Rexel (Westburne and Nedco)
- Sonepar
- EECOL
- Guillevan
- Anixter
- Others

➔ The Canadian distribution market is less fragmented than the U.S. market.

➔ WESCO Canada has shown very strong organic sales growth over the last several years.

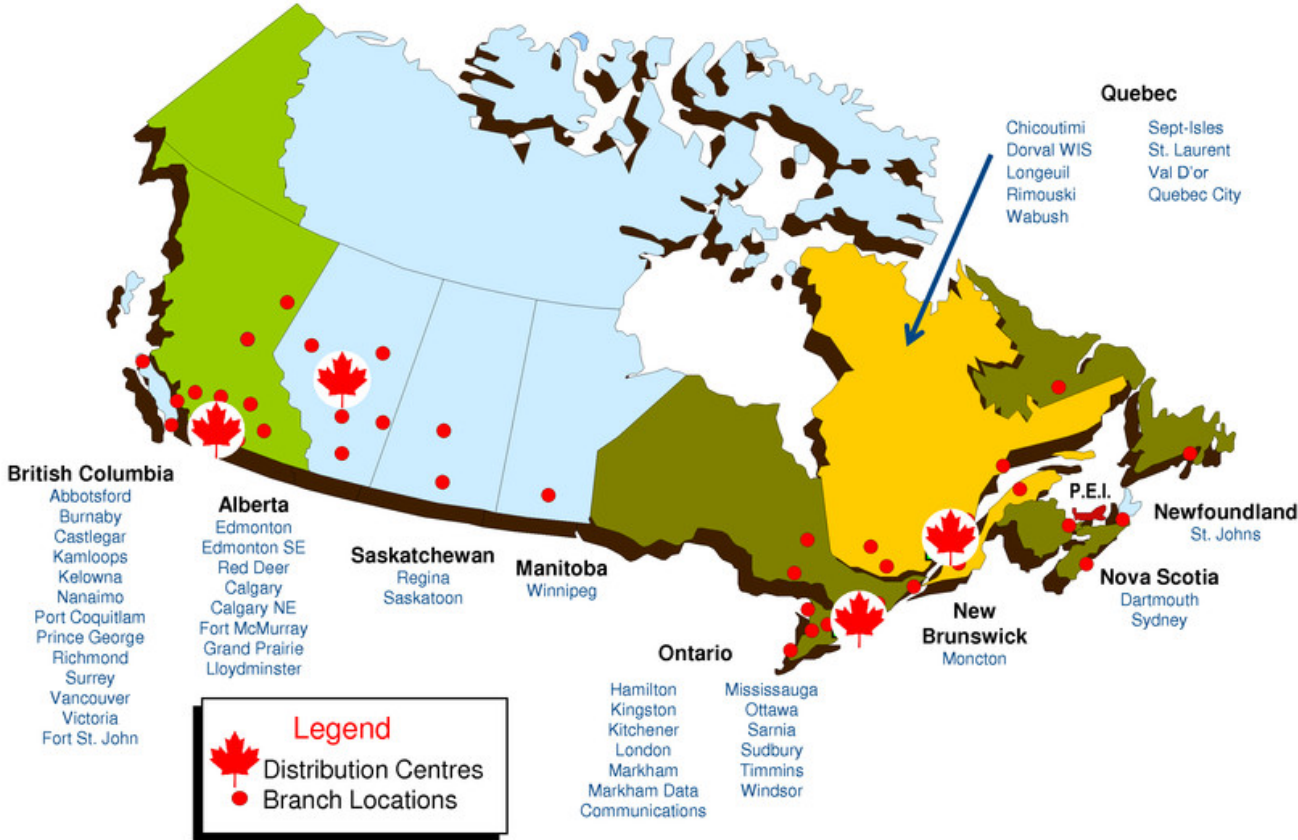
Market Dynamics

1. Canadian market buoyed by natural resource sectors
2. Long-term growth prospects for oil, gas, and mining are very attractive
3. Utility market is seeing increased investment
4. Green and sustainability initiatives are creating opportunities for new products and services

... attractive long-term growth prospects



Extensive Geographic Footprint



... includes a strong WESCO presence in all Canadian provinces



Investing for Growth

Investments

Organic

1. New Edmonton distribution centre in 2009, with significant expansion in 2011
2. New Toronto distribution centre in 2012 (WESCO's largest)
3. Additional branches planned in 2012

Acquisitions

1. TVC Communications in 2010
2. Brews Supply in 2011

Business Priorities

1. Continue organic investments (sales resources, new locations, distribution centre expansion)
2. One WESCO in Canada
 - Expand TVC Communications
 - Expand Brews Supply
3. Accelerate LEAN
4. Additional acquisitions

...and delivering strong results in Canada



One WESCO Success Stories

Global Specialized Chemicals

- Fortune 500 company with operations in 7 countries
- Purchase broad range of electrical products
- Expanding operations throughout North America
- WESCO revenues of more than \$25 million in Canada
- WESCO dedicated global accounts team coordinates system design services, product training, Value Creation events, and customer-specific inventory management



Global Diversified Industrial

- Fortune 500 company with operations in more than 25 companies
- WESCO revenues of more than \$30 million
- WESCO integrated supply personnel responsible for managing entire supply chain, including order processing, inventory management, parts inventory, and supplier quality for 8 customer locations in Canada
- Orders placed through WESCO's online e-crib solution
- WESCO provides total cost of ownership savings on an annual basis



...reflect successful global accounts and integrated supply implementation



Construction Growth Engine

Todd Walford
Region Vice President
June 7, 2012





Canadian Construction Market

Market Overview

- Construction is one of Canada's largest industries
- Total value of new construction starts in 2011 was more than C\$240 billion
- Typically 10% of the total construction project value is electrical (40% materials and 60% labor)
- Most construction projects follow a standard life cycle from design through project commissioning and completion

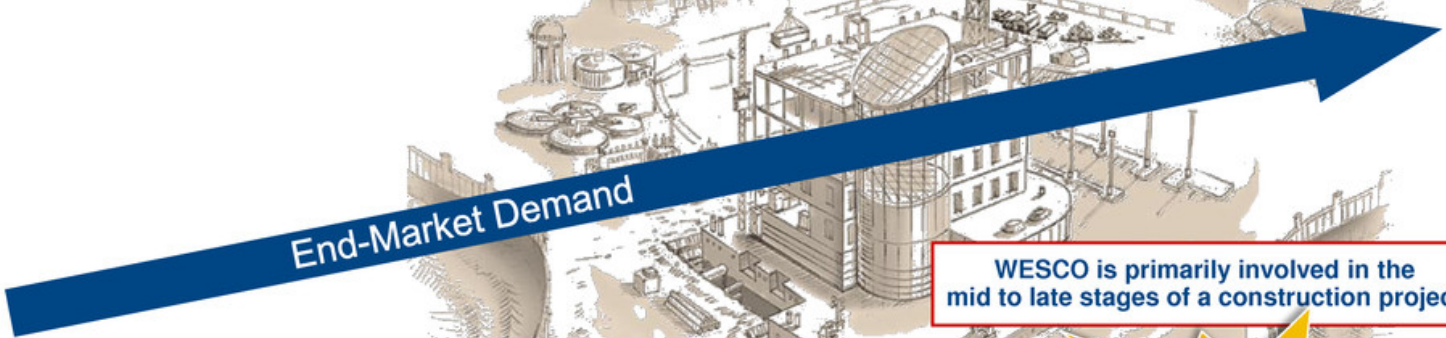
Market Trends

- Large E&C firms are assuming more procurement responsibility and expanding domestically and internationally
- Contractors are traveling further from home to work on projects in active markets
- Contractors are reducing or limiting their supply base and eliminating jobsite inventories
- Single-source contracts have been piloted by several of the larger contractors
- Select contractors are beginning to adopt contemporary business practices, including Lean, supply chain outsourcing and multi-location contracting.

...provides attractive growth opportunities for WESCO



Construction Cycle



Construction Cycle Time



Key Market Indicators





Construction Growth Engine

Construction Strategy

- Capitalize on existing customer relationships to sell and service the complete WESCO portfolio
- Focus on providing effective program management and supply chain services for entire project life cycle
- Support growth with new branch additions and distribution centre expansion

WESCO Strengths

- Long-term relationships with top tier contractors and industrial companies
- Broad and deep construction project capabilities
- One WESCO collaborative solutions provide a differentiated offering (i.e., electrical plus data communications)

Priorities

1. Target accounts

- Expand customer relationships
- Multi-location project coordination
- Address all project sizes
- Target attractive markets (lighting, property management, automation)

2. Large projects

- Early identification
- Coordinated branch strategies
- Proactive supplier engagement and management

3. Strategic marketing for demand generation

4. Branch and distribution centre expansion

- Identify high potential areas
- Open new branches (profitable in year one)
- Expand distribution centres

...includes investments in Canada



One WESCO Success Stories

Property Management / Retail

Global Restaurant Chain

- \$5M+ lighting retrofit in 300 to 400 stores across Canada
- Requirements include product staging, ship complete packages, and coordination across multiple sites
- WESCO value-add includes distribution centres in every major geographic area, ship complete packages from one location per area, consistent packaging, and consolidated shipments to final site locations



Healthcare

Hospital Expansion

- \$20M construction project over 3 years
- Comprehensive construction project management required (procurement, staging, packaging, and delivery)
- Toronto distribution centre supports warehouse fulfillment on large projects



...reflect early customer engagement and strong project management



Communications Growth Engine

Dan Drazilov
Director of Operations
June 7, 2012





Data and Broadband Communications

Customer Value Proposition

WESCO is a single destination for a wide variety of data communications, security, broadband, and electrical products

Communications Solutions

A wide range of customer applications are supported:

- Voice and data communications
- Security, surveillance, and access control
- Data centres
- Intelligent buildings
- Broadband networks
- Wireless communications
- Audio and video
- Smart grid and outside plant















Canadian Market Trends

1. Global customers looking to consolidate spend
2. Data centre growth still solid in Canada, but at lower rate
3. Federal government spending in Canada remains strong
4. Outside plant fiber networks expand to support high-speed data demands
5. Cable operators expand service offerings and markets served
6. Distributed Antenna Systems (DAS) gaining broader acceptance
7. IP lighting deployment and adoption accelerating
8. High demand for communication products is driven by an exponential increase in consumer demand for high speed networks, wireless, high definition content and improved security

...favour WESCO and our extensive product and service portfolio



Extensive Communications Product Portfolio

Broadband Communications		Data & Security Communications	
Product Category & Description	Products	Product Category & Description	Products
<p>Signal Origination</p> <p>Head-end and central office equipment used to receive and process signals for transmission</p>	<ul style="list-style-type: none"> • Satellite Receivers • Processors • VoIP Equipment • VOD Equipment • Advertising Insertion 	<p>Network Cabling & Connectivity</p> <p>Products that are used to connect one device to another, with the purpose of sharing data across the network</p>	<ul style="list-style-type: none"> • UTP & STP Cable • Fiber Optic Cable • Patch cords • Connectors • Patch Panels • Pre-Terminated Systems 
<p>Plant</p> <p>The main delivery system used to carry the signal from the point of origination to the main line (can be aerial or underground)</p>	<ul style="list-style-type: none"> • Cable (coax, copper, fiber) • Pole Line Hardware • Line Splitters & Nodes • Conduit • MaxCell 	<p>Racks, Cabinets & Cable Management</p> <p>The physical containment devices used to hold network electronics and to manage the routing of network cable</p>	<ul style="list-style-type: none"> • Server Cabinets • 2 & 4-Post Racks • Network Cabinets • Ladder Racks • Cable Trays • Cable Organizers 
<p>Drop</p> <p>The point at which the signal branches from main line and terminates at the customer premises</p>	<ul style="list-style-type: none"> • Splitters • Drop Cable • Drop Hardware • Connectors • Jumpers 	<p>Wireless & Local Area Network Equipment</p> <p>Systems used to transmit and/or convert data in the local area network</p>	<ul style="list-style-type: none"> • Distributed Antenna Systems (DAS) • Access Points • VoIP & KVM Switches, PoE • Network Monitoring • Media Converters 
<p>Customer Premises Equipment</p> <p>Products used to carry the signal inside the customer premises to the computer, phone or TV</p>	<ul style="list-style-type: none"> • Modems • Set-Top Boxes • Remotes • Installation Kits 	<p>Power & Protection</p> <p>Products that are used to supply, protect, condition and control electrical energy that enters a facility</p>	<ul style="list-style-type: none"> • UPS • Surge Suppress • Power Strips • Power Condition • PDU • Remote Power Panels 
<p>Installation Supplies & Test Equipment</p> <p>Products used to install, test and repair all system components</p>	<ul style="list-style-type: none"> • Hand Tools • Ladders • Signal Level Meters • Batteries • Spectrum Analyzers • Test Tone Generators 	<p>Security</p> <p>Solutions comprised of a combination of software and hardware designed to limit the exposure of a facility or computer network to access from undesired sources</p>	<ul style="list-style-type: none"> • IP & Analog Cameras • Video Software • Access Control • Fire/Burglar Alarm • Monitors • Servers • Mass Notification 



Executing the Growth Plan

- Specialized resources (global accounts, government, utility, security, data centres)
- Dedicated end-user, specification-driven sales teams
- Centralized lead generation and qualification team
- Developing and promoting proprietary value-added solutions
- Focus on strengthening the communications ecosystem

*Leverage
One WESCO
across all
investments*



Exclusive Value-Added Solutions



... for data and broadband communications in Canada



Utility Growth Engine and Brews Supply

Dale Berstad
Director, Brews Supply
June 7, 2012





Brews Overview

- R.L. Brews founded in 1927 in Alberta
- Wholesale distributor of:
 - Industrial and commercial electrical and instrumentation products
 - Electrical utility products
- Acquired by Roynat Capital and Stonebridge Merchant Capital in April 2006
- Acquired by WESCO in October 2011





Brews Customers

- Oil & Gas
 - Oil Sands
 - Refineries/Up-graders
- Industrial Contractors
- Commercial Contractors
- Panel Shops
- Forestry
- Mining
- Food Processing
- Utility Companies
- Engineering Procurement and Consulting Engineering Firms

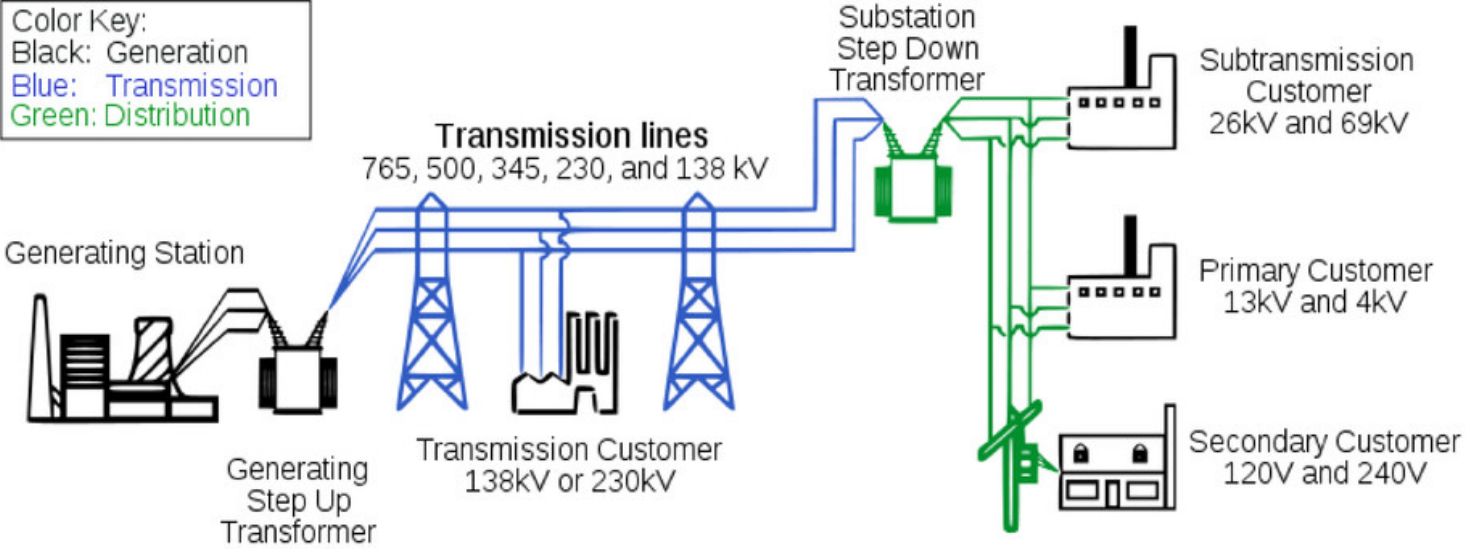


...include Industrial Companies and Utilities

Addressing All Aspects of the Utility Power Chain



Color Key:
Black: Generation
Blue: Transmission
Green: Distribution



...Generation, Transmission, and Distribution



Serving Utility Customers

- Geotek/Pupi (Exclusive Canada-wide)
- Dipl.-Ing. Horstmann GmbH.
(Exclusive Canada-wide)
- Maysteel LLC
- Peidmont Bushings & Insulators
- Thomas & Betts (part of ABB):
 - Elastimold
 - Hi-Tech
 - Homac
 - Joslyn Hi-Voltage



...while partnering with key suppliers



Toronto Distribution Centre

Harald Henze
Group Vice President and General Manager
WESCO Canada
June 7, 2012

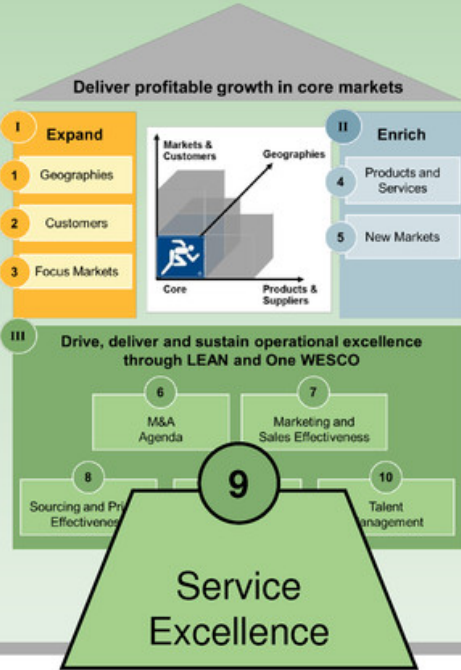




WESCO Service Excellence Overview

What is Service Excellence?

Consistently meeting all customer requirements at a minimum and exceeding expectations on their most valued requirements



Critical Success Factors

- Every **employee understanding** how their role affects service goals and each working toward meeting those goals
- Defining **key service metrics**, setting targets, making it visible at every level of the organization
- Constantly **improving** service by seeking internal and external feedback, as well as benchmarking industry leaders
- Proactively **investing in systems and technologies**, and aligning processes to meet/exceed new or predicted requirements and expectations

A key foundational component of WESCO's strategy



Service Excellence KPIs

Key Elements to Achieve Service Excellence

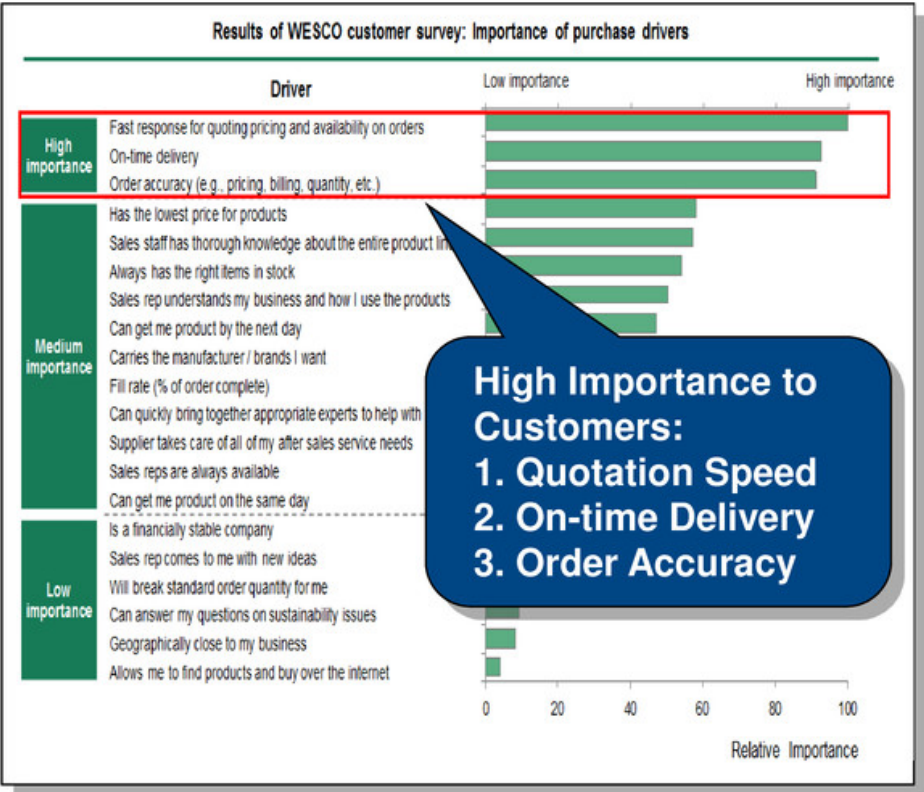


- **Supplier performance** – rapid pricing, reliable products, accurate orders and timely deliveries
- **Seamless supply chain** (supplier to WESCO to customer) – nimble, flexible, responsive, on-time deliveries
- **Customer interface** – highly responsive, rapid quoting/order processing, knowledgeable and professional sales force, real-time order tracking and response
- **Inventory optimization** – breadth and depth of inventory / 100% order completion
- **e-commerce capabilities** – EDI transactions, e-catalog, on-line ordering
- **Customer experience** – feedback mechanisms and close-looped corrective action system
- **Continuous monitoring** – visible service metrics



Service Excellence Survey Data

Service Dimensions that Drive our Sales Growth and Profitability

Customer data indicates that consistent and high-performing service is more important than price

Service Excellence – DC Initiatives



Spotlight on Hybrid DC Expansion



Integrated DC and branch operation that performs order fulfillment and replenishment services

- Enhanced market presence and image
- Accelerated lead-time (replenishment and fulfillment)
- Customized inventory to meet market demands
- Expanded product offering (wire, pipe and conduit, lighting fixtures, etc.)
- Accelerated market entry vehicle (new branches, new suppliers, and new items)
- Technology applications

WESCO Has Eight North American Distribution Centres

DRIVING GROWTH > CREATING VALUE



- Four Canadian Distribution Centres
 - Burnaby, British Columbia (Hybrid)
 - Dorval, Quebec
 - Edmonton, Alberta (Hybrid)
 - Toronto, Ontario (Hybrid)
- Four U.S. Distribution Centres
 - Warrendale, Pennsylvania
 - Byhalia, Mississippi
 - Sparks, Nevada
 - Little Rock, Arkansas

Burnaby, British Columbia



Montreal, Quebec



Edmonton, Alberta



Toronto, Ontario



Warrendale, Pennsylvania



Byhalia, Mississippi



Sparks, Nevada



Little Rock, Arkansas



Toronto DC 201206



Canadian DC Evolution

- Custom Warehouse Management System (WMS) directs and controls all transactions in real-time
- “Paperless” processing via RF scanners, scanning and bar-code technology applications
- Automated weight auditing quality check
- Order sizes from single packages to truckloads
- Products from single fuses to 3,500 lb. master reels



Canadian DC Evolution

1987

Opened Montreal DC

1995

Opened Burnaby DC

2009

Opened Edmonton DC

2011

Expanded Edmonton DC capacity

2012

Opened Toronto DC

2013

Plan to open new Montreal DC



Toronto Distribution Centre Profile

- Facility size
 - Warehouse 230,000 sq. ft.
 - Office 14,000 sq. ft.
 - Showroom 6,000 sq. ft.
 - Total 250,000 sq. ft.



- Inventory value over \$10M
- Over 100 suppliers and over 10,000 SKUs

- Features
 - Energy efficient T5 lighting system with motion sensors
 - Housing various operations: Branch, DC, Region, Group, etc.
 - Customer-focused showroom and counter operation





Toronto Showroom and Technology Centre

- Self-service product displays
- Supplier technology and new products display area
- Warehouse-in-a-Warehouse with customer access to wholesale-style bin stock





Logistics as a Competitive Advantage

The WESCO Distribution Centres provide a competitive advantage that is:

Valued
by customers

Acknowledged
by suppliers

Appreciated
by branches



The WESCO Distribution Centres are continually being positioned to support and enable WESCO's growth strategy.



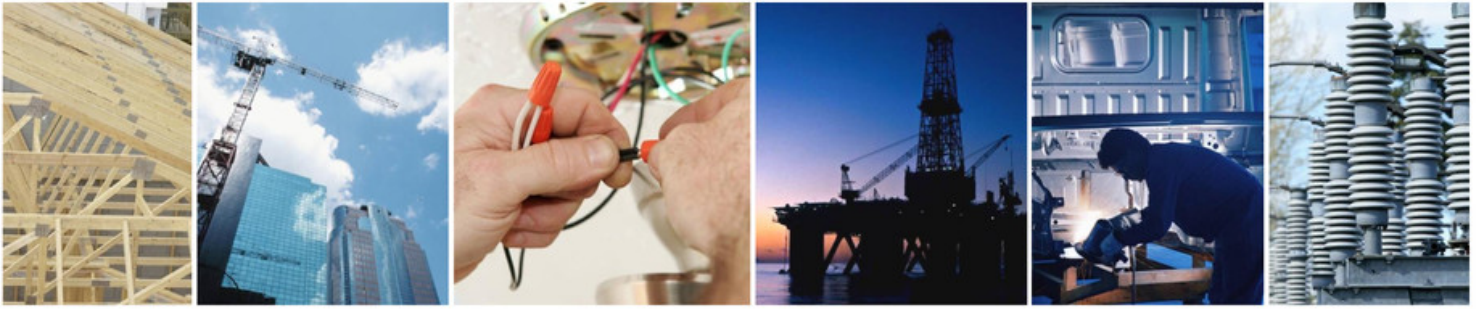
Q&A and Closing Remarks

John Engel
Chairman, President, and Chief Executive Officer
June 7, 2012





Invest in WESCO



- Market leader with low business risk profile
- Proven business model well positioned in large, fragmented market
- Organic sales growth faster than market
- Operational excellence culture founded on LEAN
- Excellent margin expansion results and future potential
- Proven acquirer in a consolidating industry
- Strong free cash flow generation through economic cycle

...strong company, excellent value creation opportunity



WESCO
DISTRIBUTION®



APPENDIX

Core Sales

Reconciliation of Non-GAAP Financial Measures



Unaudited

(dollar amounts in millions)

	Full Year 2011 vs 2010			Q1 2012 vs. Q1 2011			Q1 2012 vs. Q4 2011		
	2011	2010	% Growth	Q1 2012	Q1 2011	% Growth	Q1 2012	Q4 2011	% Growth
Industrial Core	\$ 2,632	\$ 2,256	16.7%	\$ 688	\$ 615	11.8%	\$ 703	\$ 681	3.2%
Construction Core	2,097	1,845	13.7%	510	487	4.7%	511	521	(1.9%)
Utility Core	683	622	9.8%	177	143	23.9%	180	188	(4.2%)
CIG Core	388	359	8.1%	200	190	5.4%	201	205	(1.9%)
Total Core Gross Sales	\$ 5,800	\$ 5,082	14.1%	\$ 1,574	\$ 1,435	9.8%	\$ 1,595	\$ 1,595	0.0%
Total Gross Sales from Acquisitions	347	-	-	37	1	-	16	-	-
Total Gross Sales	\$ 6,174	\$ 5,082	21.0%	\$ 1,611	\$ 1,436	12.2%	\$ 1,611	\$ 1,595	1.0%
Gross Sales Reductions/Discounts	(21)	(18)		(5)	(5)	-	(5)	(5)	-
Total Net Sales	\$ 6,126	\$ 5,064	21.0%	\$ 1,606	\$ 1,431	12.2%	\$ 1,606	\$ 1,590	1.0%

Note: Q1 versus prior year excludes Reco, Brews Supply, and RS Electronics results.
Q1 sequential excludes RS Electronics.

