
**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): August 9, 2011

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)

25-1723345
(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 August 9, 2011 members of senior management of WESCO International, Inc. (the "Company") will deliver a presentation at the 2011 WESCO Investor Day. 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) Exhibits

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.

August 9, 2011

(Date)

WESCO International, Inc.

/s/ Richard P. Heyse

Richard P. Heyse

Vice President and Chief Financial Officer



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WESCO Investor Day 2011

Tuesday, August 9, 2011

Registration

1:00 pm	Introduction <i>Dan Brailer, Vice President □ Treasurer and Investor Relations</i>	
1:05 pm	Welcome and WESCO Overview <i>John J. Engel, Chairman, President, and Chief Executive Officer</i>	Tab 1
1:35 pm	Sales, Margin, and Operations <i>Steve Van Oss, Senior Vice President and Chief Operating Officer</i>	Tab 2
2:05 pm	Communications and Security <i>David Bemoras, Group Vice President and General Manager</i>	Tab 3
2:25 pm	Lighting and Sustainability <i>Andrea Hogan, Regional Vice President and General Manager</i>	Tab 4
2:45 pm	<i>Break</i>	
3:00 pm	International <i>Les Kebler, Group Vice President and General Manager</i>	Tab 5
3:20 pm	Utility <i>Andy Bergdoll, Group Vice President and General Manager</i>	Tab 6
3:40 pm	Financials <i>Richard Heyse, Vice President and Chief Financial Officer</i>	Tab 7
4:10 pm	Q&A and Closing Remarks <i>John J. Engel, Chairman, President, and Chief Executive Officer</i>	Tab 8
5:00 pm	<i>Cocktail Reception</i>	
6:00 pm	<i>Dinner</i>	

WESCO Investor Day Presenters

John Engel

Chairman, President, and Chief Executive Officer



Mr. Engel was appointed President and Chief Executive Officer on September 1, 2009 and assumed the Chairman of the Board responsibilities in May 2011. Prior to this appointment, Mr. Engel was WESCO's Chief Operating Officer, responsible for overseeing branch-based distribution operations and related headquarters and field support functions. Prior to joining WESCO in July 2004, Mr. Engel held significant general management, operations, and engineering roles with General Electric, Allied Signal, Perkin Elmer, and Gateway. Mr. Engel holds

a BS in Mechanical Engineering from Villanova University and an MBA from the University of Rochester.

Stephen Van Oss

Senior Vice President and Chief Operating Officer



Mr. Van Oss was appointed Senior Vice President and Chief Operating Officer on September 1, 2009. He is responsible for overseeing branch-based distribution operations and related headquarters and field support functions. Since joining WESCO in 1997, he has served as Director of Acquisitions Management, Director of Information Systems, and Senior Vice President and Chief Financial and Administrative Officer from 2004 through 2009. Mr. Van Oss holds a BS in Accounting from Wright State and an MS in Marketing and Finance from Cleveland

State University. Prior to joining WESCO, Mr. Van Oss had public accounting, finance, and general management experience working for Reliance Electric.

Richard Heyse

Vice President and Chief Financial Officer



Mr. Heyse joined WESCO in June 2009 as Vice President and Chief Financial Officer and has responsibility for WESCO's finance and accounting functions. Mr. Heyse holds a BS in Nuclear Engineering from Purdue University and an MS in Industrial Administration with a concentration in Accounting from Carnegie Mellon University. Prior to joining WESCO, Mr. Heyse was CFO of Innophos Holdings where he had responsibility for Finance and IT. Prior to Innophos, Mr. Heyse held both

domestic and international positions in Finance, IT, Supply Chain, and Engineering at Eastman Chemical, Koch Industries, Eaton, and International Paper.

Daniel Brailer

Vice President, Treasurer, Investor Relations and Corporate Affairs



Mr. Brailer joined WESCO in March 1999 and is responsible for Treasury, Investor Relations, Real Estate and Corporate Affairs. From 1999 to 2004, Mr. Brailer served as Corporate Secretary and managed the Legal Department from 2005 to 2008. Mr. Brailer holds a BS in Marketing and an MBA from West Virginia University. Prior to joining WESCO, he worked for Mellon Bank for over 17 years and held the title of Senior Vice President of the Basic Industries Group.

David Bemoras

Group Vice President and General Manager



Mr. Bemoras joined WESCO with the acquisition of Communications Supply Corporation (CSC) in 2006. Mr. Bemoras is responsible for WESCO's data communications business, the midwest portion of Industrial/Construction and the recently acquired TVC Communications operation, which is a leading distributor of broadband communications network infrastructure products. Mr. Bemoras holds a BS in Marketing from Arizona State University and was the owner of a Chicago-based data communications distribution business prior to being

acquired by CSC in 1997. Mr. Bemoras served as Vice President Sales and Marketing for CSC from 1997 until two years after WESCO's acquisition of CSC in 2006.

Andy Bergdoll

Vice President and General Manager



Andy Bergdoll has served as the WESCO's Vice President of Utility since December 2007. Mr. Bergdoll joined WESCO as part of the Communications Supply Corporation (CSC) acquisition where he was President of the Liberty Wire and Cable business. His prior experience includes significant management and leadership roles at Siemens, Booz Allen & Hamilton, and General Electric. Mr. Bergdoll has a BS in Mechanical Engineering from Lehigh University and an MBA from Carnegie Mellon.

Andrea Hogan

Regional Vice President and General Manager



Ms. Hogan joined WESCO in 2007 as a District Manager of WESCO operations in Philadelphia. In 2010, she was promoted to Regional Vice President, responsible for the Eastern Seaboard. The Northeast region was added to her responsibilities in 2011. Prior to joining WESCO, Ms. Hogan was the Senior Vice President, Operations for Strategic Distribution, Inc. from 1989 through 2001. From 2001 to 2007, she started, ran, and successfully sold a retail business. Ms. Hogan has a BS in Human Resources with a minor in Finance from Florida Atlantic University.

Les Kebler

Group Vice President and General Manager



Mr. Kebler joined WESCO in 2006 and is responsible for WESCO's international business outside the U.S. and Canada. Prior to joining WESCO, Mr. Kebler worked at General Electric for 17 years in a variety of sales and marketing roles. Mr. Kebler holds a BS in Mechanical Engineering from Michigan State University and an MBA from the University of Chicago.



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Welcome and WESCO Overview

John J. Engel
Chairman, President, and Chief Executive Officer



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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, 2010 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.



WESCO Investor Day 2011

Agenda

- **WESCO Overview**
 - Strategic plan and progress
 - Business priorities
 - Value creation opportunity
- **Sales, Margin and Operations**
 - Growth engines
 - Margin expansion
 - LEAN for Sales and Operations
- **Growth Engines**
 - Communications & Security
 - Lighting & Sustainability
 - International
 - Utility
- **Financials**
 - Financial objectives and results
 - LEAN for Administration
 - Cash generation and usage
- **Q&A and Closing Remarks**

Four of our eight growth engines are profiled today:



Communications
& Security



International



Lighting &
Sustainability

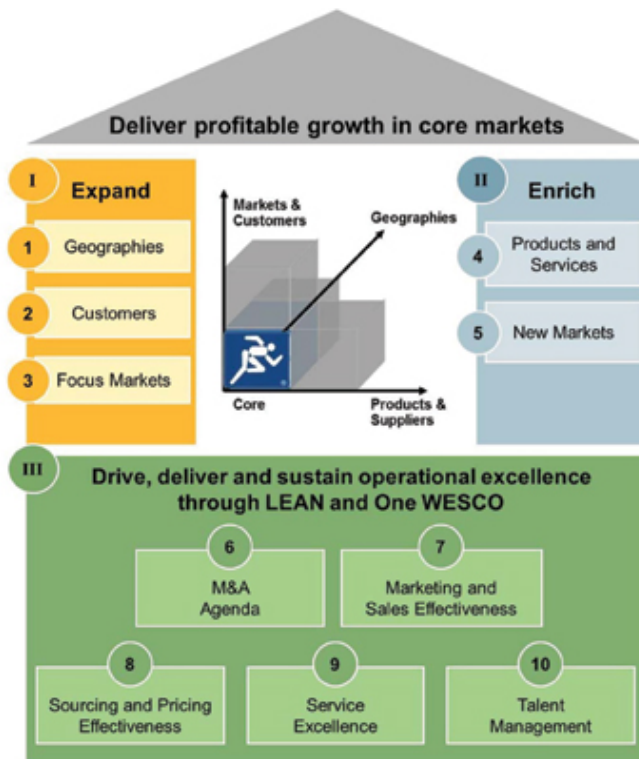


Utility

Strategy | Growth Priorities | Results



WESCO Growth Strategy



WESCO Growth Strategy launched in Fall of 2009

- CEO succession plan
- Established eight growth engines
- Initiated One WESCO
- Increased investments
- Greater transparency
- Developed leaders and organization
- Focused execution

2010 and first half 2011 results are excellent

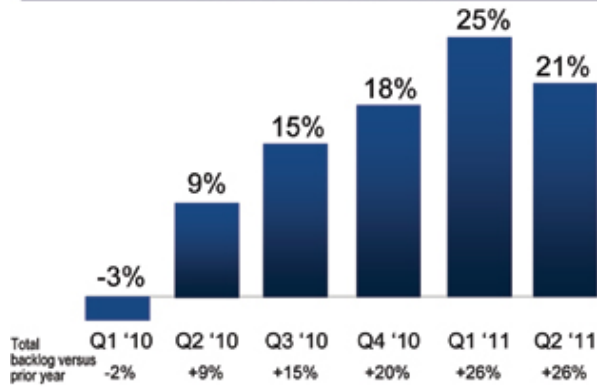
- Positive business momentum
- Taking market share
- Investments paying off
- Acquisitions restarted
- Strong earnings growth
- Shareholder value creation

...execution is producing strong results

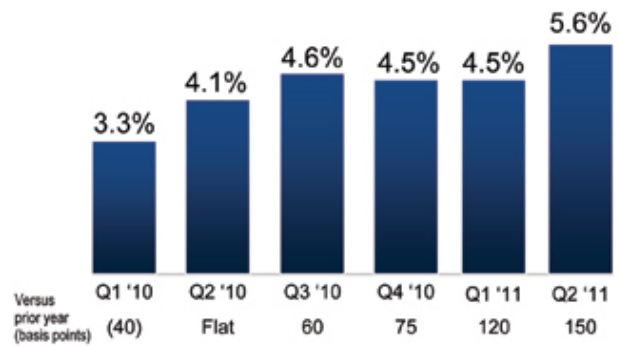


2010 and First Half 2011 Results

Sales vs. Prior Year



Operating Margin (EBIT%)

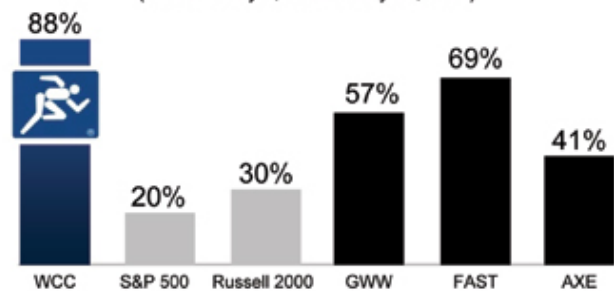


EPS



Total Shareholder Return

(from January 1, 2010 to July 31, 2011)



...reflect positive business momentum

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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



Wire & Cable

...improve our position in core markets while expanding through acquisitions



Margin and Productivity Initiatives

III Drive Operational Excellence

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

Priorities: Six Key Initiatives

	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



One WESCO

Value Proposition

- **Customers:** emphasizes the full range of WESCO products, services, and solutions
- **Suppliers:** emphasizes the increase in sales to be gained by supporting One WESCO initiatives
- **Employees:** emphasizes the benefits of working together as one team with all efforts integrated and focused on the customer

Why One WESCO

- Improves competitiveness
- Extends leadership position
- Enables superior customer offering
- Strengthens supplier relationships
- Expands employee opportunities
- Improves shareholder returns

One WESCO Progress



1. One WESCO "branding" deployed
2. Sales rep, product specialist, and local branch collaboration for key customers
3. Combined operations in select geographies
4. Specialized training conducted via WESCO University
5. Extension of core capabilities across branch network (lead generation and qualification, integrated supply)
6. Incentive and commission plan adjustments to promote teamwork

**All translating into
One WESCO customer wins**

...integrating our multi-company heritage into one operating company



One WESCO Product and Services Portfolio

- Automation and Control
- Broadband Communications
- Data Communications
- Electrical
- Electromechanical
- Electronics
- Industrial MRO and Consumables
- Lighting
- Network and Physical Security
- OEM
- Solar
- Utility
- Wind
- Wire and Cable



...comprehensive supply chain solutions for our customers



Acquisition Strategy

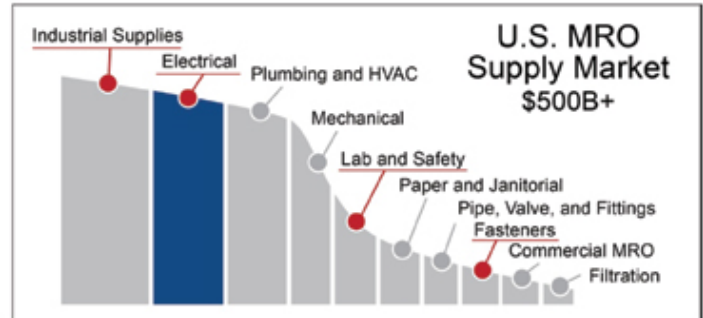
Growth Framework



Acquisition strategy is focused on:

- Expanding product and service portfolio
- Targeting core and new markets
- Strengthening geographic position
- Improving overall financial metrics

Acquisition Targets and Process



● PRIMARY TARGETS

Source: Modern Distribution Management

- ➔ Highly fragmented industry with many profitable niches
- ➔ Acquisition engine restarted in mid 2010
- ➔ Acquisition target pipeline at record level
- ➔ Dedicated WESCO resources in-place

We are building on our track record of 35 acquisitions which added over \$2B in revenues from 1995 through mid-2011

...adds capabilities, revenues, and profits



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

**Targeting 20-25% annual
net income growth**

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



WESCO Evolution

	Current	Vision
Customers and Markets <ul style="list-style-type: none"> • End Markets • Industry Leadership • Geographic Footprint • Customer Satisfaction 	"Expanding Blue Chip Customer Base" Industrial, Construction, Utility, CIG North America North American Base with Int'l expansion Improving	"Supply Chain Solutions Company" Vertical market expansion Undisputed #1 market positions Improved global mix Customer loyalty
Product and Service Portfolio <ul style="list-style-type: none"> • Product and Service Categories • Supplier Relationships 	Electrical plus industrial, some services Strong partnerships	New product and service categories Supply chain partner of choice
LEAN: Continuous Improvement	Maturing and expanding	Self-initiated in all locations and groups
Talent and Culture	Strong and deep team Extra-effort employees	Industry leader and "employer of choice" One WESCO team
Marketing, Sales & Service	Competitive advantage	Competitive differentiator
IT and e-Business	Significantly enhanced	Competitive differentiator
Acquisitions	3 acquisitions in last 12 months	Faster pace and larger sizes
Value Creation <ul style="list-style-type: none"> • Sales • EBIT % • Free Cash Flow • EPS • Cost Structure • Capital Structure 	<u>2011 Expectations</u> \$6B+ 5.1%+ Approximately 80% of net income \$3.65+ Low cost leadership ~2.5x leverage	Stretch Goal: double-digit sales growth Back to 6%, then to 8.0%+ ~ 90% net income through economic cycle Commensurate with net income growth Maintain low cost leadership 2.0 to 3.5x leverage

...strong company, excellent value creation opportunity

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Sales, Margin, and Operations

Steve Van Oss
Senior Vice President and Chief Operating Officer



®



Operating Priorities

Sales growth

- Organic
 - Above market growth
 - Execution of growth engines
 - Capacity and capability expansion
- Acquisitions
 - Product and geographic expansion
 - Bolt on / market relevance

Gross margin expansion

- Pricing actions
- Sourcing and purchasing initiatives
- Compensation
- Culture

Enhance low cost position – LEAN

- Sales
- Operations
- Supply Chain
- Administration

Strong cash flow through the cycle

- Working capital productivity
- Capital expenditure management
- Strong net income

...focus on profitable growth



Growth Engines – Status and Opportunities



Communications & Security

Status

- Record backlog
- Adding new locations
- Favorable trends in data centers, security, and mobility
- \$1B sales run rate

Opportunities

- Over \$10B market opportunity
- 10-20% sales CAGR
- Global expansion

- ➔ Leverage Global Accounts
- ➔ Expand geographic footprint
- ➔ Data centers (data plus electrical products)



Lighting & Sustainability

Status

- Increased sales and marketing resources
- Sustainability and LED technology are catalysts for future growth
- \$0.6B sales run rate

Opportunities

- \$19B addressable market
- Lighting solutions provider of choice
- Continuous above market growth

- ➔ Marketing initiatives centered on lighting and sustainability solutions
- ➔ Dedicated resources with lighting focused branches
- ➔ LED technology shift



International

Status

- Record backlog
- Investment in inventory, facilities, and personnel in attractive international locations
- Expanding with customers

Opportunities

- Support our key customers globally
- 15-25% sales CAGR outside of North America

- ➔ Migration from National to Global Accounts
- ➔ Expand global footprint in conjunction with customer opportunities
- ➔ Invest and take share in Canada



Utility

Status

- Effectively serving public power, investor-owned utilities, and alternative energy markets
- Returning to growth in 2011

Opportunities

- Over \$10B addressable market
- 5-10% sales CAGR
- Undisputed leader

- ➔ Expand scope of supply to Investor Owned Utilities and Public Power
- ➔ Comprehensive offerings for transmission, substation and alternative energy

...support above market sales growth



Growth Engines – Status and Opportunities



- ➔ Fortune 1000 focus
- ➔ Sell all WESCO products and services
- ➔ Capture new customers and expand with current customers

Status

- Leadership position
- Serve majority of Fortune 500 customers
- \$2.4B+ opportunity pipeline
- Encompasses over 1/3 of WESCO's sales

Opportunities

- Expand account base globally
- Double-digit sales CAGR



- ➔ One team of WESCO government resources
- ➔ Dedicated stimulus team remains in place

Status

- Small share position in large fragmented market
- \$0.4B opportunity pipeline
- Adding sales resources

Opportunities

- Over \$15B addressable market
- 10%+ sales CAGR
- One WESCO solutions for government customers



- ➔ Apply Global Accounts model to contractors
- ➔ Construction project management services
- ➔ LEAN application across construction life cycle

Status

- Challenged end markets
- Growing backlog (up double digits)
- \$2B+ sales run rate

Opportunities

- Deeper penetration with EPCs and Contractors
- Global expansion
- Continuous above market growth



- ➔ Expand footprint and inventory position
- ➔ Dedicated regional and local resources

Status

- Product category expansion
- Opening new facilities
- \$1B+ sales run rate

Opportunities

- Broaden product offerings with local inventory
- 10%+ sales CAGR

...support above market sales growth



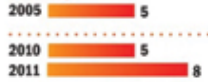
Marketing and Sales Initiatives

Marketing ... Demand Creation

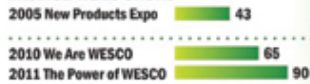
Direct Marketing Campaigns



Catalogs



Themed Trade Shows



Supplier Marketing Managers



LEAN for Sales ... Sales Execution

Perpetual Sales Development

- Joint Calls
- Direct Mail and Trade Shows
- Pipeline Management
- Solution Selling

Sales Management Control

- Sales Call Management
- Sales Effectiveness Training
- Territory Management
- Sales Recruiting and Development

Daily Rally for Sales

- Daily Branch Team Meeting
- New Business Opportunities
- Quotation Status Review
- Sales Success Stories



Customer Sales

Kaizen Events

- Prospecting
- Supplier Involvement
- Recovery and Retention
- LEAN Value Creation

LEAN Processes and Systems

- Systems and Application Training
- WESNET Enhancements
- Error Reduction
- Cycle Time Reduction

...focus on demand creation and consistent growth



Sales Capability and Capacity Expansion

Investing in Sales

- 3,100 sales and sales management personnel, an increase of 12% over the last year
- Highly productive sales force
- Capacity expansion to support above market organic sales growth:
 - Productivity 4-6%
 - Personnel additions 4%+
- College recruitment program
- Sales training and development
- Customer Relationship Management software implementation

Expanding Locations

New and Acquired

	2009	2010	2011E
Industrial / Construction / Utility	4	10	13
Data and Broadband Communications	7	36	4
Total	11	46	17

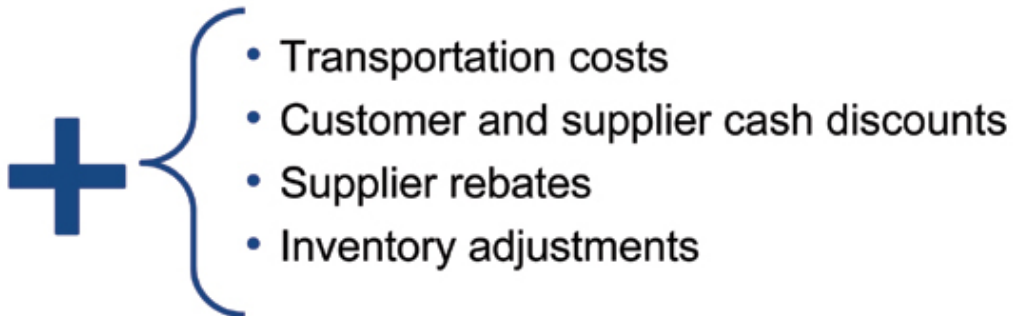
- Greenfield openings and acquired company locations strengthen our position
- Expansion will continue and is expected to add to market share capture going forward

...drives profitable growth



Components of Gross Margin

Product Margin (selling price minus product cost)

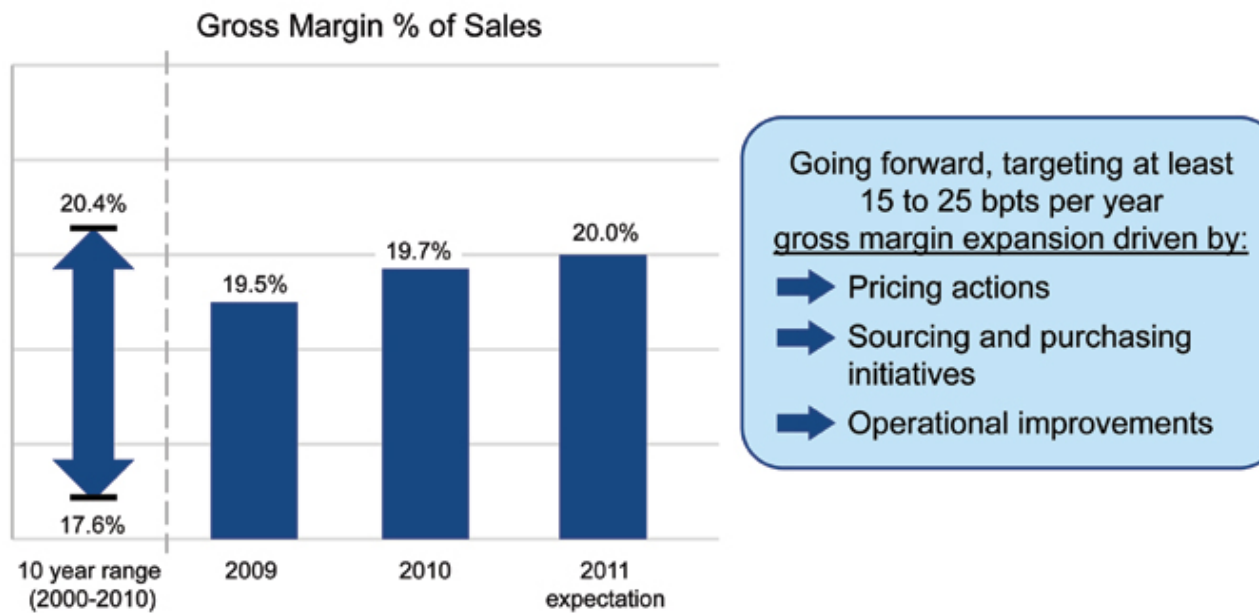


= **Gross Margin**

...are each available for improvement



Gross Margin Expansion



...driven by pricing, sourcing and operational improvements



Pricing Actions

Priorities

- Pricing categorization and optimization
- Price increase management
- Customer rebate management
- Robust pricing tools and systems

50 to 100+ bpts
gross margin
improvement
opportunity



Initiatives

- Customer class price points
- List and discount vs. cost plus price models
- Dynamic order suspension
- Enhanced freight recovery
- Inside sales incentive program
- Variable sales commissioning structure
- Investment in pricing talent and expertise

...focus on gross margin expansion



Sourcing and Purchasing Initiatives

Priorities

- Volume leveraging
- Maximize utilization of preferred suppliers
- Customer specific supplier price negotiations
- Category management
Branch ↔ Region ↔ Global
- Inventory optimization
- Excess and obsolete inventory reduction
- Improved fill rates and customer service metrics

50 to 100+ bpts
gross margin
improvement
opportunity



Initiatives

- Category management actions
- Regional procurement optimization
- Corporate, group, and region supplier rationalization
- Expanded utilization of special pricing allowances
- Supplier rebate expansion
- Investment in sourcing talent and expertise



...focus on gross margin expansion



Operational Improvements

LEAN Applications to Operations

Warehouse

- Continuous evolution since launch in 2003
- Focus on productivity, capacity, organization and customer service
- Hands-on application of LEAN tools
- Enterprise-wide focus via "teach and do" workshops
- Successful completion of 400+ Kaizen events



Transportation

- Focus on fleet efficiency, routing, demand balancing and service
- Systematic freight expense recovery
- Transportation synergies via branch network integration
- Enterprise-wide deployment



Customer Service

- One WESCO facilities (operational synergies)
- Distribution center and branch optimization
- Robust service metrics
 - Availability and fill rates
 - Voice of the Customer



...support sales growth and gross margin expansion



Gross Margin Improvement Pilot

Scope

- 12 branches
 - 34% Construction – 32% OEM
 - 22% Industrial – 12% CIG/Utility
- \$112M annual sales

Approach

- Comprehensive program
 - Pricing – improve price, protect cost
 - Purchasing – lower cost
 - Activity-based costing
 - Compensation
 - Systems and reporting
 - Culture
- Daily measurement and ranking
- Sales desk training

Challenges

- Unprecedented supplier price increases
- Margin compression in challenging end markets
- Non-residential construction competitive landscape

Mid-Year results for 12 branches

- Sales up 16%;
Operating profit up +200 bpts
- Product margin run rate improvement
 - 3 branches: greater than 250 bpts
 - 4 branches: between 140 and 190 bpts
 - 4 branches: between 10 and 100 bpts
 - 1 branch: down 90 bpts

Further Opportunities

- Supplier rationalization
- Distribution Center and branch optimization
- Compensation structure enhancement
- Additional talent upgrades

...initial results reflect margin expansion



Summary

- Execution of our growth engines and increased investments in sales and marketing have resulted in profitable above market results
- Gross margin expansion opportunities are expected to translate to higher operating margins
- LEAN operational improvements support investments in new facilities while maintaining strong operating profit pull through



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Communications and Security

David Bemoras
Group Vice President and General Manager





Data and Broadband Communications

Mission Statement

To become a Global Leader in value-added distribution and supply chain services specializing in communications and security infrastructure solutions for enterprise and broadband communications.

Communications Solutions

A wide range of customer applications are supported:

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

Last 5 Years

- WESCO data communications sales were less than \$100M, approximately 2% of sales, in 2006
- Acquired Communications Supply in November 2006
- "Branch within a branch" expansion strategy added 26 new locations through 2010
- Acquired TVC in December 2010
- 2011 first half sales run rate exceeds \$1B, approximately 18% of sales, establishing a significant position in North America

Future Direction

Current

80 locations
 North America based
 Multiple ERP platforms
 Strategic accounts
 400 sales people
 Branch network



Future

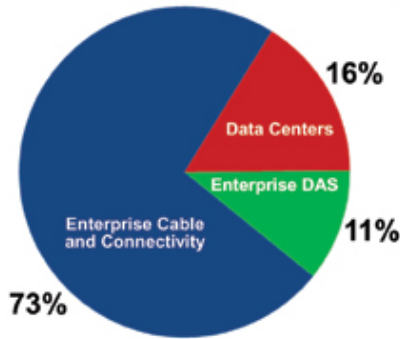
Additional locations
 Globally enabled
 Common ERP platform
 Global accounts
 Additional sales people
 Branch and distribution center network

...provides excellent growth opportunities for WESCO



Attractive Global Markets

Enterprise Networks



Sources: BSRRA, annual reports, ABI research, EneTech Consulting, TE Connectivity

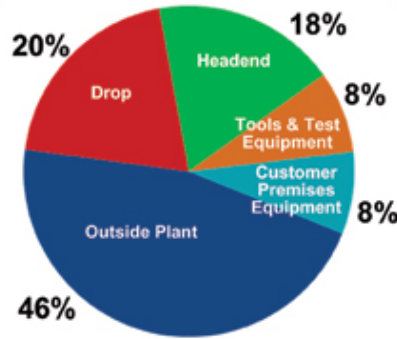
\$7B+ Market Opportunity (estimated)

- Fragmented distribution channel
- Estimated market CAGRs
 - Data Centers 10%
 - Enterprise DAS 10%+
 - Enterprise Cabling 5%
- Bandwidth intensive applications driving demand for products and services

Customers

- Contractors
- Fortune 1000
- Government
- Healthcare and Education

Broadband



Sources: TVC

\$2.5B+ Market Opportunity (estimated)

- Estimated available opportunity for Americas \$1.2B+
- Canadian and Latin American distribution opportunities are expanding
- Estimated CAGR of 5% in U.S.; higher outside

Customers

- Cable TV Operators
- Telcos
- Contractors
- Resellers

Security



Sources: IMS Research

\$11B+ Market Opportunity (estimated)

- Distribution channel becoming more important to security internet protocol (IP) manufacturers
- Estimated CAGR
 - IP Surveillance 20%+
 - Analog Surveillance flat to slightly down
 - Access Control 5%+

Customers

- Security Integrators
- Contractors
- Fortune 1000
- Government
- Healthcare and Education

...include a diverse set of customers and applications



Key Market Trends Favor WESCO

Key Market Trends

1. Video EVERYWHERE
2. Data center capacity limitations
3. Cloud computing and virtualization
4. Mobility and accessibility
5. Continuous, real-time surveillance and storage
6. Security and cyber terrorism prevention
7. Globalization including broadband accessibility

WESCO Position

- Management expertise and domain knowledge
- Supplier advocacy and preferential support
- Industry-leading demand creation marketing programs
- Cost-effective global geographic expansion capabilities
- Broad product and services offering
- Diverse customer base
- M&A capacity and capability
- Limited competitive landscape






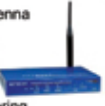




Business and consumer consumption of bandwidth technology and increasing security demands will continue to stimulate capital investment

...driven by a digital world which is rapidly accelerating





Extensive Communications Product Portfolio

Broadband Communications		Data 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 Suppressors • Power Strips • Power Conditioning • 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 & 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 



Strategic Plan → Drivers of Growth

<p>Communications and Security Everywhere</p>  <ul style="list-style-type: none"> • Core offering in all WESCO locations • Global footprint • One WESCO 	<p>Expand End-User Specification Selling Team</p>  <ul style="list-style-type: none"> • Win the "race" to the end user • Increase supplier advocacy • Increase margins • Business Development teams 	<p>eBusiness Solutions</p>  <ul style="list-style-type: none"> • Low-cost market penetration • Service excellence • Increase customer touches • Margin improvement 	<p>Global Accounts and International</p>  <ul style="list-style-type: none"> • Global Accounts Focus • Viable "alternative" for U.S. based global customers • Leverage supplier partnerships
<p>Outside Plant Solutions</p>  <ul style="list-style-type: none"> • Leverage TVC portfolio • Maxcell growth • ONE WESCO approach 	<p>Service Excellence</p>  <ul style="list-style-type: none"> • Distribution Centers • LEAN culture • Superior customer experience 	<p>Product Line Expansion</p>  <ul style="list-style-type: none"> • Address growth trends • Support solution selling • Leverage domain knowledge • Proprietary offerings 	<p>Acquisition Strategy</p>  <ul style="list-style-type: none"> • Product line expansion • Geographic reach • Local market strengthening • Deepen supplier partnerships



Strategic Plan → Execution

- Offense-minded, empowering, “play to win” culture
- Specialized and dedicated resources (global accounts, government, utility, security, data centers)
- Developing and promoting proprietary value-added solutions
- Dedicated end-user, specification-driven sales teams
- Centralized lead generation and qualification team
- International expansion
- Focus on strengthening the communications ecosystem

Leverage the Power of ONE WESCO across all investments



Exclusive Demand Creation Marketing Programs



Exclusive Value-Added Solutions





Success Stories

Financial Services Company **Data Center Consolidation**



- Initial contact made when customer inquired about WESCO data center offering
- Planned to consolidate 20 small data centers into single 25,000 sq. ft. facility
- Relationship over past 8 years built credibility with IT management staff
- Customer did not look at any other distribution options due to WESCO "one-stop" shop offer, project began in mid 2011
- Sold the entire portfolio: grounding, PDUs, fiber and copper, cabinets, racks, etc.

International Furniture Store Retailer **IP Surveillance Solutions**



- Introduced Canadian-based security integrator to FTLportal.com
- Customer inquired about utilizing bundled approach to internet protocol (IP) surveillance
- Required complete deployment for 3 locations with 90 days
- Developed integrated "rack & stack" solution that delivered consistent results across multiple locations
- Quality of solution has opened up doors for more locations and product sets



Summary

- Market trends favorable for strong communications growth
- Integration of acquired businesses with single go-to-market strategy
- Data communications portfolio access for all WESCO branches
- LEAN practices that drive internal and external value
- Acceleration of international growth by providing the viable alternative
- Expansion of value-added product lines, services and marketing programs to support customer needs and total solution delivery



***The Power of ONE WESCO...
investing in and delivering growth***

TAKING ACTION. DELIVERING VALUE.



Lighting and Sustainability

Andrea Hogan
Regional Vice President and General Manager



®



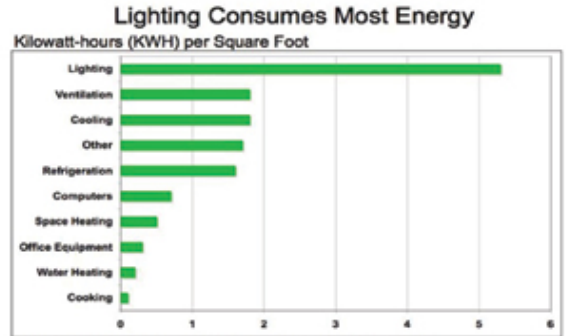
Lighting Overview

\$19B Lighting Spend in U.S. Alone

<p>Lamps</p>	<p>Ballasts</p>
<p>Fixtures</p>	<p>Light Management and Controls</p>
<p>Lamp and Ballast Recycling</p>	

Energy consumption to light a building

- The U.S. Department of Energy reports that lighting represents 30% to 50% of the energy used in most commercial and industrial facilities
- 80% of the existing commercial buildings in the U.S. have lighting systems that are 20 years old or older
- Significant opportunity exists for cost reductions using new technologies
- Innovation in lighting and lighting controls significantly reduces energy consumption and CO₂ emissions



Source: Energy Information Administration and Green Econometrics research
According to the EIA, in commercial buildings, lighting fixtures consume the most electric energy, three times the energy consumption of air conditioning.

...large market with attractive growth drivers



Lighting Market Trends and Drivers

Sustainability Emphasis	Legislation and Rising Energy Costs	Product Innovation	Requirements
<ul style="list-style-type: none"> • LEED • Green building strategies and codes • Reduction in energy consumption of building systems • CO₂ reduction efforts, corporate carbon footprint reduction initiatives • Corporate social responsibility 	<ul style="list-style-type: none"> • Federal, state, local, and utility programs to promote lighting upgrades • Rising energy costs • Environmental safety and compliance • Building and lighting code compliance • Legal restrictions on the manufacture of non-energy efficient products 	<ul style="list-style-type: none"> • Energy efficient product options: Linear Florescent, Induction, LED • Total light management controls solutions • Longer product life and reduced maintenance costs • Global manufacturers entering market (LG, Toshiba, Panasonic) 	<ul style="list-style-type: none"> • Reduction in energy usage and maintenance costs • Energy management services • Full turnkey capabilities • Supply chain optimization • Limited capital budgets • Quick ROI pay back

WESCO Position and Foundational Strength					
WESCO lighting specialist team	Strategic supplier relationships	Global Accounts customer base	Industry-leading LEAN value creation programs	Turnkey alliances with ESCO's	Synergies across WESCO groups

...energy efficiency provides a catalyst for lighting growth



Solid State Lighting Technology is Here to Stay

2011-2015 LED Forecast

- LED spend estimated to reach \$100B annually worldwide by 2015 with following global mix
 - North America 40%
 - Europe 33%
 - China 21%
 - Japan & Row 6%
- Estimated that by 2015 LED lighting applications will account for 50% of the total lighting industry.

Leading Manufacturers

Traditional

Acuity
Cooper Lighting
GE Lighting
Hubbell Lighting
Osram
Philips

New Players

Cree
LG
Panasonic
Samsung
Sharp
Toshiba

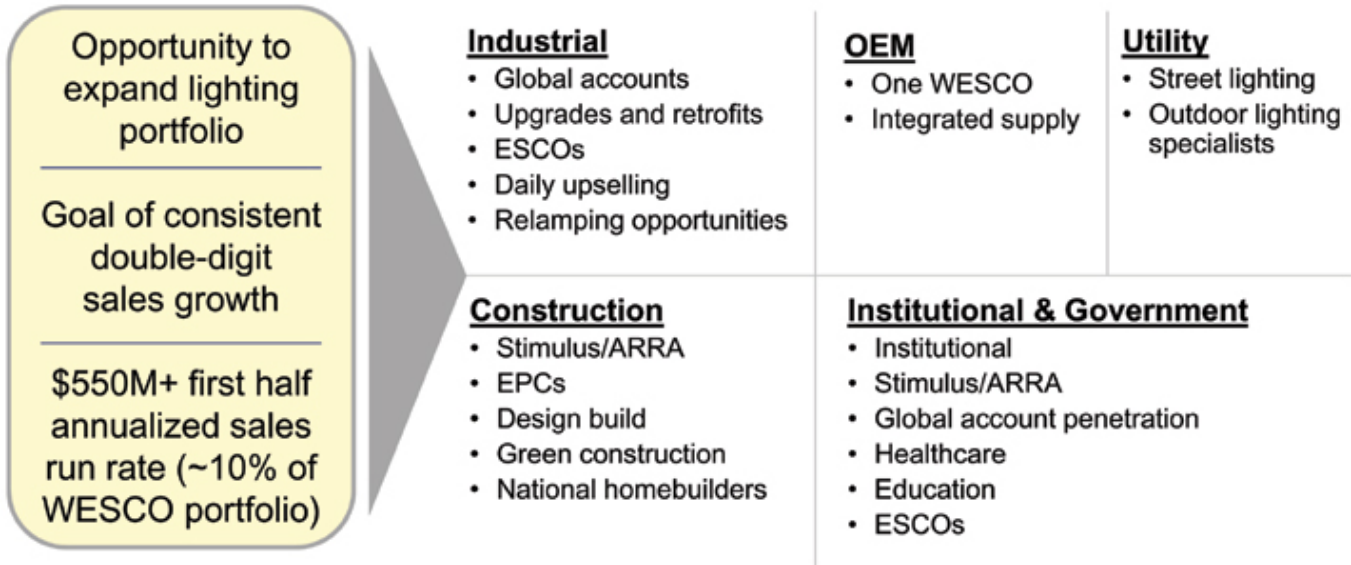
LED Transformation Drivers

- Superior energy savings
- Long life and reliability
- Quality of light experience
- Expanding ability to meet application requirements
- Attractive ROI for certain applications





Key Drivers of WESCO Lighting Growth



Key actions to capture new construction and retrofit opportunities			
WESCO lighting solutions team	Global Accounts penetration	WESCO lighting "centers of excellence"	Open additional WESCO Lighting solution centers in selected areas

...impact all end markets and customer groups



Marketing Programs

Marketing Programs

- Specialized lighting catalog and market segment brochures
- Supplier promotions and incentives; renovation sales blitz campaigns
- "In the Spotlight" monthly lighting newsletter



Strategic Lead Acceleration Program (SLAP)

- Government
 - Education
 - Property Management
 - Construction
 - Hospitality and Retail
- 850 companies received kits
 - 330 meetings scheduled
 - 10 agreements signed for \$90M over 3 years

Global Account, First Tier Automotive Lighting Audits Pay Off



- WESCO worked with Global Account ESCO Partner
- 3.5M ft² and 50,000 fixtures to be upgraded
- WESCO drove lamp and fixture product specification
- WESCO and ESCO performed extensive lighting audits to develop ROI analysis
- Lighting upgrade project has attractive financial payback, cost savings, and energy demand reduction

...focused on demand generation

Lighting 080211



WESCO Lighting Solutions Centers

- Boston, home of first center, opened May 2011
- The WESCO Lighting Solution Center provides a “hands on” experience
- Application vignettes are featured, allowing customers the opportunity to experience lighting in an environment that mirrors their own facilities
- Additional features include a training area, lamp and ballast room, and other technical and training tools

Facility available for:

- Customer meetings and training
- Trade Associations
- New Global Accounts roll-out meetings
- Supplier meetings and training
- Employee training
- Featuring additional One WESCO products, (i.e. datacom, power distribution, security, etc.)



First of its kind in distribution!

Featured Application Areas at the Lighting Solution Center in Boston



Hospital

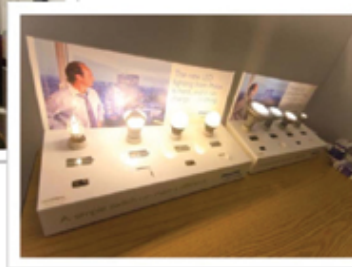


Classroom / Office



Retail

Lighting demos





Summary

- Lighting is a very large addressable market with attractive growth characteristics
- Energy efficiency, sustainability, legislation, product innovation, and new technologies are catalysts for future growth
- WESCO marketing and sales initiatives are focused on providing complete and sustainable lighting solutions



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International

Les Kebler
Group Vice President and General Manager





International



International

All geographies
outside U.S. and
Canada

1. Focus on large, growing international areas
2. Global accounts
3. Global sourcing
4. In-country business development
5. Globally enabled product and service platforms

WESCO International Opportunities

Industrial &
Electrical
MRO



Direct
Material
(OEM)



Global
Capital
Projects

WESCO Offering

Comprehensive portfolio of products and services

- Electrical (all standards)
- Maintenance, repair and operating supplies
- OEM direct materials and value added assemblies
- Capital project material management
- Communications and security
- Integrated Supply

Customer Value Proposition

- Decades of experience; Westinghouse legacy
- Fully integrated operations
- Broad geographic coverage
- Flexible business model
- Global supply chain services
- Partnership with world class manufacturers
- Industry leading Global Accounts program

...investing in our international customers



Positioning to Capture Global Growth

Global Trends



Emerging Market Growth



Investment in Infrastructure



Globalization

Global Opportunities

- Extensive investment in oil, gas, metals, and mining
- Major infrastructure development underway in numerous countries
- Customers and suppliers seeking global partners
- Connectivity and secure networks and global data center build-outs continuing

WESCO Positioning

- Geographic expansion
- Vertical market focus
- Extensive multi-country project experience
- Global sourcing capability
- Customer and supplier partnerships
- Extensive communications, security, and broadband offerings
- In-country resources
- Supply chain integrity
- Low-cost country sourcing

...new markets and global customers



WESCO's International Profile



**\$300M estimated
2011 sales outside
U.S. and Canada**

- WESCO's commercial presence outside the U.S. and Canada includes:**
- Angola
 - Australia
 - Brazil
 - China
 - Chile
 - Czech Republic
 - England
 - Mexico
 - Nigeria
 - Poland
 - Saudi Arabia
 - Scotland
 - Singapore
 - United Arab Emirates

...expanding with customers in growing regions



New and Expanded International Locations

Mexico



Singapore



United Kingdom



Australia



United Arab Emirates



China



...over the last four years



Strengthening Our Globally Enabled Platforms



Global Accounts and Integrated Supply

- Ability to provide a wide range of MRO material and OEM solutions
- Fortune 1000 customer base
- Increasing customer needs for international location support
- High touch business model



Communications and Security

- Expanding internationally
- Region/local technical expertise and inventory
- Dedicated data center team
- Single destination for a wide array of data communications, security, and broadband solutions



Global Construction Projects

- EPC Centers of Excellence
- Proprietary project management software (RPM)
- Extensive experience executing challenging global projects
- Global sourcing
- Sharing best practices



Government

- Integrated U.S. Government sales team
- Expanding programs into EMEA and Asia Pacific
- Providing support to U.S. Government contractors globally

...leveraging a unique WESCO value proposition



Success Stories

Engineering, Procurement, & Construction (EPC): **Capital Project Management**



- Multi-billion dollar refinery expansion
- Sourcing from five countries
- Application of proprietary project management software
- JIT inventory management
- WESCO personnel on site in Asia
- Approximately 20% cost savings

Multi-National Manufacturing Company: **Global Accounts**



- Providing electrical and non-electrical MRO materials
- Procurement services
- Supporting 10 locations in the U.S., Europe, Africa, Asia, and China
- Participating in large global projects leveraging WESCO proprietary software



Summary

- WESCO is investing in international, focused on large, growing regions
- Global trends support our growth objectives
- Executing an integrated operating model with globally-enabled product and service platforms
- Serving customers and suppliers who are increasingly seeking well capitalized, large global supply chain partners



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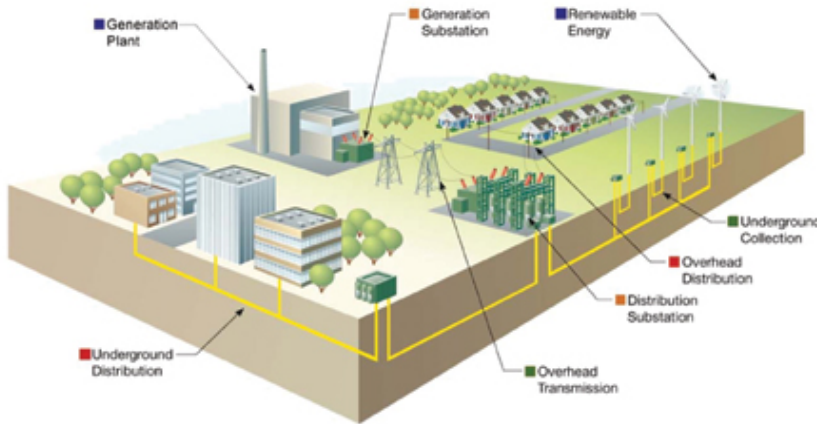
Utility

Andy Bergdoll
Group Vice President and General Manager





Utility Market Overview



Customer Challenges

- Increased reliability expectations
- Increased cost pressures
- Public policy uncertainty
- Shift in work and spend profile to projects
- Resource turnover and staffing constraints

Customer Opportunities

- Unprecedented supply chain flexibility
- Generation MRO sourcing
- Transmission investment
- Smart grid investment
- Renewables investment



Utility Customers

- 3,000 Public power utilities (municipals and cooperatives)
- 100 Investor owned utilities (IOUs)
- 700 Generation plant sites
- 60 Utility contractors

Total annual spend: \$80B to \$100B (U.S.)
WESCO addressable spend: \$8B to \$12B
WESCO run rate: \$600M to \$700M



Utility Power Chain: Generation and Transmission

	Generation 	Transmission 
Overview	<ul style="list-style-type: none"> • \$40B to \$50B annual spend in U.S. • >1.0M MW capacity ~700 major sites <ul style="list-style-type: none"> ✓ Coal / oil ~50% ✓ Gas ~25% ✓ Nuclear ~20% ✓ Renewables ~5% • Owned by IOUs (70%), non-utility entities, public power 	<ul style="list-style-type: none"> • \$15B to \$20B annual spend in U.S. • National high voltage network – 365k miles • Complex system – 69kv to 765kv – Nine independent system operators • Owned by IOUs (80%), transmission companies, public power, and government
Market Trends	<ul style="list-style-type: none"> • Carbon / EPA driven upgrade projects • Pending coal retirements • State renewable portfolio standards • Operating cost pressures 	<ul style="list-style-type: none"> • Projects driven by capacity constraints, reliability, and renewables integration • Right of way and cost allocation issues • \$72B major project pipeline – favorable ROI
WESCO Position	<ul style="list-style-type: none"> • Plant level supply of core electrical products • Corporate level industrial and electrical MRO alliances • Outage support services, including nuclear • Construction project services 	<ul style="list-style-type: none"> • Hardware scope in IOU alliances • Major project bid support and material packaging for utility contractors • Project and logistics service provider
WESCO Opportunity	<ul style="list-style-type: none"> • \$2B to \$3B addressable spend • Materials supply on coal plant upgrade projects • Materials supply and project services for new Gas plant, Wind, and Solar construction projects • Integrated supply programs for MRO materials 	<ul style="list-style-type: none"> • \$1B to \$2B addressable spend • Utility contractor national account program • Alliance account scope expansion • Project materials management and logistics services expansion

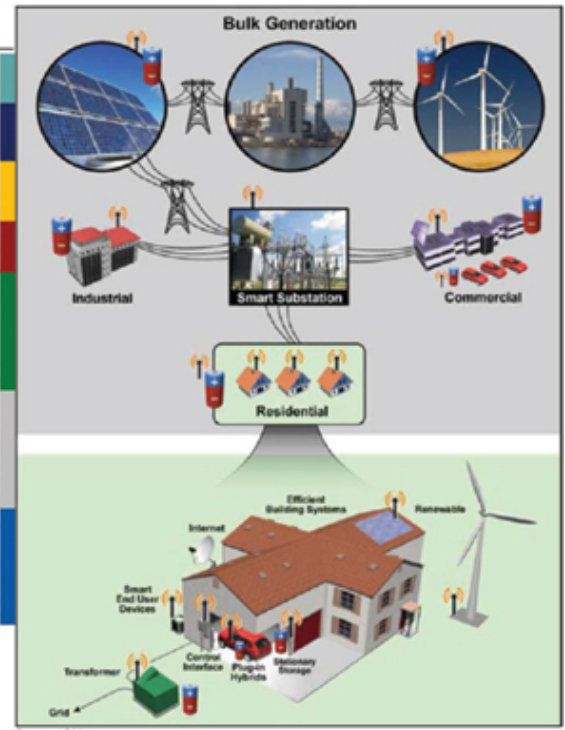
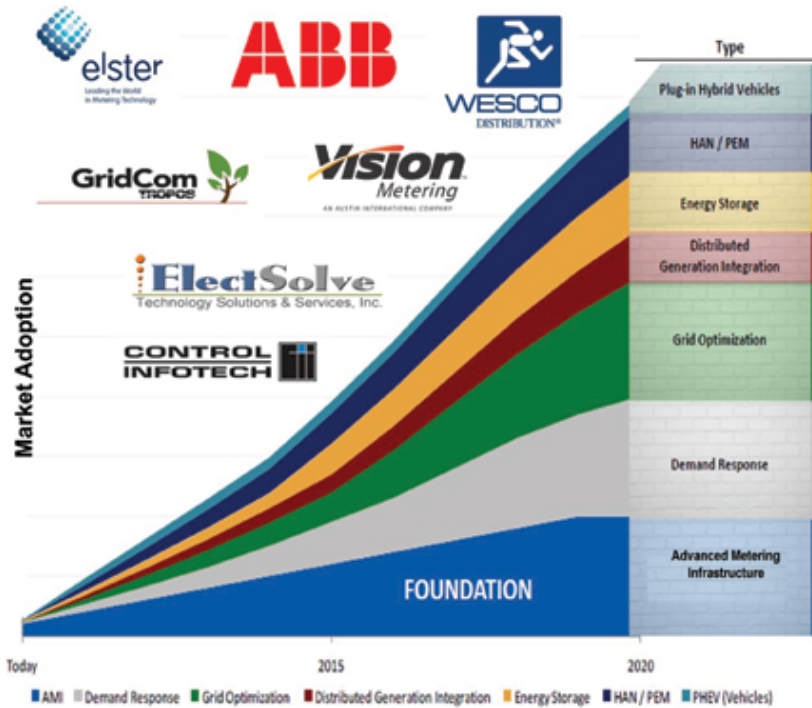


Utility Power: Substation and Distribution

	Substation	Distribution
		
Overview	<ul style="list-style-type: none"> • \$3B to \$5B annual spend in U.S. • Decentralized infrastructure <ul style="list-style-type: none"> ✓ 450K high voltage stations (transmission) ✓ 1M medium voltage stations (distribution) • Owned by IOU(85%) and public power 	<ul style="list-style-type: none"> • \$25B to \$30B annual spend • Metered system – overhead and underground <ul style="list-style-type: none"> ✓ 120 IOUs (122M meters) ✓ 1,000 CoOps (18M meters) ✓ 2,000 Muni's (22M meters)
Market Trends	<ul style="list-style-type: none"> • Spend driven by aging infrastructure <ul style="list-style-type: none"> ✓ 70% power transformers >25 years ✓ 60% circuit breakers >25 years • Investment in reliability, efficiency, security, and automation projects (smart grid focus) 	<ul style="list-style-type: none"> • Spend driven by maintenance and storms; grid expansion spending remains low • Advanced meters, automation (smart grid focus) • Increase in demand for supply chain services
WESCO Position	<ul style="list-style-type: none"> • Hardware supply to utilities • Materials and packaging services for utility contractors for system and renewables • Manufacturer's rep to suppliers • One WESCO – communications plus security products 	<ul style="list-style-type: none"> • Leading national distributor to public power • Leader in alliance and integrated supply programs • Core supplier partnerships across all categories • One WESCO service models, branch infrastructure, product category expertise
WESCO Opportunity	<ul style="list-style-type: none"> • \$1B to \$2B addressable spend • Core product share growth • Product scope expansion driven by automation and security projects • Project materials management and logistics services expansion 	<ul style="list-style-type: none"> • \$4B to \$6B addressable spend • Core product share growth • Product and service scope expansion • Distribution automation project support • Supply chain services and integrated supply



Smart Grid Evolution



Source: *Utilimetrics*

...provides substantial opportunities for WESCO



Renewables Opportunities: Wind and Solar

Market Opportunity in U.S.

- Renewable energy demand driven by state renewable portfolio standards – up to 30% by 2020
 - U.S. wind capacity is projected to grow 50% from 40K MW to 60K MW by 2020
 - U.S. solar capacity (utility scale) is projected to grow from 1K MW to 10K MW by 2020
 - \$2B to \$5B addressable spend over next decade
- 6-10K MW of new commercial/residential installs projected over the next decade – \$10B to \$20B WESCO addressable spend

Market Trends

- Strong Project pipeline (20K MW wind and 25K MW solar)
- Transmission constraints, dispatch characteristics, low natural gas prices and siting issues impact renewables project development
- Wind development still active: 5K MW wind installed in 2010 versus 10K MW in 2009
- Solar development remains strong – 350 MW of new capacity in 2010, 1K MW under construction in 2011

Industry Participants

- Utilities – power purchase agreements or direct ownership
- Developers and system owners
- Utility contractors – balance of plant procurement
- Manufacturers provide turbine, solar panels, controls, traditional utility and electrical product suppliers
- Packagers and distributors

WESCO Strategy

- Global account strategy with utility and electrical contractors, and solar installers
- Alliance strategy with utilities and developers
- OEM relationship with manufacturers for project packages
- MRO inventory services strategy for wind farms
- Targeted marketing campaigns, specialized sales resources, local technical support, and inventory





WESCO Utility Business Models





WESCO Integrated Supply Chain Services



WESCO Service Offerings						
<ul style="list-style-type: none"> • Strategic Sourcing • Category Plans • Bid Management • TCO Evaluation • Product Standardization and Rationalization • Contract Management • Market Price Indexing 	<ul style="list-style-type: none"> • Integrated Demand Planning • Inventory Optimization • Network Optimization • VMI Programs • Lobby Stock and Job Trailers 	<ul style="list-style-type: none"> • PO Execution • Supplier Performance Management • System Integration • eProcurement Tools and eCatalogs • Inbound Freight Management 	<ul style="list-style-type: none"> • Order and Shipment Tracking • Shortage Reports • Expedited Freight Evaluation • Need Date Management 	<ul style="list-style-type: none"> • Invoice Automation and Processing • Mismatch Resolution • Receivables Processing • Cash Reconciliation • Supplier Payment • Metrics and Reporting 	<ul style="list-style-type: none"> • Warehouse Management and Operation • Lean Warehousing • Kitting and Sub-Assembly • Cross-docking • Labor Outsourcing 	<ul style="list-style-type: none"> • Logistics Management • Route Optimization • Shipment Consolidation • Delivery and Back-Haul • Job Site Deliveries

Integrated Supply Services Applications			
Core WESCO product scope	2nd tier distribution scope (non-core to WESCO)	Direct spend, OEM spares, major equipment, etc.	Major projects / contractor spend



Recent Success Stories

Generation

Supply Chain Services



- MRO RFP issued to more than 300 suppliers (distributors and manufacturers)
- WESCO developed an alternative bid for Integrated supply business model and was engaged to perform a supply chain assessment
- WESCO awarded MRO integrated supply program with responsibility for managing more than \$100M annual spend, 50K items, and 4K legacy suppliers
- Service model engaged 12 second tier distributors and a centralized order fulfillment center/cross dock to service over 50 customer sites

Transmission

Project Services



- Utility experienced material logistics problems
- Contractor awarded project for 100 miles of 345Kv transmission line
- WESCO awarded \$18M material and services contract to manage contractor and owner furnished materials

Renewables

Project Services



- Wind farm expansion project (160 turbines)
- WESCO awarded contract for substation, collection system and transmission materials with design support and site services



Summary

- The Utility market is large and undergoing significant changes which are creating excellent growth opportunities for WESCO
- WESCO's core competencies are closely aligned with our customers' investment priorities
- WESCO has share growth opportunities in all sectors of the utility power chain
- WESCO is the recognized utility industry leader in integrated supply programs and Utilities are placing an increasing value on these services



TAKING ACTION. DELIVERING VALUE.



Financials

Richard Heyse
Vice President and Chief Financial Officer



2011 First Half Results Exceeded Expectations



1st Half

July sales
per workday
up 21% versus
prior year

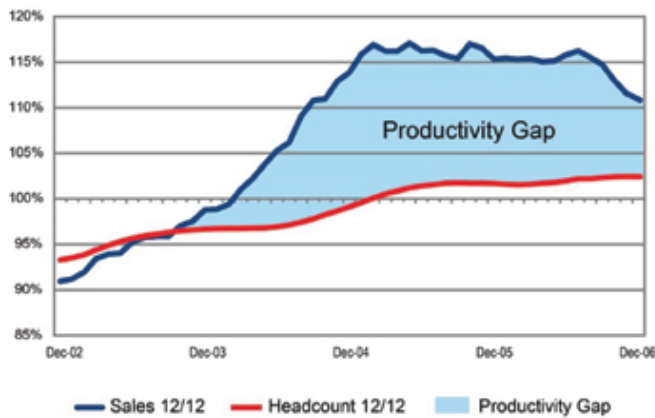
Sales	24.6% in Q1 versus prior year 21.1% in Q2 versus prior year
Operating Margin	4.5% in Q1 5.6% in Q2
EPS	\$0.74 in Q1 \$1.00 in Q2

...strong sales growth and operating margin expansion

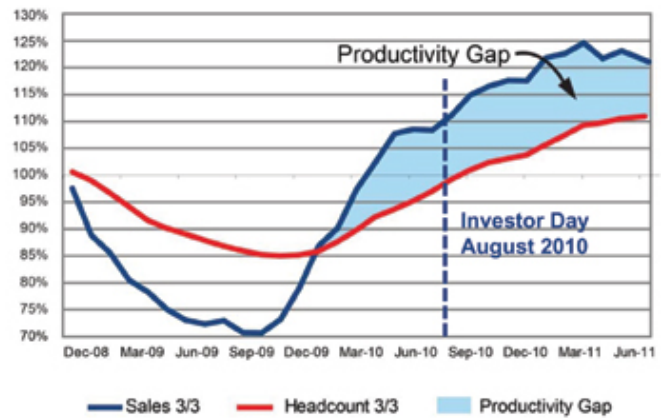


Productivity Gains Continue into Expansion Cycle

**Last Expansion Cycle
(2003-2006)**



**Current Recession/Recovery Cycle
(2008 – Mid 2011)**



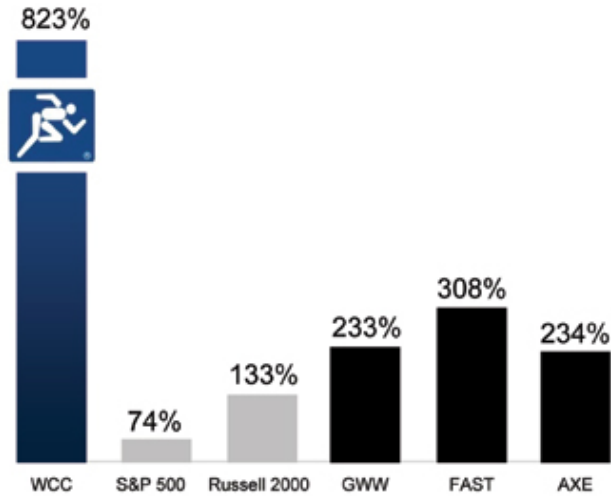
...driven by industry-leading cost structure and LEAN



Shareholder Value Creation

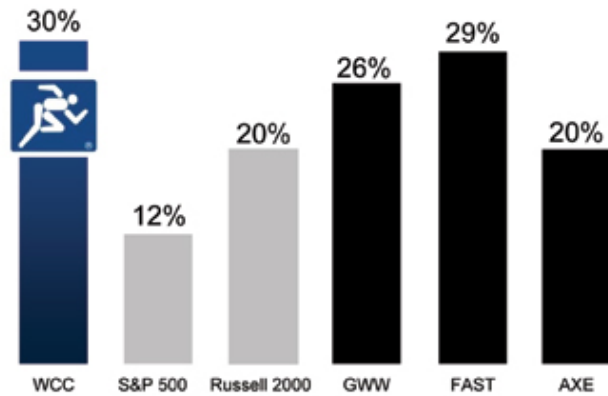
Total Shareholder Return
(from January 1, 2003 to July 31, 2011)

Over 8¹/₂ year time period



Total Shareholder Return
(from August 10, 2010 to August 3, 2011)

Approximately 1 year time period



...consistent and sustainable long-term shareholder returns



2011 Full Year Expectation

<u>2010 Investor Day Targets</u>	<u>2011 Expectation</u>	<u>Vs. Investor Day Target</u>
Sales growth 7-11%, including acquisitions	19%+	Ahead
Operating margin expansion 50-70 bpts	90 bpts+	Ahead
Net income growth 20-25%	55%+	Ahead
Leverage ratio 2.0 to 3.5, without additional acquisitions	~2.5	On Target

...ahead of 2010 Investor Day targets



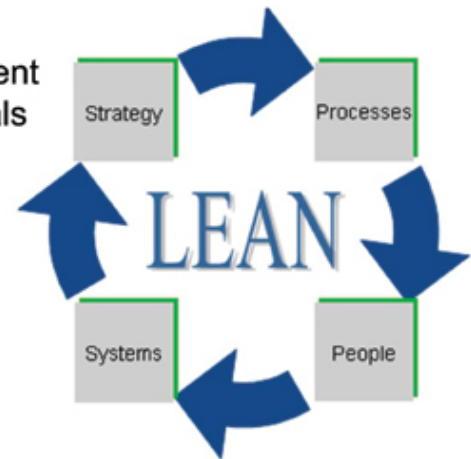
LEAN for Administration

Background

- LEAN business and administrative process improvement teams in place to leverage evolution of Oracle financials and WESCO's IT applications
- Focus is administrative and back office process efficiency and effectiveness

Approach

- Teams are composed of experienced WESCO operations and functional managers
- LEAN techniques are utilized in combination with business process analysis and IT project management



LEAN for Administration

LEAN is not “in addition to,” it is “part of” the WESCO business process and system design approach

LEAN is the “how” in all WESCO opportunities



2012 Anticipated Environment



- Natural resource demand
- ABI increasing
- Utility spending
- Global growth
- Low interest rates
- Rising product prices
- Share shift to larger players



- Non-Residential construction at bottom
- Industrial growth rates moderate



- Residential housing
- Consumer spending
- Excess commercial real estate
- Government deficits
- Raw material prices increasing

...expect continued modest demand growth in 2012



2012 Financial Outlook ... An Early Look

- **Sales growth (excluding price and F/X impacts)** **7-11%**
 - Market growth (GDP plus 2-3%) 4-6%
 - Share gain 1-2%
 - Acquisition 2-3%
- **Operating margin expansion** **40-60 bpts**
 - Gross margin expansion plus operating cost leverage
 - Core pull-through target of 50% maintained
- **Tax rate** **30-32%**
- **Net income** **25%+ growth**

...continuing to invest in growth, while driving operating leverage



2012 KPI Targets ... An Early Look

	2011E	2012 Target
Sales	\$6.0B+	\$6.5B+
Operating Margin	5.1%+	5.5%+
Net Income	\$180M+	\$225M+
EPS – Diluted ¹	\$3.65+	\$4.40+
Leverage Ratio	~2.5	~2.0 ²

¹ Utilizes diluted share count of 50 million shares in 2011 and 51.5 million shares in 2012

² Includes nominal acquisitions (~2% of sales)

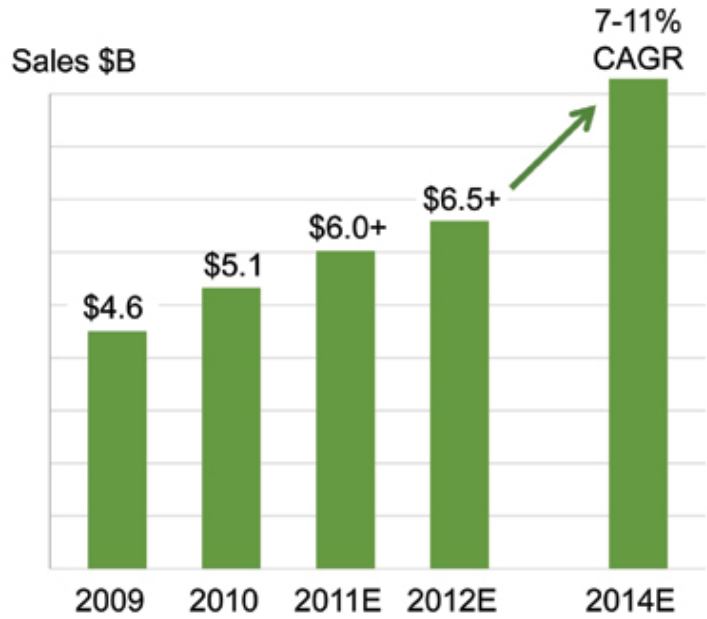
...expect to exceed 25% annual net income growth target in 2012



2012 to 2014 Sales Targets

Balanced Growth

- Industrial
- Construction
- Utility
- CIG



...expect continued sales growth momentum



2012 to 2014 Operating Margin Targets

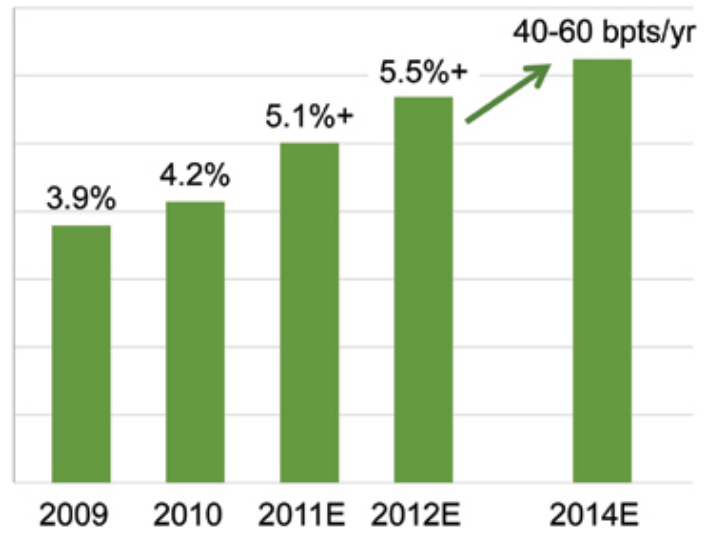
Margin Drivers

Pricing/Sourcing 

Efficiency 

Portfolio 

Operating Margin %



...driving for 6%+ operating margins by 2013

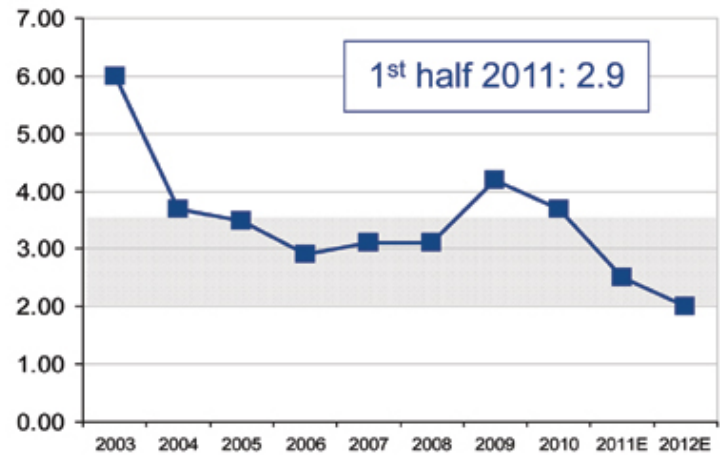


Capital Structure

Strong Capital Structure

- Current liquidity in excess of \$400M
- Access to multiple capital markets
- Staggered maturities on debt instruments
- Leverage ratio within target range of 2.0x to 3.5x
- Expect to convert approximately 80% of net income into free cash flow

Total Debt to LTM EBITDA



Ample capacity to support growth programs and acquisitions

...supports our strategy and future growth



Cash Flow Management

No change from last year

First Use

Support organic growth at greater than market rates



Second Use

Fund accretive acquisitions to supplement organic growth



Third Use

Reduce financial leverage

Fourth Use

If Debt to EBITDA ratio is sustained below 2.0, return capital to shareholders

...expect to maintain fiscal discipline while funding growth



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

**Targeting 20-25% annual
net income growth**

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



WESCO
DISTRIBUTION®

TAKING ACTION. DELIVERING VALUE.



Q&A and Closing Remarks

John J. Engel
Chairman, President, and Chief Executive Officer





Invest in WESCO



- Industry leader with low risk business profile
- Proven business model and well positioned in large, fragmented markets
- Organic sales growth faster than the 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

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WESCO Distribution, Inc.
Definitions Appendix

Financial leverage is calculated by dividing total debt, including debt discount, by the trailing twelve months earnings before interest, taxes, depreciation, and amortization (EBITDA).

Free cash flow is calculated by deducting capital expenditures from cash flow provided by operations.

Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. Gross margin is calculated by dividing gross profit by net sales.

Liquidity is total availability under asset-backed facilities plus invested cash.

Total Shareholder Return (TSR) is the total return of a stock to an investor during a period of time, including capital gains and dividends, assuming reinvestment of dividends.