One Distributor. Countless Capabilities.

WESCO, a provider of GLOBAL SUPPLY CHAIN SOLUTIONS, offers the products and services our customers need for their MRO, OEM, and Capital Project requirements.
WESCO’s **SUPPLY CHAIN SOLUTIONS** help companies like yours reduce supply chain costs and improve efficiencies. For more information, contact your sales representative or send an inquiry to ValueCreation@wesco.com.

### SOLUTIONS
**That Add Value to Your Business**

#### WESCO’s SOLUTIONS
Streamline the sending and receiving of many types of documents
- **ALLOW CUSTOMERS TO PLACE PURCHASE ORDERS AND CHECK PRODUCT AVAILABILITY**
- **MARKET SITE INTEGRATION**
  - Easier ordering through market sites

#### PRODUCTION SUPPORT
- **ASSEMBLY**
  - Improve your system efficiency, streamline the supply chain, and reduce repair and operation costs
- **B&C MATERIAL SOURCING**
  - Save on costs related to freight and on-hand inventory
- **CABLE MANAGEMENT**
  - Customize inventory and material management processes
- **KITTING**
  - Minimize SKUs, streamline ordering processes, and increase productivity
- **LEAN LABELING AND 5S SIGNAGE ASSESSMENT**
  - Post critical point-of-use information on the shop floor to create “just-in-time” communication
- **PREFABRICATED SYSTEMS**
  - Save time and reduce errors
- **PROCESS STREAMLINING**
  - Eliminate non-value add actions

#### SUPPLY CHAIN OPTIMIZATION AND INTEGRATION
- **EMERGENCY AND DISASTER PREPAREDNESS**
  - Determine if systems are current, adequate, and meet standards
- **LEAN INVENTORY**
  - Reduce inventory carrying costs and decrease material shortages
- **LEAN WAREHOUSING**
  - Run a more organized and efficient warehouse operation
- **INTEGRATED SUPPLY**
  - Provide low cost, centralized procurement and fulfillment solutions
- **PRODUCT STANDARDIZATION**
  - Achieve price savings, and reductions in SKUs and inventory
- **REPAIR SERVICES**
  - Reduce downtime, increase plant efficiency, and optimize inventory levels of spare parts
- **SOURCING**
  - Competitive pricing and timely delivery
- **STOREROOM MANAGEMENT**
  - Reduce cost of inventory control processes
- **SUPPLIER RATIONALIZATION**
  - Gain greater leverage, decrease procurement costs, and streamline supply chain processes
- **TRANSACTION COST REVIEW**
  - Minimize “hidden” operating costs.
- **VENDOR MANAGED INVENTORY (VMI)**
  - Reduce layers in the supply chain, increase stock visibility, and decrease overall stock levels
- **POINT OF USE SOLUTIONS**
- **e-STOCK**
  - Optimize the ordering process through data analysis, order points, and barcoding
- **JOB TRAILERS**
  - Keep electrical and industrial MRO products easily accessible on the job site
- **VENDING**
  - Manage critical industrial inventory

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The four-step WESCO Value Creation process reveals opportunities for savings and provides a structure for application and implementation of the solutions.

1. **IDENTIFY REQUIREMENTS**
   - WESCO and the customer meet to build a clear definition of customer requirements, such as Customer Service Improvement, Cost Reduction, Quality Improvement, Productivity Enhancement and/or Safety Improvement.

2. **ALIGN SOLUTIONS**
   - WESCO’s solution experts review all of the customer’s requirements and align them with the Value Creation solutions. WESCO and the customer work together to prioritize the solution options and create details for a Search for Savings event.

3. **SEARCH FOR SAVINGS**
   - WESCO and supplier solutions experts engage the customer team in a Search for Savings event to identify improvement opportunities.

4. **CUSTOMIZE AND IMPLEMENT**
   - WESCO and supplier solutions experts design customized solutions to maximize productivity and value for the customer.
BROAD PRODUCT OFFERING Streamline your supply chain with WESCO’s extensive offering of electrical, communications, industrial, general maintenance, repair, and operations, and OEM products.

VALUE CREATION SOLUTIONS Improve productivity and reduce operating costs by taking advantage of WESCO’s broad range of service solutions, such as job site trailers, energy audits, engineering services, and integrated supply.

LOCAL PRESENCE WESCO has nine distribution centers and a network of 500 branches in North America and select international locations to serve your company wherever your facilities are located.

FINANCIAL STABILITY As a Fortune 500 company, WESCO has the financial strength to operate effectively even under the most challenging economic conditions.

COMPETITIVE ADVANTAGE WESCO will help you improve your bottom line with our extensive buying power with leading manufacturers and one of the lowest operating costs in the distribution industry.

PROVEN TRACK RECORD A majority of Fortune 500 companies—leaders across a broad range of industries—utilize WESCO as a “one-stop shop” for their electrical and MRO needs.

CONTINUOUS IMPROVEMENT CULTURE We know there is always more we can do to help improve your business and the WESCO experience. We will continue listening to your needs and responding with value-added solutions.

One WESCO is an ongoing initiative that integrates our products, services, and supplier relationships into comprehensive supply chain management solutions for our customers and their operations around the world. Our goal is always to work effectively across all boundaries to provide you with a full range of products, services, and solutions that keep your business running in top form and help you stay ahead of the competition.

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

We are focused on YOUR NEEDS every day

Located Where YOU Are

WESCO offers a local presence, as well as a global network, to serve customers of all sizes, from local operations to multi-national corporations. Headquartered in Pittsburgh, Pennsylvania, USA, WESCO has more than 9,300 employees who serve customers from more than 500 branches and service locations in North America and around the world. WESCO continues to grow, opening branches in new locations and making acquisitions that expand our global footprint and add new product and service offerings to our portfolio.

FLEXIBLE Service Models

WESCO’s eCommerce, Global Accounts, and Integrated Supply teams help customers reach their complex sourcing, procurement, and materials management goals.

GLOBAL ACCOUNTS

WESCO’s industry-leading Global Accounts program enables customers to gain buying power, achieve uniform pricing, improve internal processes, and realize significant cost savings throughout their organization.

INTEGRATED SUPPLY

WESCO helps customers reduce costs and increase productivity through comprehensive integrated supply capabilities that effectively manage supply chains and streamline the processes associated with MRO procurement.

eCOMMERCE

WESCO provides customized e-implementation solutions with quality content and universal connectivity. Customers can take advantage of customized e-catalogs or use buy.wesco.com, which provides real-time local branch inventory status, contract pricing, and full visibility of orders.

Helping You To Operate More EFFICIENTLY

Lean is the foundation of our operational excellence strategy, and we apply it both inside our company and with customers.

Since 2003, we have used Lean initiatives across our entire business enterprise, from front-end sales and marketing to back-end product delivery, customer service, and support to improve processes that allow us to offer more efficient services to our customers. We offer our Lean expertise to our customers to help them improve the efficiency and effectiveness of their operations and supply chains. We have conducted thousands of kaizen events to date and consider Lean to be a never-ending quest for perfection.

Extra-Effort Service

Our Running Man logo represents the extra-effort people of WESCO who respond to customer needs with a sense of urgency and a focus on exceeding expectations.

The Running Man Represents EXTRA-EFFORT SERVICE

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Our Competitive Advantage Is
OUR PEOPLE

We emphasize the personal and professional benefits of working together as one high-performance team with all efforts focused on satisfying customers.

Inventories Aligned to LOCAL MARKETS

Each WESCO branch tailors its inventory to meet the needs of local industries and customers. Our regional distribution centers offer access to thousands of additional products, providing next-day delivery to the branch network. In addition, more than one million products can be direct-shipped through WESCO’s integrated supply capabilities.

See pages 6-7 for more information about products.

The Latest TECHNOLOGY

WESCO’s Lighting & Sustainability Solutions Centers in Boston and Chicago feature walk-in application vignettes that demonstrate the latest lighting technologies and energy solutions for LED, Lighting Renovations, Security, Lighting Controls, and Renewable Energy.

We invite you to visit and learn how WESCO can help you improve the lighting quality and energy efficiency in your own operations.

Contact one of our locations today to schedule a visit.
BostonLSSC@wesco.com or ChicagoLSSC@wesco.com

SUSTAINABILITY Matters

With deep roots in the electrical industry and a value proposition centered on Lean process improvements, we have been focused on helping customers improve energy management and increase energy efficiency for many years. Services in our Value Creation Energy and Sustainability category identify ways to make improvements in lighting efficiency, energy management, renewable energy, water and waste mitigation, and green procurement.

WESCO is an ENERGY STAR Partner and has been a member of the U.S. Green Building Council since 2006.
WESCO’s Extensive Array of **PRODUCTS**

**Electrical**
- Boxes and enclosures
- Breakers
- Bushing, Loadbreak
- Capacitors
- Circuit breakers
- Circuit breakers, power
- Clamps
- Conduit and raceway
- Controls, relays, and timers
- Cutouts
- Dead end automatic
- Electrical distribution equipment
- Fans, heaters, and ventilation equipment
- Fault indicators
- Fittings
- Fuses
- Grounding equipment
- Hardware
- Insulator
- Lamps, ballasts, and fixtures
- Meter devices
- Meter sockets
- Meters
- Motors
- Relays
- Surge and power protection
- Switchgear
- Termination, tape, splicing, and marking
- Transformers
- Transformers
- Wiring devices

**UTILITY**
- Arresters
- Braces
- Crossarms
- Hot sticks
- Pads, vaults, guard sleeves
- Pole line hardware
- Poles
- Reclosers
- Substation products

**WESCO’s REGIONAL DISTRIBUTION CENTERS** offer access to thousands more products providing next-day delivery.

**Maintenance, Repair, and Operations**
- Abrasives
- Adhesives
- Brooms, brushes, and maps
- Can liners and receptacles
- Chain, rigging and attachments
- Chemicals and paints
- Cleaning chemicals
- Cordage, rope and twine
- Cutting, electrical, hand, power
- Fans
- Fasteners
- Food service disposables
- Foreign Material Exclusion
- Janitorial/Consumables
- Material handling
- Miscellaneous
- Packaging materials
- Skin care
- Storage
- Tools
- Towels, tissue, and wipes
- Welding
- Wire brushes

**Safety**
- Arc flash protection
- Emergency eyewash/shower
- Ergonomic
- Eyewear
- Fall protection
- Fire protection
- First aid
- Defibrillators
- Gas detection
- Identification
- Lockout devices
- Portable coolers and beverages
- Protective clothing and gear for ears, eyes, face, head, hands, knees, respiratory system, back
- Security and safety alarms
- Safety storage
- Spill control
- Traffic safety
- Training
- Water safety
- Test and measurement

**Wire and Cable**
- 600 Volt Power
- Armor
- Assemblies
- Cable Tray
- Coaxial
- Video & CATV
- Control & Instrumentation
- Festoon & Reeling
- Fiber Optic
- Fire Alarm
- Fittings & Hardware
- Heat Trace
- High Temperature
- Industrial Automation
- Medium Volt Power
- Network Cabling
- Plenum Cables
- Portable Power
- Quick-Pull
- Sweeping
- Tubing & Tape
- Splices & Terminations
- Telephone
- Thermocouple
- Traffic & Roadway
- VFD

**Renewables**
- Panels
- Inverters
- Racking
- Balance of systems
- Solar Lighting

**Electrical Suppliers**
- 3M
- ABB / Thomas & Betts
- ACME Electric
- Acuity
- BURNDY / Hubbell
- Cree
- Eaton
- Eaton Bussmann series
- Eaton Crouse-Hinds series
- EGS
- Erico
- Ergodyne
- GE
- Hubbell
- Legrand
- Leviton
- Mersen
- Panduit
- Pentair/Hoffman
- Philips
- Philips Advance
- Schneider Electric
- Siemens
- TE Connectivity
- Woodhead/Molex

**Utility Focus**
- BetaLED
- Eaton’s Cooper Power
- Systems Division
- Elster
- General Cable
- Hubbell Power Systems
- MacLean Power Systems
- Okonite
- Preformed Line Products
- SAC
- Valmont

**Key MRO and Safety Suppliers**
- 3M/Aearo
- Accuform
- AEMC
- Ames Tru Temper
- Ansell
- APEX Tool Group
- Arrow
- Best Glove
- Brady/SPC
- BRK/First Alert
- Broan/Nutone
- Bullard
- BURNDY
- CAB
- Carhartt
- CH Hanson
- Channellock
- Columbus McKinnon
- Cordova Ermed
- CRC Industries
- DBI Sala/Capital Safety
- Dewalt
- Dottie
- Dupont
- Duracell
- Eagle Manufacturing
- Edmont
- Energizer
- Ergodyne
- Fluke
- Gatorade
- Gardner Bender
- GOJO
- Greenfield Industrial
- Greenlee
- Honeywell Safety/Sperian/
  North Safety
- IDEAL Industries
- IRSS
- Justrite
- Kennametal
- Kidde
- Kimberly Clark
- Klein Tools
- Kyloyn Industrial
- Lakeland Industries
- Lenox Tools
- Lift-All Company
- Majestic Glove
- Masterlock
- MCR Safety
- Mechanix Wear
- Microflex
- Mikita
- Miller Fall Protection
- Milwaukee Tools
- Moldex-Metric, Inc.
- MSA
- Neese
- Norton
- NSI/Tork
- ORS/NASCO
- Osborn International
- Pelican
- Petzl
- PIP (Protective Industrial
  Products)
- Precision Dormer
- Precision Twist Drill
- Princeton Tec
- Pyramex
- Radians
- Rayovac
- Ridge Tool
- Rubbermaid
- Rust-Oleum
- Saffield Redistribution
- Salisbury by Honeywell
- Semper
- Snap-On Tool
- Sqwincher
- Streamlight
- Tingley Rubber Corp.
- TPI Corp.
- Underwater Kinetics
- VF Imagewear - Bulwark
- Underwater Kinetics
- VF Imagewear - Bulwark
- Weiler
- Whistle
- Westchester
- ZEP
- ZOLL Medical

Find a WESCO Branch near you with the Branch Locator on www.wesco.com
Data Communications

**DATA CENTER INFRASTRUCTURE**
- Copper Cable and Connectivity
- Fiber Cable and Connectivity
- Pre-terminated Cabling
- Racks, Cabinets and Zone Cabling
- UPS and PDUs
- Data Center Infrastructure Management (DCIM)
- Cooling and Containment Systems
- Raised Floor Systems
- Electrical Components

**NETWORK INFRASTRUCTURE**
- Network cabling
- Racks, cabinets and cable management
- Network room cooling
- Local area network equipment
- Passive Optical LAN (POL)
- Power over Ethernet (PoE)
- In-building wireless systems
- Wide area network equipment
- Telephony and intercom systems
- Sound/Audio/Notification
- Power and protection
- Tools and test equipment

**KEY DATA COMMUNICATIONS SUPPLIERS**
- APC
- Belden Corp.
- Berk-Tek
- Commscope
- Eaton
- Legrand
- Leviton
- Signamax

**Security**
- Surveillance – IP and Analog
- Access Control
- Communication Systems
- Low-Voltage Cabling
- Network Cable and Connectivity
- Professional A/V
- Wireless
- Tools and Test Equipment
- Installation Supplies

**KEY SECURITY SUPPLIERS**
- Aiphone
- Allegion
- Altronix
- Arecont Vision
- ASSA ABLOY
- Axis Communications
- Belden
- Comnet
- EtherWAN
- Exacq
- Firetide
- Fluidmesh
- General Cable
- HID
- Infinias
- Interlogix
- Iomnis
- Keyscan
- LifeSafety Power
- Middle Atlantic
- Milestone Systems
- Mobotix
- Moog
- NVT
- OnSSI
- Pelco
- Razberi
- Samsung
- Sony
- Talkphone

**Automation**
- Automation systems
- Industrial ethernet, field bus systems and wireless
- Machine vision
- Motor control, relays, power, supplies, and sensors
- Motors, drives, and servo control
- Operator interface
- PLC and LPC
- Radio frequency ID
- Terminal blocks

**KEY AUTOMATION SUPPLIERS**
- Accu-Sort Systems
- Advanced Micro Controls, Inc.
- Amp Netconnect
- Applicom
- Baldor
- Banner
- Benshaw
- Bonitron
- Burks
- Cahava
- Danaher
- Danfoss
- Datalogic
- Eaton
- Eaton Bussmann series
- Emerson Industrial Automation
- Encoder Products
- Endress + Hauser
- Entelec
- Escort Memory System Finder
- Fluke Corp.
- GE
- Gernco
- Hardy Instruments
- Harting Electronics
- Heidehain
- Hirschmann Electronics, Inc.
- HMS Anybus
- HMS Industrial Network, Inc.
- Hoffman / Pentair
- Honeywell
- Jodly Clark
- Lapp U.S.A.
- LEDtronics
- Leeson
- Micro
- Microscan
- Micronet Switch / Honeywell Sensing & Control
- Millie Applied Research Co., Inc.
- MTE Corporation
- Offley Cable
- Pepperl+Fuchs
- Phoenix Contact
- Powerohm Resistors, Inc.
- Precision Electronics Corporation
- ProSoft Technology
- Red Lion Controls
- Rittal Corporation
- Roylec
- Schmersal
- Schurfer
- Eurodrive
- Shimpo Instruments
- Siemens
- Spectrum Controls, Inc.
- Teco Westinghouse
- Tork/NSI
- TRANS-COIL, Inc.
- Trimble Valves
- Turck
- US Electric Motor
- Wago Corporation
- Watlow
- WEG
- Weidmüller
- Wittenstein

**Broadband Communications**
- MaxCell®, the only flexible, multi-celled fabric innerduct system
- White Sands Engineering custom coaxial cable assemblies
- Marathon® drop passives, hardware, grounding materials, specialty jumpers and pedestals
- Coaxial, UTP cable and connectivity
- Fiber optic cable and equipment
- Test and Measurement Products
- Headend/central offices/data center
- Customer premise equipment
- Tools and safety
- Underground and aerial plant
- Network monitoring and optimization

**KEY BROADBAND COMMUNICATIONS SUPPLIERS**
- 3M
- AFL
- Alpha
- Antronix
- ARRIS
- Belden/PPC
- BGI
- Blonder Tongue
- Channel
- CISCO
- Commscope
- Corning
- DSG Canusa
- Ericsson
- EXFO
- FiberLAN
- Fluke Networks
- Greenlee
- Harmonic
- Helleman Tyton
- Klein Tools
- Legrand
- Marathon Industries
- MaxCell®
- Marathon National Strand
- Norsat
- OFS
- Panduit
- Preformed Line Products
- Princeton Cables & Systems
- Republic Wire
- SeaChange
- Steen
- TEC Connectivty
- Telco
- White Sands Engineering
- Wirerorks

**Electronics**
- Automation and control
- Bar code printers, scanners, and software
- Drives and logic control
- Enclosures
- Fuses and circuit breakers
- Illumination/indicators

**KEY ELECTRONICS SUPPLIERS**
- ABB / Thomas & Betts
- AlphaWire Corp.
- Amphenol RF
- Banner Engineering
- Belden
- Brady
- Carling Technologies
- Crouzet
- Crydom
- Eaton
- Eaton Bussmann series
- Fluke Electronics
- Honeywell Sensing & Control
- IDEC
- Molex/Woodhead
- NKK
- Omron
- Opto 22
- Panduit
- Pentair Hoffman
- Peppel & Fuchs
- Phoenix Contact
- Red Lion Controls
- Solahd
- TE Connectivity
- Turck

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WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturers (OEM) product, construction materials, and advanced supply chain management and logistic services. 2015 annual sales were approximately $7.5 billion. The Company employs approximately 9,300 people, maintains relationships with over 25,000 suppliers, and serves over 80,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers and utilities. WESCO operates nine fully automated distribution centers and approximately 500 full-service branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

Countless CAPABILITIES

AUTOMATION A global leader in machine and process automation, WESCO has the expertise to deliver both value and performance while enhancing safety, increasing efficiency, and managing energy use.

ELECTRICAL WESCO has been a leading distributor of electrical products across all categories for nearly a century. No matter what you need, you can count on WESCO to deliver.

CAPITAL PROJECTS WESCO provides specifications, value engineering, and supply chain management services, including integrated supply, working capital, and materials management for major industrial and commercial construction projects.

COMMUNICATIONS AND SECURITY WESCO is your one source to support every facet of your network infrastructure, including your data communication, security, and broadband needs.

GLOBAL LOGISTICS Around the world, WESCO delivers the products and services you need. Leverage our global, in-country, and export sourcing expertise to help you reduce total costs and add value to your supply chain.

INDUSTRIAL OEM WESCO offers design engineering to manufacturers for assemblies, harnesses, and control boxes. We work with you on product innovations that help reduce costs and get your products to market faster.

LIGHTING AND SUSTAINABILITY Whether you’re at the beginning of your sustainability journey or well on your way, WESCO offers lighting audits, upgrades, and system design to help you continuously meet your goals.

MAINTENANCE, REPAIR, AND OPERATIONS (MRO) From abrasives and adhesives to tools, fasteners, janitorial supplies, and so much more, WESCO provides customized MRO sourcing solutions to meet your needs.

SAFETY WESCO helps you ensure a safe and compliant workplace with our comprehensive safety services and extensive product offering of personal protection equipment, signage, respiratory and fall protection, and more.

UTILITY WESCO provides electrical products, integrated supply services, and unparalleled emergency service to investor-owned utilities, municipal power authorities, and public power cooperatives.

WIRE AND CABLE When it comes to wire and cable, look no further than WESCO — a stocking distributor that offers specialized solutions for even the most demanding environments.