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

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**FORM 8-K**

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**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): November 15, 2011**

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**WESCO International, Inc.**

(Exact name of registrant as specified in its charter)

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**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 November 15, 2011 members of senior management of WESCO International, Inc. (the “Company”) delivered a presentation at the Citi Equity Conference. The presentation included written communication comprised of slides and is 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

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.

Dated: November 16, 2011

WESCO INTERNATIONAL, INC.

By: /s/ Richard P. Heyse

Richard P. Heyse

Vice President and Chief Financial Officer

*Citi 2011 Small/Mid-Cap Conference*



**WESCO**

John Engel  
Chairman, President and Chief Executive Officer  
November 2011





## Safe Harbor Statement

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**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 Profile



## 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



- Fortune 500 Company (NYSE: WCC)
  - Headquartered in Pittsburgh, PA
  - Approximately 7,000 employees
  - Over 400 locations in 16 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 100,000 customers
  - Partnering with 17,000 suppliers
  - Over 1,000,000 different products shipped annually
- International operations and global sourcing capabilities

## Customer Value Proposition

Providing customers the products and supply chain services they need for

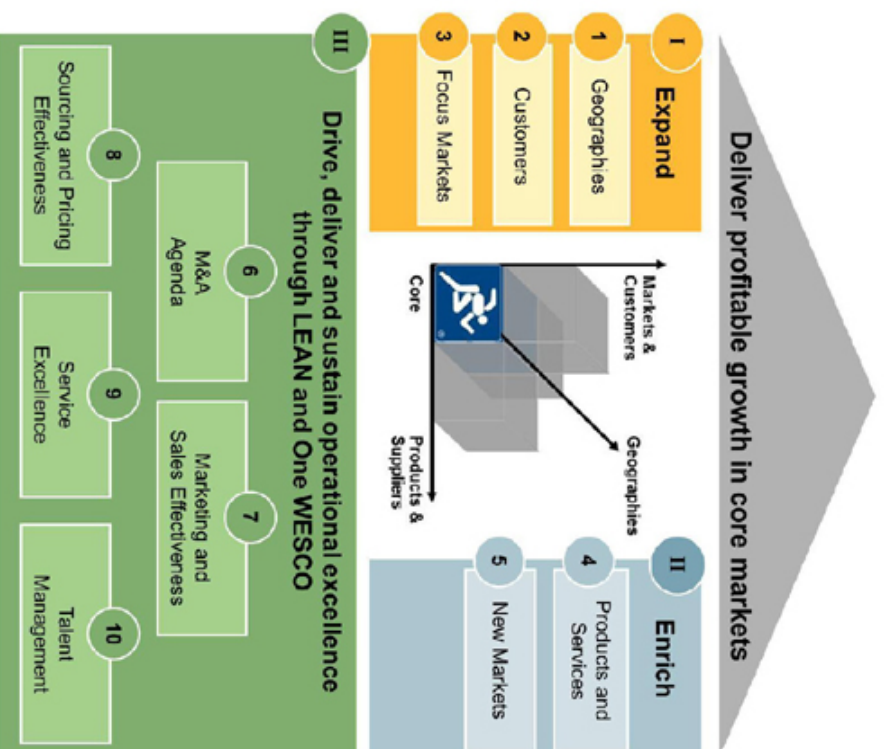
- MRO
- OEM
- Capital Projects

*...an industry leader*

September 2013



# 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 2011 September YTD results have been excellent**

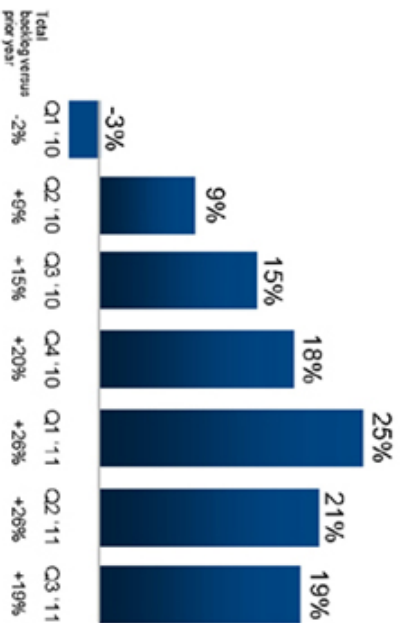
- Positive business momentum
- Gaining market share
- Investments delivering results
- Four acquisitions closed
- Strong earnings growth
- Shareholder value creation

*...execution is producing strong results*

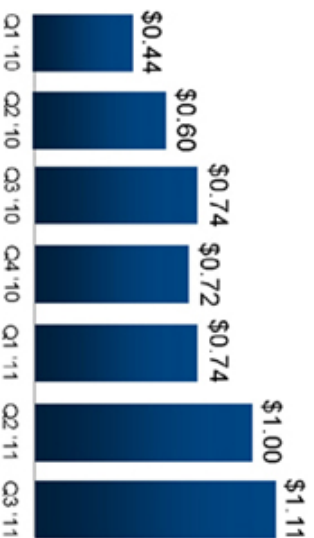


# 2010 and September 2011 YTD Results

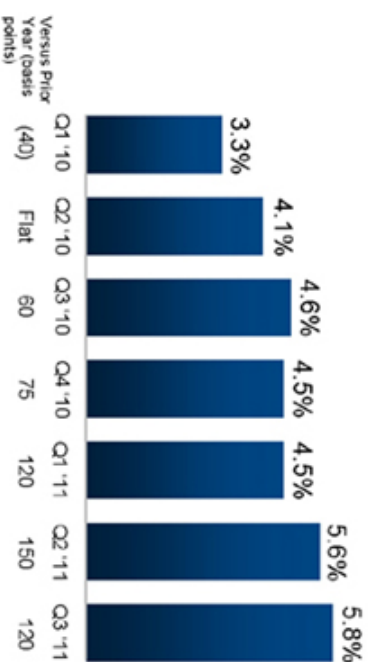
## Sales vs. Prior Year



## EPS



## Operating Margin (EBIT%)



### 3rd Quarter 2011 Results

Sales	\$1.58 Billion	+19% (+11% organic)
EBIT	5.8%	+120 bpts
EPS	\$1.11	+50%





# WESCO Portfolio

*Portfolio expanded and strengthened over last 17 years...*

**1994 (175 Branches)**

Captive Distributor

(1922-1994)

**175 branches** in U.S. and Canada

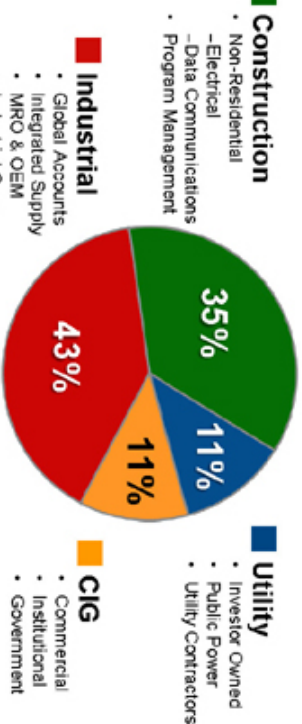
*with*

over **80%**

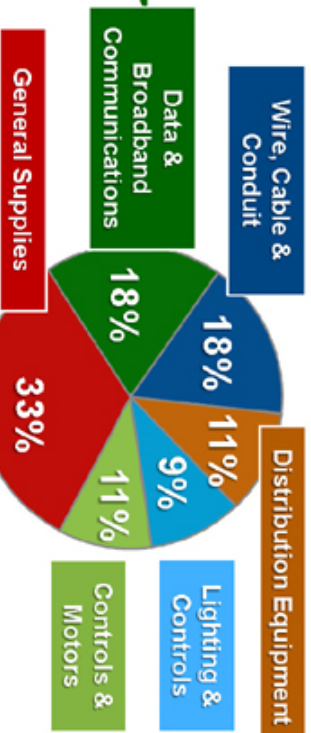
non-residential construction market exposure *and* limited supply relationships other than Westinghouse

**September 2011 YTD (400+ Branches)**

Markets & Customers



Products & Services



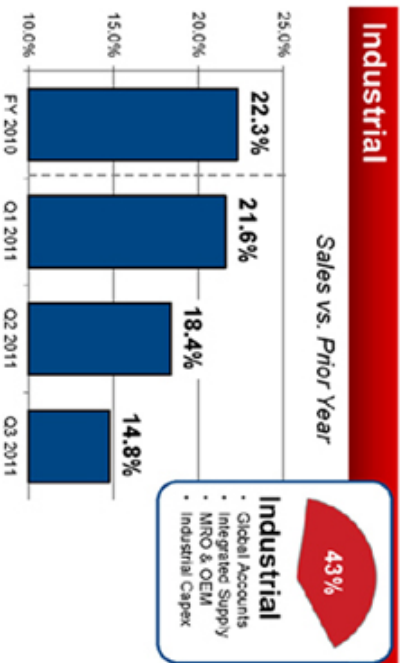
Over \$1B in annual communications products with the addition of TVC versus less than \$100M five years ago

*...by diversifying markets, customer base, product lines, and suppliers*

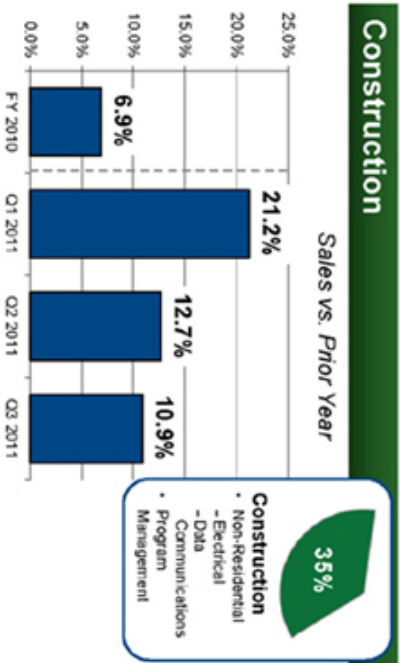


# WESCO End Market Momentum

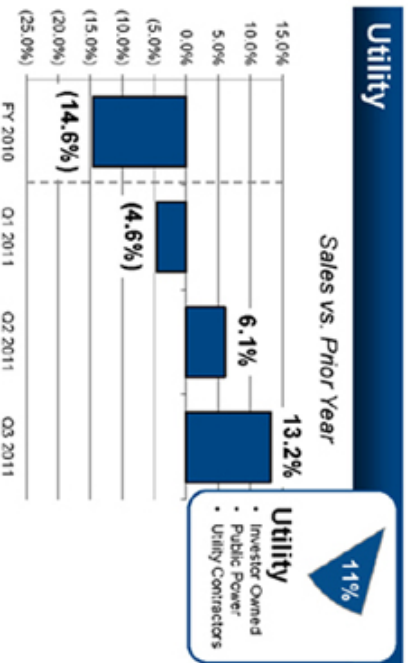
## Industrial



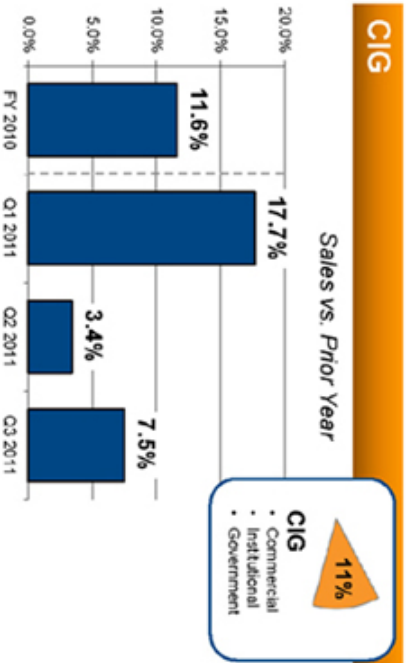
## Construction



## Utility



## CIG

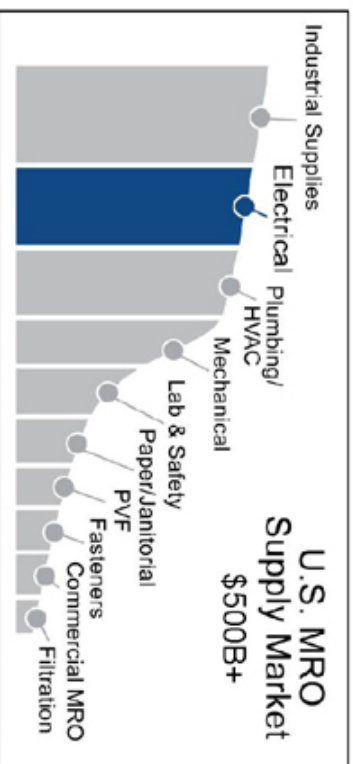


Note: Core (excluding M&A) sales growth rates as reported in Supplemental Financial presentations



# Market Opportunity

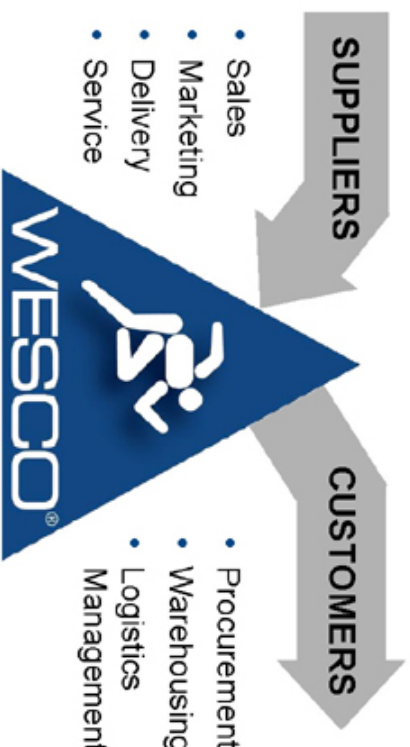
## Large, Fragmented Market



Source: Modern Distribution Management, June 2010

- Thousands of electrical and industrial product manufacturers
- Over 10,000 electrical and industrial distributors
- Top five distributors have an estimated 25% share of electrical distribution industry in U.S.
- Over 75% of electrical products get to market through distribution
- Continuing industry consolidation

## Value of Distribution



### Market Trends Benefit WESCO

- Increased scale
- Global sourcing
- Outsourcing
- Enhanced interdependence
- Financial strength and liquidity

*...large, fragmented market with trends favorable to WESCO*



# Growth Engines



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





# Sales Capability and Capacity Expansion

## Investing in Sales

- 3,200 sales and sales management personnel, an increase of 9% over the last year
- Highly productive sales force
- Capacity expansion to support above market organic sales growth:
  - Productivity 4 to 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	17
Data and Broadband Communications	7	36	4
<b>Total</b>	<b>11</b>	<b>46</b>	<b>21</b>

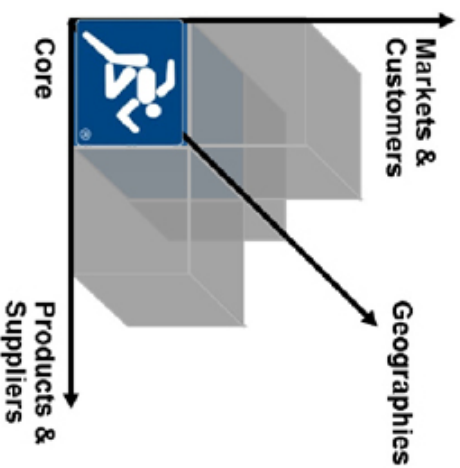
- Greenfield openings and acquired company locations strengthen our position
- Expansion will continue and is expected to add to market share capture going forward

*...drives profitable growth*

# Acquisition Strategy



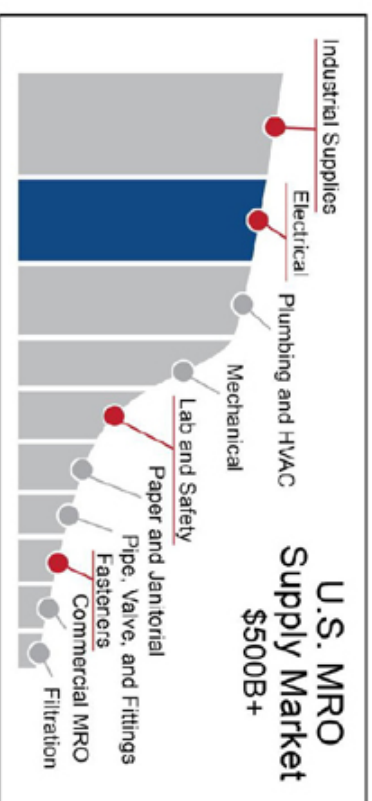
## Growth Framework



### 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



- ➔ 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 36 acquisitions, which added over \$2B in revenues from 1995 through September 2011*

**...adds capabilities, revenues, and profits**



# 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*





# Business Priorities and Financial Objectives

## Business Priorities

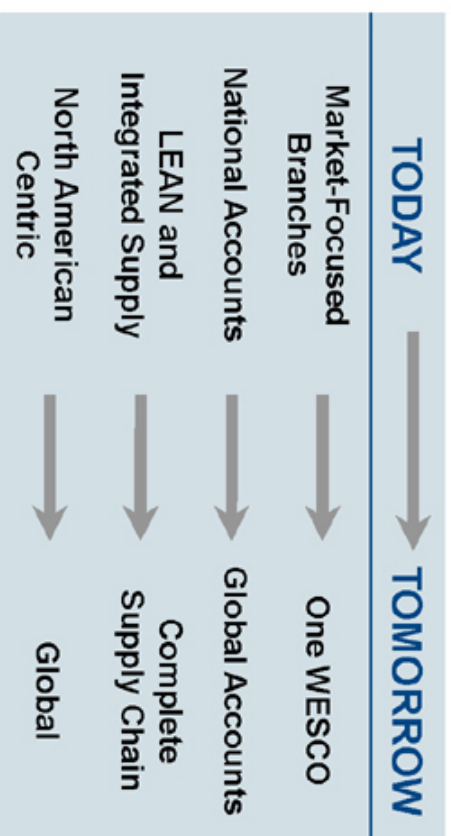
1. Take share
2. Expand margins
3. Strengthen portfolio
4. Build high performance culture

## 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



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

**...focused on shareholder value creation**

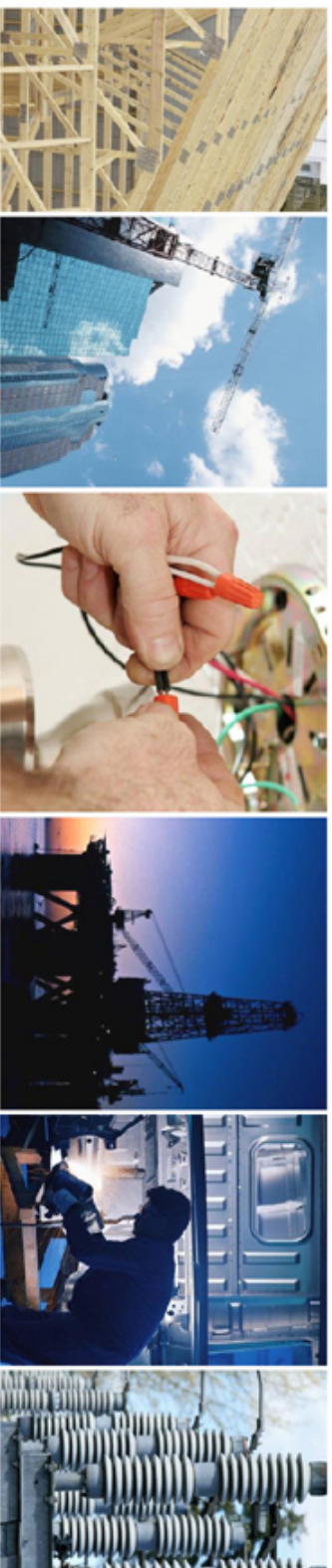
# WESCO Evolution



	Current	Vision
Customers and Markets	<p>"Expanding Blue Chip Customer Base" Industrial, Construction, Utility, CIG North America North American Base with Int'l expansion Improving</p>	<p>"Supply Chain Solutions Company" Vertical market expansion Undisputed #1 market positions Improved global mix Customer loyalty</p>
<ul style="list-style-type: none"> <li>• End Markets</li> <li>• Industry Leadership</li> <li>• Geographic Footprint</li> <li>• Customer Satisfaction</li> </ul>	<p>Electrical plus industrial, some services Strong partnerships</p>	<p>New product and service categories Supply chain partner of choice</p>
Product and Service Portfolio	<p>Electrical plus industrial, some services Strong partnerships</p>	<p>New product and service categories Supply chain partner of choice</p>
<ul style="list-style-type: none"> <li>• Product and Service Categories</li> <li>• Supplier Relationships</li> </ul>	<p>Electrical plus industrial, some services Strong partnerships</p>	<p>New product and service categories Supply chain partner of choice</p>
LEAN: Continuous Improvement	<p>Maturing and expanding</p>	<p>Self-initiated in all locations and groups</p>
Talent and Culture	<p>Strong and deep team Extra-effort employees</p>	<p>Industry leader and "employer of choice" One WESCO team</p>
Marketing, Sales & Service	<p>Competitive advantage Significantly enhanced</p>	<p>Competitive differentiator Competitive differentiator</p>
IT and e-Business	<p>Significantly enhanced</p>	<p>Competitive differentiator</p>
Acquisitions	<p>3 acquisitions in last 12 months</p>	<p>Faster pace and larger sizes</p>
Value Creation	<p>2011 Expectations \$6B+ 5.2%+ Approximately 70% to 80% of net income \$3.65+ Low cost leadership ~2.5x leverage</p>	<p>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</p>
<ul style="list-style-type: none"> <li>• Sales</li> <li>• EBIT %</li> <li>• Free Cash Flow</li> <li>• EPS</li> <li>• Cost Structure</li> <li>• Capital Structure</li> </ul>	<p>2011 Expectations \$6B+ 5.2%+ Approximately 70% to 80% of net income \$3.65+ Low cost leadership ~2.5x leverage</p>	<p>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</p>

**...strong company, excellent value creation opportunity**

# 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**  
DISTRIBUTION®