
**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): May 24, 2017

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation)

225 West Station Square Drive
Suite 700
Pittsburgh, Pennsylvania
(Address of principal executive offices)

001-14989
(Commission File Number)

25-1723342
(IRS Employer
Identification No.)

15219
(Zip Code)

(412) 454-2200
(Registrant's telephone number, including area code)

Not applicable.
(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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company o

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

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 May 24, 2017, the Chairman, President and Chief Executive Officer of WESCO International, Inc. (the "Company") will present to investors at the EPG Conference. The presentation will include written communication comprised of slides and will be accessible on the Company's website. The slides from the presentation are attached hereto as Exhibit 99.1 to this report and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits**(d) Exhibits**

The following are furnished as exhibits to this report.

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.

May 24, 2017

(Date)

WESCO INTERNATIONAL, INC.

/s/ David S. Schulz

David S. Schulz

Senior Vice President and Chief Financial Officer



WESCO International

John Engel

Chairman, President, and Chief Executive Officer

EPG Conference – May 24, 2017

Safe Harbor Statement



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: adverse economic conditions; disruptions in operations or information technology systems; supply chain disruptions, changes in supplier strategy or loss of key suppliers; product or other cost fluctuations; expansion of business activities; personnel turnover or labor cost increases; tax law changes or challenges to tax matters; increase in competition; risks related to acquisitions, including the integration of acquired businesses; exchange rate fluctuations; legal or regulatory matters; litigation, disputes, contingencies or claims; debt levels, terms, financial market conditions or interest rate fluctuations; goodwill or intangible asset impairment; stock market, economic or political instability; and other factors described in detail in the Form 10-K for WESCO International, Inc. for the year ended December 31, 2016 and any subsequent filings with the Securities & Exchange Commission. The following presentation includes a discussion of certain non-GAAP financial measures. Information required by Regulation G with respect to such non-GAAP financial measures can be obtained via WESCO’s website, www.wesco.com.

WESCO: A Leading Global Supply Chain Solutions Provider



Capital Projects

Including new construction and retrofits, renovations and upgrades



MRO



OEM

Founded
1922 in
Pittsburgh, PA

\$7.3 Billion in
Revenue

One of the world's largest distributors
of electrical, industrial, and
communications products and services

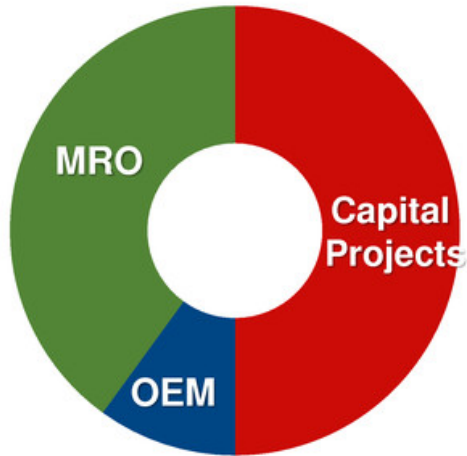
#357 of the
Fortune 500

9,000
employees

...providing world-class brands and industry-leading service capabilities



Serving Three Customer Demand Streams



WESCO Characteristics

500
Branches

75,000
Customers

1,000,000
SKUs

Supporting a broad range of business models:

Supply Chain Solutions Partner



Standard Distribution Model

- Integrated Supply
- Global Accounts
- Kitting, assembly and pre-fabrication
- Jobsite and field support
- Engineering and design support
- Local, branch-based distribution

...providing full supply chain solutions to meet customers' unique requirements



Combining our competitive differentiators...

- Broad product portfolio
- Technical expertise and a wide range of service offerings
- Blue-chip customer and supplier base
- Global footprint
- Culture of customer service excellence, cost control, and lean continuous improvement

...into customized supply chain solutions



...that result in:

- Long-term customer relationships and deep familiarity with their operations
 - Gaining additional business with existing customers
- Better outcomes for our customers
 - Identifying opportunities
 - Selecting the best solution
 - Reducing project and operating risks
 - Increasing productivity and reducing their costs
 - Simplifying their supply chains and outsourcing non-core activities
 - Supporting their global operations

...driving deeper customer relationships than traditional distributors and e-commerce providers

Competitive Differentiator: Service Capabilities



2016 Sales: \$7.3B



Our services and technical expertise drive the majority of our product sales

...value-added services drive customer loyalty and long-term relationships

Service Capabilities Examples



Supply Chain Solutions

- Integrated Supply
- Global sourcing
- Warehousing and logistics
- Storeroom management
- Vendor-managed inventory
- Transaction cost review



Capital Project Solutions

- Engineering and design support
- Lean construction processes
- Materials management
- Pre-fabrication and assembly
- Jobsite trailers and "WESCO on Wheels" customized carts



Technical Expert Solutions

- Energy usage analysis
- Lighting renovation and retrofit
- Datacenter assessment
- Automation upgrades
- Safety assessment and training
- Product and application training



Customized Product Solutions

- Kitting
- Assembly
- Prefabricated systems
- Cable management
- Process streamlining



...enabled by investments in technical expertise and digital capabilities

WESCO Performance Objectives and Strategies



...focused on driving profitable growth and shareholder value



First Quarter

- Improved business momentum driven by a return to growth in the Industrial end market and in Canada
- Reported sales were flat
- Organic sales were down 2% vs prior year
 - down 4% sequentially; better than typical seasonality
- EBIT margin down 10 bps vs prior year, reflecting normal lag effect in passing inflation to customers
- Free cash flow of 114% of net income

Please see our Q1 2017 earnings presentation for non-GAAP reconciliations.

Second Quarter to date (through May 19)

- Continued growth in the Industrial end market and in Canada
- QTD organic sales are flat vs prior year, including the impact of Easter timing
- Sales momentum continues to improve

...in line with our 2017 expectations and outlook



Annual Expectations over the Long-Term

Sales

- Market growth
- 1% to 2% from market outperformance
- 1% to 3% from acquisitions

EPS

- ~50% operating profit pull-through on organic growth
 - gross margin improvement
 - operating cost leverage
- ~30% effective tax rate

Free Cash Flow

- Greater than 90% of net income

...managing the business for strong EPS growth and cash generation

Invest in WESCO



- Industry leader with deep domain expertise in electrical, industrial, construction, and utility
- Proven business model and well positioned in large, fragmented markets
- Blue-chip customer and supplier base
- Proven acquirer and integrator in a consolidating industry
- Extensive global supply chain capability
- Operational excellence culture founded on lean principles
- Operating margin expansion results and future potential
- Strong free cash flow generation through economic cycle



...strong company with proven and effective supply chain solutions



WESCO
INTERNATIONAL

