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): January 27, 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:

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

The information in this Item 2.02 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 2.02 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On January 27, 2011, WESCO International, Inc. (the “Company”) issued a press release announcing its financial results for the fourth quarter of 2010 and for the year ended December 31, 2010. A copy of the press release is attached hereto as Exhibit 99.1.

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.

A slide presentation to be used by senior management of the Company in connection with its discussions with investors regarding the Company’s financial results for the fourth quarter of 2010 is included in Exhibit 99.2 to this report and is being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

99.1	Press Release dated January 27, 2011.
99.2	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.

January 27, 2011	WESCO International, Inc.
(Date)	

/s/ Richard P. Heyse
Richard P. Heyse
Vice President and Chief Financial Officer

NEWS RELEASE
WESCO International, Inc. / Suite 700, 225 West Station Square Drive / Pittsburgh, PA 15219

WESCO International, Inc. Reports
Fourth Quarter and Full-Year 2010 Results

Ø *Fourth quarter results compared to prior year:*

- *Net income of $35 million increased 60%*
- *Operating margins improved to 4.5%, up 70 basis points*
- *Consolidated sales of $1.3 billion increased 18%*

Ø *Full year sales increased 10% to $5.1 billion*

PITTSBURGH, January 27, 2011/PRNewswire/ — WESCO International, Inc. (NYSE: WCC), a leading provider of electrical, industrial, and communications MRO and OEM products, construction materials, and advanced supply chain management and logistics services, today announced its 2010 fourth quarter and full-year financial results.

The following are results for the quarter-ended December 31, 2010 compared to the quarter-ended December 31, 2009:

- Consolidated net sales were $1,331.6 million, compared to $1,132.7 million, an increase of 17.6%. Fourth quarter 2010 organic sales growth was 15.8% excluding a 1.1% positive impact from acquisitions and a 0.7% positive impact from foreign exchange rates. Fourth quarter 2010 sales increased 0.5% sequentially.
- Gross profit was $270.3 million, or 20.3% of sales, for the fourth quarter of 2010, compared to $217.0 million, or 19.2% of sales, for the fourth quarter of 2009. Increased sales performance in the fourth quarter resulted in additional supplier volume rebates and favorable inventory adjustments which contributed to the improvement in gross margins.
- Sales, general & administrative (SG&A) expenses were $204.1 million, or 15.3% of sales, for the current quarter, compared to $168.3 million, or 14.9% of sales, for the fourth quarter of 2009. WESCO's fourth quarter 2009 SG&A expenses included a net favorable impact of approximately $6.0 million related to temporary cost and discretionary benefit reductions.
- Operating profit was $60.0 million, or 4.5% of sales, for the current quarter, compared to $42.6 million, or 3.8% of sales, for the comparable 2009 quarter. After adjusting for the 2009 impact of the temporary cost and discretionary benefit reductions, operating margins improved by approximately 130 basis points.
- Total interest expense for the fourth quarter of 2010 was $15.9 million, compared to $13.8 million for the fourth quarter of 2009. During the fourth quarter, WESCO resolved a tax matter involving intercompany transactions with its Canadian operations dating back to 1998, which resulted in increased interest expense of $4.2 million. Non-cash interest expense for the fourth quarter 2010 and 2009 was $0.5 million and $1.3 million, respectively.

- The effective tax rate for the current quarter was 21.1%, compared to 26.6% for the prior year quarter. The resolution of the previously mentioned tax matter, net of other international tax items, decreased fourth quarter 2010 tax expense by $2.9 million.
- Net income for the current quarter was $34.8 million compared to $21.8 million for the prior year quarter, an increase of 59.6%. The resolution of the previously mentioned tax matter, net of other international tax items, decreased fourth quarter 2010 net income by $1.3 million.
- Diluted earnings per share for the fourth quarter of 2010 were $0.72 per share, based on 48.3 million shares outstanding, versus $0.51 per share in the fourth quarter of 2009, based on 42.9 million shares outstanding. The resolution of the previously mentioned tax matter, net of other international tax items, negatively impacted fourth quarter 2010 EPS by $0.03. In the prior year comparable quarter, temporary cost and discretionary benefit reductions contributed $0.10 to EPS.
- Free cash flow for the fourth quarter of 2010 was $46.8 million, compared to a use of $1.7 million for the fourth quarter of 2009.

Mr. John J. Engel, WESCO's Chief Executive Officer, stated, "Our fourth quarter results marked a strong close to an excellent year. Execution of our growth strategy is on track and we are pleased with the increasing momentum in our business during 2010. After declining 3% in the first quarter, sales grew 9% in the second quarter, 15% in the third quarter, and 18% in the fourth quarter, resulting in full-year growth of 10%. Backlog was also up 18% versus prior year end. We delivered strong operating margin expansion and free cash flow generation in 2010, reflecting effective operating leverage and efficient asset management. In addition, we strengthened the portfolio with the acquisitions of Potelcom in June and TVC Communications in December. We see excellent opportunities to continue to invest in our business and further improve our market position in 2011."

The following results are for the full-year period ended December 31, 2010 compared to the full-year period ended December 31, 2009:

- Consolidated net sales were $5,063.9 million compared to $4,624.0 million, an increase of 9.5%. Consolidated net sales included a 1.3% positive impact from foreign exchange rates and a 0.4% positive impact from acquisitions.
- Gross profit was $998.5 million, or 19.7% of sales, compared to $899.9 million, or 19.5% of sales.
- SG&A expenses were $763.6 million, or 15.1% of sales, compared to $693.9 million, or 15.0% of sales. WESCO's 2009 SG&A expenses included a net favorable impact of approximately $25.0 million related to temporary cost and discretionary benefit reductions.
- Operating profit was $211.0 million, or 4.2% of sales, compared to $180.0 million, or 3.9% of sales. After adjusting for the 2009 impact of the temporary cost and discretionary benefit reductions, operating margins improved by approximately 80 basis points.
- Total interest expense was $57.6 million, compared to $53.8 million. Non-cash interest expense for 2010 and 2009 was $4.3 million and $11.8 million, respectively.
- The effective full-year tax rate was 26.7% compared to 23.4%. After adjusting for the net benefit of the previously mentioned tax matter, the full year effective tax rate would have been 27.9%. Without the impact of 2009's convertible debenture exchange completed in the third quarter, the effective 2009 full-year tax rate would have been 24.0%.
- Net income for the full-year was $115.5 million compared to $105.1 million for the prior year.

- Diluted earnings per share were $2.50 per share, based on 46.1 million shares compared to $2.46 per share, based on 42.7 million shares. The resolution of the previously mentioned tax matter, net of other international tax items, negatively impacted 2010 EPS by $0.03. In the prior year, the gain on 2009's convertible debenture exchange net of related tax effects had a $0.16 per share favorable impact on EPS, and the temporary cost and discretionary benefit reductions had a $0.44 per share favorable impact on EPS.
- Full-year free cash flow was $112.2 million, compared to $278.6 million in the prior year.

Mr. Engel continued, "We expect the market will remain highly competitive as a gradual global economic recovery continues in 2011. We are focused on building on our 2010 successes as we continue to execute our strategy, accelerate our growth initiatives, and expand our geographic footprint and customer base. I am very proud of the results delivered by all WESCO employees in 2010 and I am confident in our team's ability to produce outstanding results again in 2011."

# # #

Teleconference

WESCO will conduct a teleconference to discuss the fourth quarter earnings as described in this News Release on Thursday, January 27, 2011, at 11:00 a.m. E.D.T. The conference call will be broadcast live over the Internet and can be accessed from the Company's website at http://www.wesco.com. The conference call will be archived on this Internet site for seven days.

# # #

WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating ("MRO") and original equipment manufacturers ("OEM") products, construction materials, and advanced supply chain management and logistics services. 2010 annual sales were approximately $5.1 billion. The Company employs approximately 6,800 people, maintains relationships with over 17,000 suppliers, and serves over 100,000 customers worldwide. Customers include industrial and commercial businesses, contractors, governmental agencies, institutions, telecommunications providers and utilities. WESCO operates seven fully automated distribution centers and over 400 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.

# # #

The matters discussed herein may contain forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from expectations. Certain of these risks are set forth in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2009, as well as the Company's other reports filed with the Securities and Exchange Commission.

Contact: Richard Heyse, Vice President & Chief Financial Officer
WESCO International, Inc. (412) 454-2392, Fax: (412) 222-7566
http://www.wesco.com

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(dollar amounts in millions, except per share amounts)
(Unaudited)

	Three Months Ended December 31, 2010		Three Months Ended December 31, 2009	
Net sales	$ 1,331.6		$ 1,132.7	
Cost of goods sold (excluding depreciation and amortization below)	1,061.3	79.7%	915.7	80.8%
Selling, general and administrative expenses	204.1	15.3%	168.3	14.9%
Depreciation and amortization	6.2		6.1	
Income from operations	60.0	4.5%	42.6	3.8%
Interest expense, net	15.9		13.8	
Other income	—		(0.9)	
Income before income taxes	44.1	3.3%	29.7	2.6%
Provision for income taxes	9.3		7.9	
Net income	$ 34.8	2.6%	$ 21.8	1.9%
Diluted earnings per common share	$ 0.72		$ 0.51	
Weighted average common shares outstanding and common share equivalents used in computing diluted earnings per share (in millions)	48.3		42.9	

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(dollar amounts in millions, except per share amounts)
(Unaudited)

	Twelve Months Ended December 31, 2010		Twelve Months Ended December 31, 2009	
Net sales	$ 5,063.9		$ 4,624.0	
Cost of goods sold (excluding depreciation and amortization below)	4,065.4	80.3%	3,724.1	80.5%
Selling, general and administrative expenses	763.6	15.1%	693.9	15.0%
Depreciation and amortization	23.9		26.0	
Income from operations	211.0	4.2%	180.0	3.9%
Interest expense, net	57.6		53.8	
Gain on debt exchange	—		(6.0)	
Other income	(4.3)		(5.0)	
Income before income taxes	157.7	3.1%	137.2	3.0%
Provision for income taxes	42.2		32.1	
Net income	$ 115.5	2.3%	$ 105.1	2.3%
Diluted earnings per common share	$ 2.50		$ 2.46	
Weighted average common shares outstanding and common share equivalents used in computing diluted earnings per share (in millions)	46.1		42.7	

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS
(dollar amounts in millions)
(Unaudited)

	December 31, 2010	December 31, 2009
Assets		
Current Assets		
Cash and cash equivalents	$ 53.6	$ 112.3
Trade accounts receivable	792.7	635.8
Inventories, net	588.8	507.2
Other current assets	78.6	75.7
Total current assets	1,513.7	1,331.0
Other assets	1,313.1	1,163.2
Total assets	$ 2,826.8	$ 2,494.2
Liabilities and Stockholders' Equity		
Current Liabilities		
Accounts payable	$ 537.5	$ 453.1
Current debt	4.0	94.0
Other current liabilities	166.7	133.7
Total current liabilities	708.2	680.8
Long-term debt	725.9	597.9
Other noncurrent liabilities	244.1	219.2
Total liabilities	1,678.2	1,497.9
Stockholders' Equity		
Total stockholders' equity	1,148.6	996.3
Total liabilities and stockholders' equity	$ 2,826.8	$ 2,494.2

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(dollar amounts in millions)
(Unaudited)

	Twelve Months Ended December 31, 2010	Twelve Months Ended December 31, 2009
Operating Activities:		
Net income	$ 115.5	$ 105.1
Add back (deduct):		
Depreciation and amortization	23.9	26.0
Deferred income tax	21.0	(8.0)
Change in Trade and other receivables, net	(118.5)	179.7
Change in Inventories, net	(34.0)	107.8
Change in Accounts Payable	53.9	(114.3)
Other	65.5	(4.7)
Net cash provided by operating activities	127.3	291.6
Investing Activities:		
Capital expenditures	(15.1)	(13.0)
Acquisition payments	(265.4)	(0.3)
Proceeds from sale of subsidiary	40.0	—
Collection of note receivable	15.0	—
Other	5.0	2.6
Net cash used by investing activities	(220.5)	(10.7)
Financing Activities:		
Debt borrowing (repayments), net	33.5	(255.6)
Equity activity, net	4.3	2.6
Other	(7.2)	(11.9)
Net cash provided (used) by financing activities	30.6	(264.9)
Effect of exchange rate changes on cash and cash equivalents	3.9	10.0
Net change in cash and cash equivalents	(58.7)	26.0
Cash and cash equivalents at the beginning of the period	112.3	86.3
Cash and cash equivalents at the end of the period	$ 53.6	$ 112.3

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (CONTINUED)
(dollar amounts in millions)
(Unaudited)

	Three Months Ended December 31, 2010	Three Months Ended December 31, 2009
Free Cash Flow:		
Cash flow provided by operations	$ 51.8	$ 0.8
Less: Capital Expenditures	(5.0)	(2.5)
Free Cash Flow	$ 46.8	$ (1.7)

	Twelve Months Ended December 31, 2010	Twelve Months Ended December 31, 2009
Free Cash Flow:		
Cash flow provided by operations	$ 127.3	$ 291.6
Less: Capital Expenditures	(15.1)	(13.0)
Free Cash Flow	$ 112.2	$ 278.6

Note: Free cash flow is provided by the Company as an additional liquidity measure. Capital expenditures are deducted from operating flow to determine free cash flow. Free cash flow is available to provide a source of funds for any of the Company’s financing needs.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (CONTINUED)

(dollar amounts in millions)
(Unaudited)

	Three Months Ended December 31, 2010	Three Months Ended December 31, 2009
Gross Profit:		
Net Sales	$ 1,331.6	$ 1,132.7
Cost of goods sold (excluding depreciation and amortization)	1,061.3	915.7
Gross profit	$ 270.3	$ 217.0
Gross margin	20.3%	19.2%

	Twelve Months Ended December 31, 2010	Twelve Months Ended December 31, 2009
Gross Profit:		
Net Sales	$ 5,063.9	$ 4,624.0
Cost of goods sold (excluding depreciation and amortization)	4,065.4	3,724.1
Gross profit	$ 998.5	$ 899.9
Gross margin	19.7%	19.5%

Note: Gross profit is provided by the Company as an additional financial measure. Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. This amount represents a commonly used financial measure within the distribution industry. Gross margin is calculated by dividing gross profit by net sales.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (CONTINUED)
(dollar amounts in millions)
(Unaudited)

	Three Months Ended December 31, 2009	Twelve Months Ended December 31, 2009
Adjusted Operating Profit:		
Income from operations	$ 42.6	$ 180.0
Less: Temporary cost reductions	(6.0)	(25.0)
Adjusted operating profit	$ 36.6	$ 155.0
Net Sales	$ 1,132.7	$ 4,624.0
Adjusted operating profit as a percentage of net sales	3.2%	3.4%

Note: Adjusted operating profit is provided by the Company as an additional financial measure to show the quality of 2010 earnings. Adjusted operating profit is calculated by deducting the impact of 2009 temporary cost and discretionary benefit reductions from 2009 income from operations.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (CONTINUED)
(dollar amounts in millions)
(Unaudited)

	Three Months Ended December 31, 2009	Temporary Reductions	Adjusted Three Months Ended December 31, 2009
Adjusted Income Before Taxes, Net Income and EPS:			
Income before taxes	$ 29.7	$ 6.0	$ 23.7
Income tax expense	7.9	1.6	6.3
Net income	$ 21.8	$ 4.4	$ 17.4
Earnings per share	$ 0.51	$ 0.10	$ 0.41

	Twelve Months Ended December 31, 2009	Temporary Reductions	Gain on Convertible Debt	Adjusted Twelve Months Ended December 31, 2009
Adjusted Income Before Taxes, Net Income and EPS:				
Income before taxes	$ 137.2	$ 25.0	$ 6.0	$ 106.2
Income tax expense	32.1	6.0	(0.6)	26.7
Net income	$ 105.1	$ 19.0	$ 6.6	$ 79.5
Earnings per share	$ 2.46	$ 0.44	$ 0.16	$ 1.86

Note: Adjusted income before taxes is provided by the Company as an additional financial measure to show the quality of 2010 earnings. Adjusted income before taxes is calculated by deducting the impact of 2009 temporary cost and discretionary benefit reductions and the gain on the convertible debenture exchange from 2009 reported income before taxes. Earnings per share is calculated by dividing net income by 42.9 million shares and 42.7 million shares for the three and twelve months ended December 31, 2009, respectively.

Exhibit 99.2


Supplemental Financial Data
WESCO Fourth Quarter and Full Year 2010
January 27, 2011

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, 2009 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.

Fourth Quarter 2010 Results

Q4 Outlook Provided	Fourth Quarter 2010 Performance
Sales forecasted to decline 3% to 5% from Q3, consistent with historical seasonality	✓ Sales flat sequentially and up 18% versus prior year
Gross margin forecasted to be at or above 19.5%	✓ Gross margin of 20.3%, up 80 basis points sequentially; driven by favorable supplier volume rebates and inventory adjustments
Operating margin forecasted to be at or above 4.2%	✓ Operating margin of 4.5%, up 70 basis points versus prior year

2010 Results

2010 Outlook Provided On January 28, 2010		2010 Performance
Consolidated end market demand forecasted to be down 3% to 5%; Revised in Q1 to be down 0 to 2%	✓	Company improved market position with consolidated 2010 sales growth of 10%
Gross margin forecasted to increase moderately from Q4 2009 level of 19.2%	✓	Gross margin improved to 19.7% in 2010 versus 19.5% in 2009
SG&A expected to increase modestly above announced restoration of discretionary cost reductions totaling $6 to $8 million per quarter	✓	SG&A expense of $764 million or 15.1% of sales compares to $718 million or 15.5% of sales in 2009 after $25 million add back of temporary cost reductions
Effective tax rate expected to be 28% to 30%	✓	Adjusted effective tax rate of 27.9%
Capex expected to be approximately $20 million	✓	Capex for 2010 was $15.1 million
Free cash flow forecasted to be 85% to 90% of net income	✓	Free cash flow was $112 million or 97% of 2010 net income while growing sales 10%

Fourth Quarter 2010 End Market Comments

Sequential and year-over-year quarterly comparisons

End Market	Q4 2010 vs. Q4 2009	Q4 2010 vs. Q3 2010	2010 vs. 2009	Comments
WESCO Consolidated	17.6%	0.5%	9.5%	• Increasing sales momentum during 2010: Q1 down 3%; Q2 up 9%; Q3 up 15%; Q4 up 18% • Operating margins expanded from 3.3% in Q1 to 4.5% in Q4; full-year at 4.2% • Data communications product category expected to be approximately 20% of total WESCO sales with TVC acquisition versus 2% in 2005
Industrial	27.9%	5.7%	22.3%	• Over $2B + Global Accounts opportunity pipeline • Broad based recovery, 11 of 16 Global Accounts industry verticals grew in 2010 with 8 growing double digits • Robust bidding activity levels as industrial companies look to consolidate their supply base
Construction	15.4%	(2.5%)	6.9%	• Backlog is up 18% over last year • Data communications, International and Canadian pipeline and projects remain robust • Economic indicators signal non-residential construction market recovering in 2012
Utility	(6.7%)	(8.8%)	(14.6%)	• 2010 sales are flat excluding the non-renewal of two utility alliances in 2009 • Competitive pressures continue • Bidding activity picking up with investor owned utilities and contractors in transmission and substation projects
Commercial, Institutional, Government (CIG)	22.4%	4.8%	11.6%	• 2010 sales were up 32% to government agencies and government contractors • Government and stimulus opportunity pipeline over $400 million • Stimulus related bookings increased to over $150 million since passage of ARRA

Performance On Track To Achieve Or Exceed 2013 Expectations

	2010 Actual	2013 [1] Expectation
Sales	$5.1B	$6.2B+
Operating Margin	4.2%	6%+
Net Income (Millions)	$115	$200+
EPS – Diluted (2013 – Based on 50M shares)	$2.49	$4.00+
ROIC % [2]	9.3%	15%+
Leverage Ratio	3.5 [3]	2.0 to 3.5

1 2013 Expectation disclosed at August 2010 Investor Day as filed on Form 8K dated August 10, 2010

2 $\frac{\text{(TTM EBIT + JV Income) (1-Tax Adjusted)}}{\text{Debt \& Equity}}$

3 Includes TVC Communications TTM EBITDA

Targeting 20-25% Annual Net Income Growth [1]

WESCO Major Growth Initiatives

Global Accounts and Integrated Supply
- Fortune 1000 focus
- Sell all WESCO products and services
- Capture new customers and expand with current customers
- Achieve high customer renewal rate

Data Communications & Security
- Leverage WESCO Global Accounts position and geographic footprint
- Data centers (data plus electrical products)
- Targeted marketing initiatives (secure networking, security, etc.)
- Branch within branch expansions

EPCs and Contractors
- Electrical plus data communications
- Global Accounts model application to contractors across all market segments
- Enhance construction project management services
- LEAN applications to construction life cycle

Utility
- Expand scope of supply and service model to Investor Owned Utilities
- Grow share in Public Power
- Grow high voltage business serving transmission, substation and alternative energy markets

Government
- One WESCO government team
- Expand government sales resources
- Maintain dedicated stimulus team in place

Wire & Cable
- Focused branches supported by distribution centers
- Dedicated resources with regional/national coordination
- Expand product set

International
- Accelerated shift from National to Global accounts
- Invest and grow business in Canada
- Broaden geographic reach in Latin America
- Expand global footprint in conjunction with customer opportunities

Lighting & Sustainability
- Invest and grow sales in lighting applications
- Marketing and sales initiatives focused on lighting and sustainability solutions
- Dedicated region resources coupled with a focused set of lighting branches

Arrows depict expected end market demand in 2011

Q4 Capital Transactions

TVC Communications Acquisition (Completed on December 16, 2010)

($ millions)			
Sales	$298	Funding Sources:	
EBITDA	$ 28	Debt	$177
Purchase Price	$247 [1]	Cash	$ 70

2025 Convertible Call (Completed on December 23, 2010)

Sources ($ millions)		Uses ($ millions)	
A/R Securitization	$92.4	Bond Par Value	$92.3
Treasury Shares	340,312	Accrued Interest	$ 0.1
		Shares Issued [2]	340,312

1 Subject to working capital and other adjustments

2 $41.86 Conversion Price vs. $49.50 average closing price during 20 day averaging period provided 3.7880 shares per converted bond with the fractional shares paid out in cash

Capital Structure

($Millions)	Outstanding at September 30, 2010	Outstanding at December 31, 2010	Debt Maturity Schedule
AR Securitization (V)	$110	$370	2013
Inventory Revolver (V)	$18	$0	2013
Real Estate Mortgage (F)	$40	$39	2013
2017 Bonds (F)	$150	$150	2017
2029 Convertible Bonds (F)	$345	$345	2029 (No Put)
Other (F)	$4	$5	N/A
Total Debt	**$759**	**$909**	

December 31, 2010 Key Financial Metrics		
	12/31/2009	12/31/2010
Liquidity[1]	$442 million	$338 million
Full Year Free Cash Flow	$279 million	$112 million
Financial Leverage (Par Value Debt with Reported EBITDA)	4.2x	3.9x
Financial Leverage (Pro Forma including TVC TTM EBITDA)	4.2x	3.5x
Financial Leverage (Par Value Debt excluding TVC Transaction)	4.2x	3.1x

V = Variable Rate Debt
F = Fixed Rate Debt
[1] Asset-backed facilities total availability plus invested cash

Convertible Debt as of December 31, 2010

GAAP vs. Non-GAAP Debt Reconciliation

Convertible Debentures
(000s)

Maturity	Par Value of Debt	Debt Discount	Debt per Balance Sheet
2026	$ 221	$ (7)	214
2029	$ 345,000	$ (178,420)	$ 166,580
Total	$ 345,221	$ (178,427)	$ 166,794

Non-Cash Interest Expense Schedule

($millions)

	2029 Bond
2011	$2.4
2012	$2.7
2013	$3.1

Convertible Debt and SARs/Options EPS Dilution

Weighted Average Quarterly Share Count

Stock Price	Incremental Shares from 2029 Convertible Debt (in millions)[3]	Incremental Shares from SARs/Option Awards (in millions)	Total Diluted Share Count (in millions)[4]
Q4 Average ($46.37)	4.51	1.24	48.33
$50.00	5.05	1.38	49.02
$60.00	6.20	1.70	50.48
$75.00	7.35	2.18	52.12
$100.00	8.50	2.63	53.72

2029 Convertible Debt Details	
Conversion Price	$28.8656
Conversion Rate	34.6433 [1]
Underlying Shares	11,951,939 [2]

Footnotes:

2029 Convertible Debenture

1 1000/28.8656

2 $345 million/28.8656

3 (Underlying Shares x Avg. Quarterly Stock Price) minus $92.3 million/$345 million
Avg. Quarterly Stock Price

4 Basic Share Count of 42.49 million shares

Canadian Operations Tax Matter Adjustments

Adjusted Interest Expense, Income Before Taxes, Net Income and EPS:	Three Months Ended December 31, 2010	Tax Adjustments	Adjusted Three Months Ended December 31, 2010
Income from operations	60.0		60.0
Interest Expense	15.9	4.2	11.7
Income before income taxes	44.1	(4.2)	48.3
Income tax expense	9.3	(2.9)	12.2
Net income	34.8	(1.3)	36.1
Diluted earnings per share (QTR)	0.72	(0.03)	0.75
Diluted share count (QTR)	48.3	48.3	48.3
Diluted earnings per share (YTD)	2.50	(0.03)	2.53

2011 Full Year Outlook

Category	2011 Expectations
Sales Growth	Expected to be at or above 12% (incl. acquisitions)
Operating Margins	Expected to be at or above 4.7%
Effective Tax Rate	Expected to be in the range of 28% to 30%
Net Income	Expected to grow in excess of 25%

Q1 Outlook

Category	Q1 2011 Expectations
Sales Growth	Expected to be at or above 16% (incl. acquisitions)
Gross Margins	Expected to be at or above 19.6%
Operating Margins	Expected to be at or above 4.1%
Tax Rate	Expected to be in the range of 28% to 30%