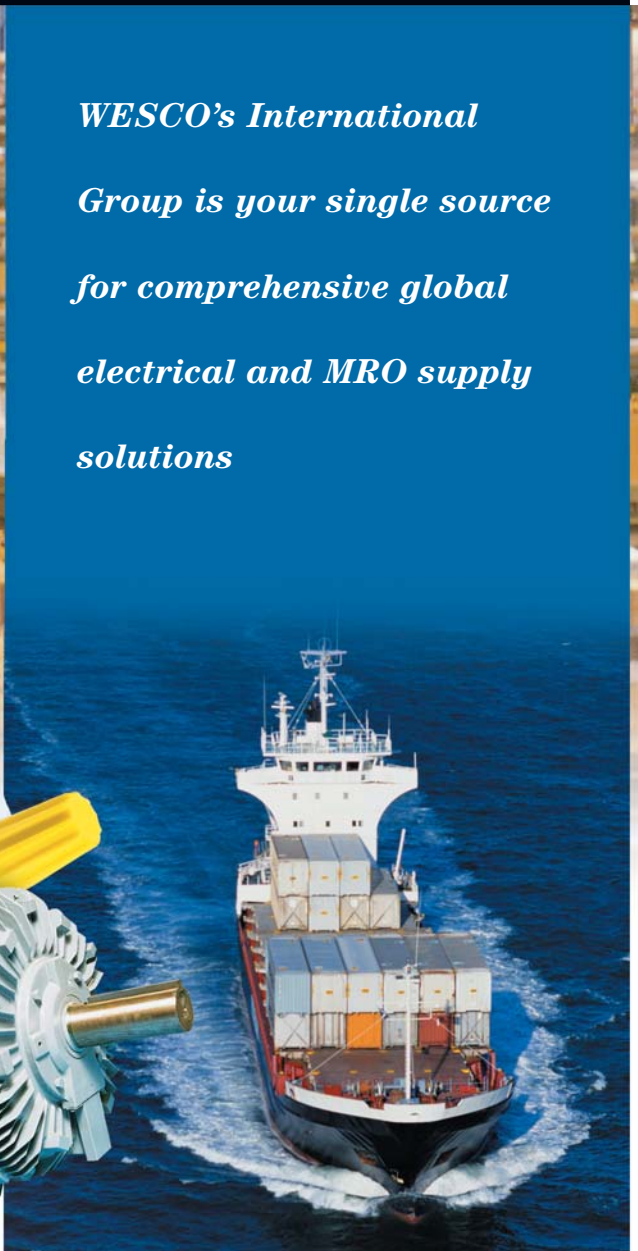


WESCO *delivers*

**EXPORT DISTRIBUTION
CAPABILITIES**

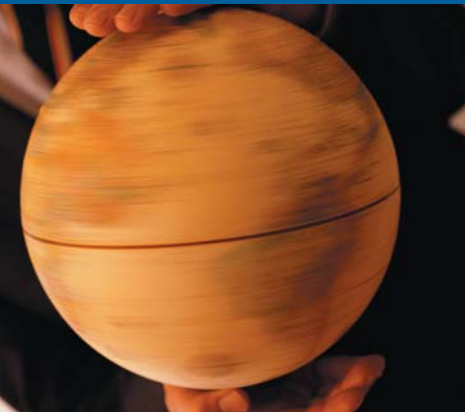


*WESCO's International
Group is your single source
for comprehensive global
electrical and MRO supply
solutions*



www.wesco.com





WESCO International, the International Operations unit of WESCO Distribution, Inc., provides one of the most comprehensive product and service offerings of any electrical supply company servicing the international market. Directed from our headquarters in Pittsburgh, PA, USA, WESCO International has established operations worldwide dedicated to providing supplies, material management, and quality services on a global basis.

WESCO specializes in sourcing, negotiating, and delivering a wide range of maintenance, repair, and operating (MRO) supplies. Staffed with experienced sales expeditors, and backed by the world's leading manufacturers, WESCO provides worldwide services virtually 24 hours a day, seven days a week, via phone, fax, EDI, or the Internet.

Servicing the International Market

WESCO's International Group has active customers in over 40 countries, including contractors based in key centers for engineering throughout North America, Europe, and Asia who design, engineer, and procure for projects constructed in a multitude of challenging locations and to a wide array of electrical standards.

WESCO International serves a broad base of industrial, construction, and utility customers across many industries, including:

- Metals
- Automotive
- Transportation
- Mining
- Oil & gas
- Petrochemical
- Power plants
- Offshore platforms
- Commercial development
- Rural electrification

WESCO transacts business in multiple currencies backed by an established base of over 5,000 suppliers. This enables WESCO International's team of 4,000 employees and 1,500 sales representatives to locate even the most exotic and difficult to find items. The International Group has access to over 300,000 items on a daily basis from five WESCO distribution centers and over 330 branch locations. We can also provide customers with products to solve particular requirements from global manufacturers who meet NEMA/ANSI, IEC, CSA, BS, and JIS standards.



1886

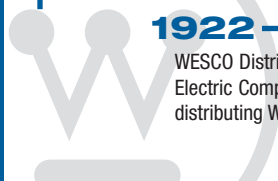
Westinghouse Electric Company formed by George Westinghouse

1974

WESCO begins international operations with an office in Saudi Arabia and a domestic export office in Pittsburgh. Operations have since expanded to locations in Canada, Columbia, Great Britain, Hawaii, Guam, Puerto Rico, Mexico, Singapore, and Nigeria.

1922

WESCO Distribution, Inc. formed by Westinghouse Electric Company for the purpose of selling and distributing Westinghouse-manufactured products.




Services Available

WESCO International offers its customers the unique services needed for successful operations in a global market. These services include global sourcing, project coordination, export documentation, and partnering with freight forwarders to enable the products to be delivered to customer locations on schedule.

Global Sourcing


WESCO International offers internationally focused customers a channel to the global marketplace. There are several electrical standards used around the world (NEMA/ ANSI, IEC, BS, VDE, JIS, etc.). A project or product may need to be in compliance with the locally used standard to be acceptable to the customer. Our customers feel that global sourcing is important from a logistics and material cost point of view. The cost of procurement and transportation to a customer's facility can be reduced if product is supplied from a supplier closer to the customer's location. In several countries materials are required to be supplied by local manufacturers to protect local industry. WESCO is positioned to provide sourcing from these local manufacturers to our international customers for their specific requirements.

Project Coordination




The task of project coordination is critical to the successful on-time completion of an overseas project. WESCO, through its years of experience and resources, is able to provide a variety of services to the customer constructing a plant or working on any other large project. Our capabilities include product sourcing, expediting, product submittals and approvals, scheduling of deliveries to forwarder or export packer, preparation of export documentation, and reporting of shipping schedule status to customers on a regular basis. WESCO is able to interface with your traffic department, freight forwarder, and steamship company to ensure compliance with your schedule.

Export Documentation



Each individual order, whether it requires one complete shipment or several, will need a set of documents to ensure its passage through customs, both in the sourcing country and in the country of final destination. These documents are normally supplied by WESCO as a part of our project coordination service. This package typically includes commercial invoices, packing lists, certificates of origin, test reports, third party inspection reports, and certificates of compliance. These documents may require consularization stamps or notary services to authenticate them as original copies. Documents are also normally required in multiple copies to different customer locations. Upon completion of the order, WESCO can provide you with one or more sets of operation and maintenance manuals for use at the plant site.

Export Packing



In order to ensure that the materials arrive at their destination in good condition, they must be protected against both the elements and improper handling during shipment either by air or by ocean. WESCO provides, through its association with export packing companies, an export crate or box for break bulk shipments (normally items whose size prohibits loading into a container) or container packaging for smaller pallet-size items. Export packing may also include shrink wrapping or banding of pallets, as well as waterproofing wooden boxes. The marking of the boxes for identification during shipment and at the site is an integral service provided by WESCO. This could be as elaborate as color-coding or stencil-painting depending upon customer requirements.



1998

WESCO management, with sponsorship from an investment group led by The Cyprus Group, purchases WESCO from CD&R.

1994

WESCO sold to Clayton, Dublier & Rice (CD&R), a private investment company known for creating new growth-oriented corporate environments with strong management teams.

1999

WESCO makes its initial public offering of common stock under the symbol "WCC"

WCC +1.34

WESCO's International Sales Office

WESCO International proudly offers electrical products and services from over 5,000 industry-leading suppliers, including:



WESCO International, Inc., a Fortune 500 company, is a leading distributor of MRO (maintenance, repair, and operating) products and procurement outsourcing services through its subsidiary, WESCO Distribution.

Headquartered in Pittsburgh, Pennsylvania, WESCO operates over 330 full service branches throughout North America. Major markets served by WESCO include commercial and industrial construction, industrial process and discrete manufacturers, large industrial OEMs (original equipment manufacturers), data communications, retail and commercial power and lighting control, and electrical utilities.

For more information visit our website at www.wesco.com

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