

Edition 1, 2008

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FROM CONCEPT THROUGH CONSTRUCTION

Contractors Combat Rising Commodity Prices

Escalating steel and copper prices drive up the cost of construction and dip into contractors' profit margins.



The slowing construction market and rising commodity prices have packed a one-two punch to the electrical construction industry. As the prices for steel and copper continue to soar, some contractors are concerned about the postponement or cancellation of construction projects.

"If the copper prices continue to rise out of control, there's no doubt in my mind that the copper-heavy projects will be in jeopardy," comments Tom Montgomery, director of purchasing for Guarantee Electrical Co. in St. Louis.

Some electrical contractors have already experienced significant financial hits due to the rising price of commodities, says Mike Dameworth, vice president of the construction division for Cache Valley Electric in Logan, Utah. To minimize their losses, contractors must buy copper and steel at the right time and at the right price, he says.

The Bottom Line

At one time, the price of certain commodities remained stable, and contractors could afford to wait to purchase the materials, but that is no longer the case, says Tony Mann, president of E-J Electric Installation Co.

Commodity prices are fluctuating daily, and the price of copper is no longer driven by the economic rules of supply and demand, Montgomery says. Wall Street investors have dubbed copper "the new gold," and despite dropping demand, prices are still continuing to increase. Steel prices are also increasing due to a shortage of zinc, increased construction in China, and a drop in the number of steel manufacturers, he says.

With no end to the price increases in sight, contractors must find ways to curb costs, Montgomery says. Otherwise, they may find that the rising copper and steel prices are eating away at their project's profit margin and ultimately, affecting their company's bottom line.

For more information on commodity prices, download WESCO's raw materials and fuel price tracker at www.wesco.com/construction/rmtq108.ppt

CONTRACTOR CORNER

Five Tips for Controlling Commodity Costs

The rising price of commodities is challenging contractors to come up with new ways of purchasing and storing materials. Here are five tips on how to invest in these commodities without breaking the bank.

- 1 Rethink aluminum.** Guarantee Electrical is encouraging its customers to take a serious look at aluminum conductors because the material is significantly less expensive than copper, and if installed properly, it can be a suitable alternative.
- 2 Buy only what you need.** Contractors should be wary about purchasing extra material and storing it in a warehouse, Montgomery says.
- 3 Purchase copper "futures."** Companies can buy "futures," or certificates that lock in the price of copper or steel on a project to cut costs, Dameworth says.
- 4 Buy products immediately upon award.** This strategy has worked well for E-J Electric, which is able to purchase the materials before they significantly increase in cost.
- 5 Require an escalation clause in your contract.** Many general contractors require electrical contractors to include a hard, fixed price for commodities in their contracts, but in some cases, subcontractors can pass along the cost of escalating commodity prices.

Comments from the Bills:



Bill Cenk
VP Industrial/
Construction East,
WESCO



Bill Goodwin
VP Industrial/
Construction West,
WESCO

WESCO's heritage is built on large construction projects. It's what we built our foundation on and what we continue to excel at today. From our beginnings as part of Westinghouse Electric in 1922, no other company has completed more large, complex projects with greater success.

While the 2007 construction market witnessed its largest decline since 1990, WESCO finished the year on a positive note. We supplemented our management team with experienced talent to help implement the Construction National Account Strategy and Marketing Plan. We also broadened our product supply capabilities through the integration of Communications Supply Corporation, a leading distributor of low voltage network infrastructure and industrial wire and cable products.

Despite the tighter lending conditions, sluggish economy, and higher unemployment projected for construction in 2008, WESCO plans on providing contractors value-add capabilities through our national construction sales specialists, preferred customer agreements to help reduce and control costs, and a host of inventory management/materials handling services to help projects run more smoothly.

WESCO will continue to use its leading position with best-in-class manufacturers to provide our customers with preferred access to application and technical support, new products and technologies, structured pricing agreements, and advanced supply chain solutions.

Spring Preparedness

Get Organized, Be Prepared

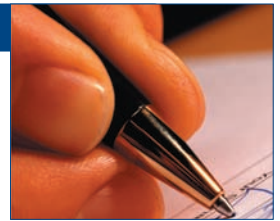
Spring is the time in the construction business where ground breakings pick up and project activities increase. It's also the time when preparing for project success is most important. WESCO recognizes the challenges you face at these times of heightened activity levels and rising material costs: securing the right products at the right prices, ensuring inventory availability to keep projects moving, and maximizing labor and productivity savings.

Here's how WESCO can help your Construction project:

WESCO's Pricing Advantages

Impacting your bottom line

- Hotlist of commonly purchased items
- Blanket pricing on selected items
- Purchasing strategies for commodity items
- Volume purchase incentives



Materials Management Services

What you want, the way you want it — anytime, anywhere

- Logistics Services: multiple product storage options; kitting, labeling, and packaging; staged deliveries
- Jobsite Trailers: outfitted with racks and labeled bins, staffed by WESCO personnel; conex trailers; multiple trailer systems
- Inventory Management: bar-coded and bin-stocked product inventory; electronic, project-specific catalogs; tracking and performance reports to access critical data; inventory consignment
- Cable Management: pre-purchase of all identified cables in maximum lengths; cable cutting, JIT shipping; tagging to contractor, code and/or project requirements; manufacturer acceptance of un-used reels and pre-determined minimum lengths



Improving Labor Productivity

Products delivering measurable labor & material cost savings

- Products specifically designed for ease of installation
- New products and applications that save you time and money
- Training on product use and installation



For more information on WESCO's Construction solutions go to www.wesco.com and use the Branch locator to contact your local WESCO Branch.

Featured Supplier Partners & Products

WESCO provides superior products and services from 6,000 core suppliers and relationships with 18,000 more. Our broad selection of products from industry-leading suppliers enables us to meet virtually all of our contractors' requirements.

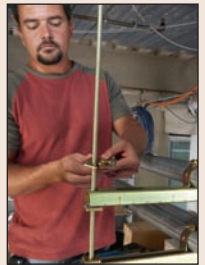
Thomas & Betts

For new construction projects, residential or nonresidential, Thomas & Betts offers the products that provide contractor solutions, meet code requirements, solve application challenges, and most importantly, provide customers with significant and measurable labor and cost savings with increased productivity.

Kindorf®

Trapnut Strut Fastener

- 30% less time on new work applications, and 43% less time on retrofit applications
- No need to thread Trapnut from either end of the rod, locking pin holds it in the desired position
- Removable and reusable



Steel City®

Pre Fab Steel City® — Pre-Assemblies

- For contractors with a focus on labor savings
- Time-consuming assembly work is already done for you
- Speed up installation with 75 combinations of boxes, brackets, and covers



Steel City®

NEW Adjustable Mud Ring

- Depth adjustments from 1/2" to 1 1/2" to be made in seconds
- Mounts to any standard 4" square 2 1/8" deep outlet box
- Accepts industry standard devices, including GFCIs



Steel City®

Steel City® FPT4 Series FlushPower & Communications Poke Through

- Up to 4 power and 4 communication receptacles in a 4" core drill
- Aesthetic, durable solid brass or aluminum covers
- Easy access to large communications compartment





ID PAL™ Labeling Tool

Brady's ID PAL™ is a portable thermal transfer printer engineered for the field.

- Intuitive keypad with electrical and data com symbols
- Special wire marketing mode with 10 pre-set lengths
- Quick-top load, drop-in label cartridge
- Operates on 6 AA batteries



Starter Kit* includes 10 tape cartridges with free IDPAL labeling tool.



*Order special kit number 104044 to receive the free ID PAL. Kit includes two of each of the following label cartridges: PAL-750-439, PAL-500-439, PAL-750-499, PAL-500-499 and PAL-375-499

IDXPERT™ Hand-held Labeler

Let the IDXPERT™ work for you

- Two keyboard options, identical functionality and supplies
- Continuous roll, die-cut labels, self-lam, sleeves — over 90 label styles
- 82 symbols plus barcodes
- Prints on tapes up to 1.5" wide
- PC Connectivity
- Runs on 6 AA batteries or optional AC Power Supply

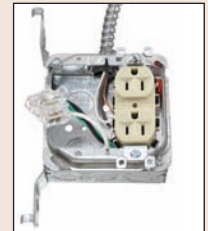


Brady Part #'s	Description
XPERT-ABC	Printer* (ABC Layout)
XPERT-KEY	Printer* (Keyboard Layout)
XSL-11-427	Wire & Cable Markers - Self Laminating 16-10 gauge, .05" x 0.375"
XSL-30-427	Wire & Cable Markers - Self Laminating 10-4 gauge, 0.75" x 0.50"
XC-1500-580-OR-BK	Label Cartridge, Black on Orange (30ft)
XC-1500-580-WT-BK	Label Cartridge, Black on White (30ft)
X-11-498	Wire & Cable Marker - Wrap Around 275/Cartridge, 16-10 Gauge, 0.5" x 0.75"
X-19-498	Wire & Cable Marker - Wrap Around 200/Cartridge, 12-10 Gauge, 1.0" x 1.0"

*Printer ships with: Hard case, 1.5" cont. tape, PC cable, and product CD.



Bryant's Quick-Tech™ receptacle provides a quick and simple method to wire a receptacle.



Quick-Tech™ Duplex Receptacles

- Constructed of nylon for optimum durability and resistance to abuse
- Save up to three minutes of installation time per device
- Allows for quick, easy inspection and change-out capability
- Quick-Tech connector and receptacle both fully insulated with no exposed terminals
- First make, last break ground contact
- Narrow profile
- Available in industrial grade, hospital grade, and in a variety of colors



* Quick-Tech™ Receptacle Part No. QT5262W (White)

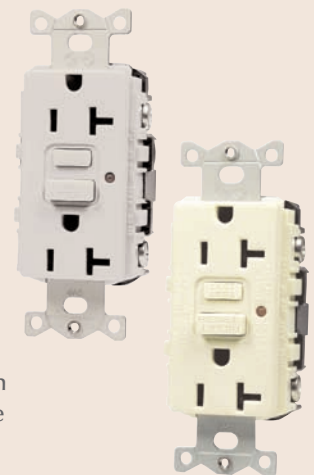
* Pigtailing Terminal available in solid or stranded wire Part No. QT6R1 (Solid) QT6R2 (Stranded)

Ground Fault Receptacles with LED

Bryant's Ground Fault receptacles indicate the ability of the GFCI to perform its "ground fault protection" function when tested.

Additional Features

- Mis-wire Protection: If the line and load are mis-wired, there will be no power at both the face and downstream. The unit will not reset
- LED "end of life" indicator
- GFCI Protection Indicator: Upon test, flashing red LED indicates discontinuation of GFCI protection
- Compact size of unit allows for additional wiring room for quick and easy wiring
- Meets UL943 surge testing (3kA, 6kV)



* Ground Fault Receptacles with LED

Part No. GF52WL (White) 15A, 125V NEMA 5-15

Part No. GF53WL (White) 20A, 125V NEMA 5-20



PANDUIT is committed to developing innovative solutions that meet the needs of your electrical and networking installations. As a global leader in wiring and communications solutions, *PANDUIT* provides everything you need to bundle, route, protect, terminate, and identify electrical and network cabling. *PANDUIT* solutions are backed by the highest quality and service levels in the industry. Specialized contractor programs further support your business needs and project requirements.

Bundle... Cable Ties, Cable Accessories

Protect... Stainless Steel, Abrasion Protection

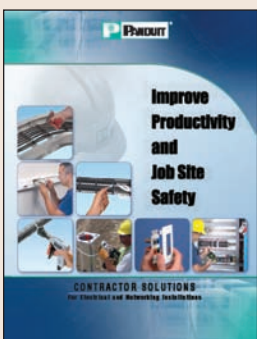
Route... Wiring Duct, Surface Raceway

Terminate... Terminals, Power and Grounding Connectors

Identify... Identification and Labeling, Lockout/Tagout Safety

Communication... *NETKEY*® Network Components

To learn more about the *PANDUIT* Solutions for Electrical and Networking Installations, contact your local WESCO representative and ask them about the *PANDUIT* Contractor Solutions Line Card (SA-CPLC05) and the Contractor Solutions Catalog (SA-ELCB09), which can be ordered by contacting *PANDUIT* Customer Service at cs@panduit.com or 800-777-3300.



NETKEY® Network Components provide a complete standards compliant infrastructure for voice, data, and video applications. *NETKEY*® Modules feature the universal "keystone" latch design and are compatible with a wide assortment of faceplates, surface mount boxes, and modular patch panels. When combined with complementary *PANDUIT* products, the *NETKEY*® solution covers all your needs from the telecommunications room to the workstation.



Integrally Gasketed Covers for Condulet® Conduit Outlet Bodies

- Saves time, reduces labor costs
- Reduces SKUs, inventory
- Saves money

The gasketed covers eliminate the chance of an improperly installed cover assembly.



Standard Materials and Finishes

- Cover — sheet steel or Feraloy® iron alloy— zinc, electrogalvanized, sheet aluminum
- Gasket — urethane— natural, neoprene
- Screws — stainless steel — natural
- Interchangeable with most brands (Series 5)

Certifications and Compliances

- UL Standard 514B
- CSA Standard C22.2 No. 18
- UL Type 3R (raintight), Nema 4 (Series 5)

Available in Form 7 (steel, cast iron, and sheet aluminum), Form 8, Mark 9 aluminum, Series 5 and Form 5M.

LiQuik™ Liquidtight Fittings

'No Disassembly Required!'

LiQuik Liquidtight fittings are designed to positively bond metallic liquidtight conduit to a box or enclosure.

- Fast, easy installation
- Save time and money
- No lost parts
- Slide-on, tighten — done!
- Available ½"-2" straight insulated
- Available ½"-1" in 45° and 90°





WESCO Distribution, Inc.
Suite 700
225 West Station Square Drive
Pittsburgh, PA 15219-1122
www.wesco.com/construction



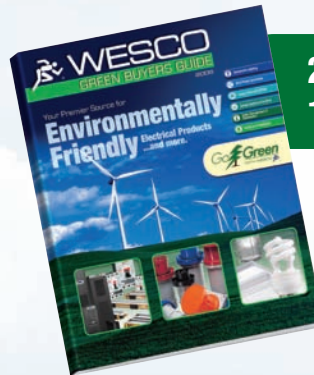
Toolbox Talks, Edition 2 coming soon featuring Workplace Safety!



WESCO is a member of the
US Green Building Council.

WESCO Leads the Response for Environmentally Friendly Solutions in Electrical Distribution www.wescogogreen.com

- Green products from leading manufacturers, creating value for our customers
- Sustainability goals achieved through service innovations
- Quantifiable energy and cost savings with significant ROIs



**28 Suppliers,
1500+ SKUs and Growing**

This is only the beginning of our commitment to providing environmentally friendly electrical & MRO solutions.