



# Supply Chain Solutions for Commercial and Military Marine



Ingenuity delivered.



A large white Indian Coast Guard ship, marked with the number 201 and the text 'INDIAN COAST GUARD', is docked in a dry dock. The ship has a blue stripe along its side and various antennas and equipment on its upper decks. In the background, a large yellow crane stands tall, and other industrial structures are visible. The scene is set in a harbor or shipyard with water in the foreground.

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## The Wesco Difference

In 2020, WESCO acquired Anixter International Inc., a leading global distributor of network and security solutions, electrical and electronic solutions and utility power solutions. This transformational merger results in a combined company with a comprehensive and balanced portfolio that unites WESCO's capabilities in industrial, construction and utility with Anixter's expertise in data communications, security and wire and cable.

For more than 100 years, Wesco has provided high-quality, innovative products to shipbuilders, dry docks, the Coast Guard and other ship operators.

Whether your requirements are commercial or military, support power, control, instrumentation, ship-to-shore, sound, security, communications or grounding applications, you can be sure that the solutions we offer meet strict industry standards and are reliable in the most extreme conditions.

As a leading global distributor of network systems, security products and wiring and infrastructure, we represent the world's leading manufacturers and maintain the broadest and most complete wire and cable inventory in the industry.

With a strength in supply chain management and materials, logistics and an impressive level of technical support, we partner with you to deliver the products you need in order to update, integrate or modernize your vessel's electrical and communications systems.

## Optimizing Your Supply Chain

Remaining competitive and profitable in the volatile commercial and military marine industry requires companies to invest, build, upgrade and adapt. With historically low commodity prices, margin pressures and ever-changing regulatory issues, completing projects on-time and under budget requires continuous improvements and creative, reliable supply chain solutions.

### Wesco Can Help

Whether your goals are to reduce costs through operational improvement efforts, labor optimization or advancing safety practices, Wesco can deliver outstanding support.

### Three Primary Differentiators

- Cost-saving customized supply chain solutions leveraging the Wesco operational efficiency model
- Global market expertise and regional partnerships deliver consistent experiences
- Technical/application engineering

### Our Solutions Help Our Customers

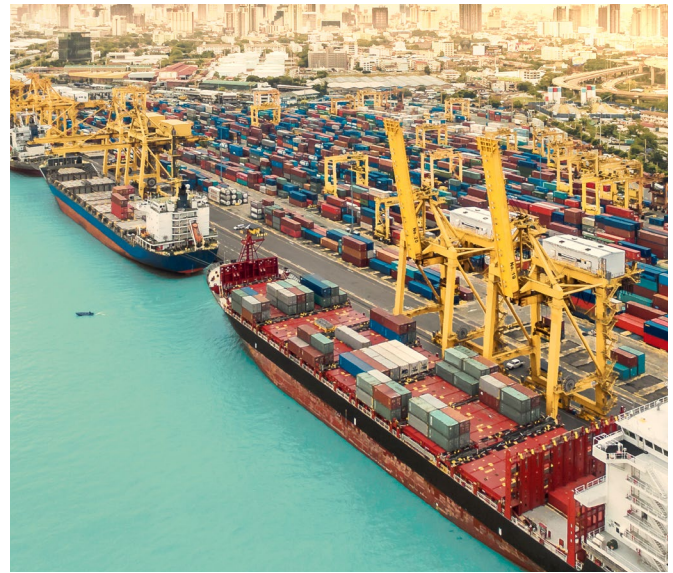
- Fulfill regulatory and sustainability requirements
- Gain financial leverage
- Improve quality
- Increase efficiencies
- Mitigate risk
- Reduce costs

As a world leader in electrical, communications and utility distribution and supply chain services, we're ready and able to help you navigate business complexities.

**\$18.2 Billion**  
2021 net sales

**Operations in  
50+ countries**  
to serve you  
wherever you are

**3 Strategic  
Business Units**  
with dedicated  
focus and expertise



## A Consultative Partner With Extensive Capabilities

Wesco's team of sales and transportation market specialists can help you identify and implement the right solutions for your product, logistics and supply chain challenges.

- Access to world-class technical engineering support
- Codes and standards interpretation and assistance with standards documentation
- Customer specification reviews
- Evaluation of product and proof of concept processes
- Product selection assistance
- Product training for maintainers and installers
- Submittal documents

**Modern advancements in electrical components have created more complexity in marine systems. We can help you select, test and refine the right solution for your vessels.**



Discover how our commercial and military marine solutions can help ensure you have what you need, when you need it.



# Leverage Our Extensive Supply Chain Solutions Portfolio

At Wesco, we offer the broadest and most complete product and services offering for all on- and off-ship needs.

## **Access Control and Door Locking Hardware**

- Electric strikes
- Multi-technology readers
- Locking hardware
- Video intercom

## **Connectors, Tools and Other Accessories**

- Cable entry seals
- Cable glands
- Cable marking products
- Cable ties
- Cable tray, hangers, strut (ABS approved)
- Compression lugs
- Cord grips: nylon and aluminum
- DIN-rail
- Enclosures: NEMA, steel and stainless steel
- Ethernet cable terminations
- Fiber optic connectors
- Hazardous environment lighting
- Shore power connectors
- Terminal blocks
- Terminal tubes
- Termination tools
- Test equipment

## **Control and Instrumentation**

- Fire-resistant constructions
- IEC/IEEE45-approved constructions
- Lloyds, DNV and ABS class approved constructions
- LSZH cable constructions
- Multiconductor and multipair constructions (shielded and unshielded)

## **Electronic and Communication Cables**

- Audio and signal cables
- CAT 5e, CAT 6 and CAT 7 LSZH cables
- Coaxial cables

- Ethernet cables
- Fire-resistant constructions
- IEC-approved constructions
- Lloyds, DNV and ABS class approved constructions
- LSZH cable constructions
- Multiconductor and multipair constructions (shielded and unshielded)

## **Fiber Optic Cables**

- ABS-approved fiber optic cables
- MIL-49291 blown fiber
- MIL-85045 fiber optic cables
- MIL-85045 fiber optics connectors
- Military fiber jumpers

## **Flame-Retardant Vessel Protection Materials**

- Fire-retardant bubble wrap
- Floor, deck and wall protection
- Light fixture protection boxes
- Welding blankets

## **Marine Accessories**

- Access control
- Cable tray
- Enclosures
- Flame-retardant vessel protection
- Hazardous location lighting
- Lugs/glands
- Security cameras
- Switches
- Terminal blocks

## **Marine Wire and Cable**

- Communications cables
- Crane and festoon
- Electronics cables
- Fiber optic cables
- Fire resistant cables
- MIL-spec cables
- Power, control and

- instrumentation cables
- Ship-to-shore and portable power cables

## **MIL-Spec Cables**

- LSZH Ethernet cables (CAT 5e)
- M16878 and other hook-up wires
- MIL-85045 fiber optic cables
- MIL-C-17 coaxial cables
- MIL-DTL-24640 lightweight low smoke
- MIL-DTL-24643 low smoke

## **MRO**

- Abrasives
- Chemicals and lubricants
- Cleaning and janitorial
- Electrical accessories and consumables
- Facility maintenance
- Hand tools
- Power tools
- Tapes
- Termination kits

## **Power Shipboard Cables (LV and MV)**

- Fire resistant constructions
- IEC/IEEE45-approved constructions
- Lloyds, DNV and ABS class approved constructions
- LSZH cable constructions
- VFD cables

## **Product and Services Enhancement**

- 24-hour emergency services
- Cable assemblies
- Cable tagging, printing, customer labels
- Cable trees
- Cut to length based on project bill of materials (BOM)

- Pre-assembly and kitting
- Twisting, dyeing, splicing
- Vendor-managed inventory (VMI)

## **Safety**

- Eye/face protection
- Fall protection
- First aid
- Hand protection
- Hearing/head protection
- Signage

## **Security Solutions**

- Access control
- Accessories
- Door locking hardware
- Fire and intrusion detection products
- Low-voltage and fiber cabling
- Security consoles
- Sound and paging systems
- Storage and servers
- Video surveillance

## **Ship-to-Shore and Portable Power Cables**

- DLO
- Jumper cables 5 to 15kV
- Prysmian crane and festoon cables
- Shore power cables, connectors and custom assemblies
- Types SOOW/SO, SJO, SJ, SJT, ST, STO, shielded SO
- Types W, G-GC, SHD-GC, MPF-GC
- Welding cables

## Sourcing

With access to over 4,000 leading maritime manufacturers specializing in local in-country military specification standards and commercial marine class approvals including but not limited to Lloyds, ABS and DNV, we can minimize your sourcing and procurement efforts and costs.

- Consumables
- Industrial automation
- Wire
- Hardware
- Safety

### Benefits:

- Alternative sourcing
- Lower PO cost
- Supplier rationalization
- Technical resources

## Inventory Management

Inventory can be costly. Wesco offers a wide variety of inventory solutions, from vending machines scanning systems and on-site replenishment to full-service integrated supply. With nearly \$1 billion in inventory, we understand the importance of optimizing inventory.

### Benefits:

- Increase service levels and decrease excess
- Increase turns
- Optimize stock on hand
- Visibility

## Product Enhancement and Packaging

Production schedules vary and having a partner to perform a wide variety of value-added services and products allows you to flex and scale your operation with a variable cost model.

- Barrel packing
- Hot stamp
- Printing
- Tinning
- Cut and strip
- Kitting
- Striping
- Twisting
- Etching
- Light assembly

### Benefits:

- Labor optimization
- Minimize production bottlenecks
- Minimize excess
- Variable cost scalability

## Global Logistics

Conducting business in more than 50 countries across the globe in multiple currencies, we understand the challenges of today's global economy. Leverage our in-country expertise to streamline your global operation.

### Benefits:

- In-country sourcing
- Global coordination team to optimize import/export documentation and process
- Reduce lead times

## eCommerce

Conduct business via the phone, online or let us integrate our B2B systems to minimize overall efforts. We also have a reporting suite and business reviews to give us visibility into information transactions and strive for continuous improvement.

### Benefits:

- Access to inventory and transactional information
- Easy access to information on mobile devices

## Our solutions

Save Time



Reduce Costs



Increase Efficiency



Mitigate Risk



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