

## CASE STUDY

WESCO and Anixter Source PPE  
for a Global Courier Service Company

## CHALLENGES

As the COVID-19 pandemic spread, a global courier and delivery services company needed to act swiftly to secure personal protective equipment (PPE) for its vast workforce.

Continuing deliveries was critical, and the company was committed to keeping its over 420,000 employees safe. Employing nearly 10,000 mechanics, 6,000 pilots, and 40,000 drivers, the courier and delivery organization needed a massive number of N95 respirators, masks, and nitrile gloves for its workers — and these critical products were needed immediately in locations around the world.

## SOLUTIONS

In order to quickly secure millions of PPE items, WESCO and Anixter's Jerry Peterson, Global Account Manager, negotiated directly with factories and factory representatives to secure significant product volume for the global courier company.

"I act as a consultant for the customer, and my priority is sourcing the best products and brands given the customer's requirements," Jerry says. "We're solutions driven, first and foremost."

With nearly \$2 billion in inventory, 1.5 million products, locations in 50 countries, and the broadest range of supply chain solutions in the industry, WESCO and Anixter were well-positioned to help the courier and delivery services company get access to the essential products that it needed.

## RESULTS

WESCO and Anixter secured around 20 million masks that were provided to the organization's employees, supporting the continuation of aircraft operations. As of August 2020, WESCO and Anixter had shipped over \$12 million in PPE and related safety products to support the company's global operations.

WESCO and Anixter's combination of safety and MRO products and services, as well as our world-class supply chain solutions, helped the global courier and delivery services company maintain operations while providing employees with the equipment needed to stay safe.

**Discover how our solutions can help keep your business up and running.**

*This project was completed under the name of WESCO.*

20 million masks sourced and delivered to support the continuation of global operations.