SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF the securities exchange Act of 1934

Date of Report (Date of earliest event reported): July 27, 2006

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PC Connection, Inc.
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(Exact name of registrant as specified in charter)

| Delaware | 0-23827 | 02-0513618 |
| :---: | :---: | :---: |
| (State or other jurisdiction of incorporation | (Commission <br> File Number) | (IRS Employer Identification No.) |
| Rt. 101A, 730 Milford Merrimack, NH |  | 03054 |
| (Address of principal executive | ices) | Zip Code) |

Registrant's telephone number, including area code: (603) 683-2000

## N/A

(Former name or former address, if changed since last report)
|_| Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

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

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

On July 27, 2006, PC Connection, Inc. announced its financial results for the quarter ended June 30, 2006. The full text of the press release issued in connection with the announcement is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Form 8-K (including Exhibit 99.1) shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits
(d) Exhibits

The following exhibit relating to Item 2.02 shall be deemed to be furnished, and not filed:
99.1

## 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.

PC CONNECTION, INC.

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By:/s/ Jack Ferguson
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Jack Ferguson
Senior Vice President, Treasurer and Chief Financial Officer

## Exhibit No.

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99.1

Description
Press release issued by PC Connection, Inc. on July 27, 2006.

PC Connection, Inc. Reports Second Quarter Results; Company Achieves Record Quarterly Sales; Earnings Per Share Doubles Year Over Year


#### Abstract

MERRIMACK, N.H.--(BUSINESS WIRE)--July 27, 2006--PC Connection, Inc. (NASDAQ: PCCC), a leading direct marketer of information technology products and solutions, today announced results for the quarter ended June 30, 2006. Net sales for the three months ended June 30, 2006 increased by $\$ 57.4$ million, or $16.4 \%$, to $\$ 408.1$ million from $\$ 350.7$ million for the three months ended June 30, 2005. Net income for the quarter ended June 30, 2006 was $\$ 3.1$ million, or $\$ .12$ per share, compared to $\$ 1.6$ million, or $\$ .06$ per share for the three months ended June 30, 2005.

The three-month period ended June 30, 2006 included special charges that reduced earnings and earnings per share. Had these charges not been incurred, pro forma net income for the quarter ended June 30, 2006 would have been $\$ 3.4$ million, or $\$ .13$ per share. A reconciliation between net income on a GAAP basis and pro forma net income is provided in a table immediately following the Consolidated Income Statements.

Net sales for the six months ended June 30, 2006 increased by $\$ 114.0$ million, or $16.9 \%$, to $\$ 788.6$ million from $\$ 674.6$ million for the six months ended June 30, 2005. The three- and six-month periods ended June 30, 2006 included revenue generated by former sales representatives of Amherst Technologies who joined the Company after our purchase of Amherst assets in October 2005. Net income for the six months ended June 30, 2006 was $\$ 4.8$ million, or $\$ .19$ per share, compared to $\$ 2.5$ million, or $\$ .10$ per share for the six months ended June 30, 2005. The six-month period ended June 30, 2006 included special charges that reduced earnings and earnings per share. Had these charges not been recorded, pro forma net income for the six months ended June 30, 2006 would have been $\$ 5.6$ million, or $\$ .22$ per


 share.Net sales for the small- and medium-sized business (SMB) segment increased by $3.8 \%$ to $\$ 215.1$ million compared to the second quarter of 2005. Sales to large account customers increased by $63.6 \%$ to $\$ 128.3$ million compared to the second quarter of 2005, due in part to the Amherst transaction referred to above. Sales to government and education customers (the Company's public sector segment) decreased for the quarter by $0.5 \%$ to $\$ 64.7$ million compared to the second quarter of 2005.
"We are aggressively executing our business strategies, and experiencing positive returns on our investments," said Patricia Gallup, Chairman and Chief Executive Officer of PC Connection, Inc. "The Company achieved record sales of $\$ 408$ million and our earnings per share doubled year over year. In addition, gross margins improved in all three of our business segments, and total gross profit dollars increased $25.7 \%$ year over year."

Notebooks and PDAs continued to be the Company's largest product category, accounting for $18.0 \%$ of net sales in the second quarter of 2006 compared to $18.1 \%$ for the corresponding period a year ago. Desktop computers and servers accounted for $13.7 \%$ of net sales in the second quarter of 2006 compared to $14.8 \%$ of net sales for the corresponding period a year ago. The average sales price for computer systems decreased $3.2 \%$ in the second quarter compared to the corresponding period a year ago, and decreased $4.0 \%$ compared to the first quarter of 2006. Sales of accessories and other products increased $26.8 \%$ year over year due to higher attachment sales of services and companion products. Software and Video, Imaging and Sound product lines each increased $19 \%$ or more compared to the second quarter of 2005.

Gross profit margin, as a percentage of net sales, increased 90 basis points to $12.4 \%$ in the second quarter of 2006 from $11.5 \%$ in the second quarter of 2005 . Gross margin improved in all three segments, due to greater vendor consideration received in the quarter and increased service revenues and software referral fees. As previously stated, the Company expects that its gross profit margin as a percentage of net sales may vary by quarter based upon vendor support programs, product mix, pricing strategies, market conditions, and other factors.

Consolidated annualized productivity increased in the second quarter of 2006 by $5.6 \%$ compared to the second quarter of 2005. The total number of sales representatives increased by 57 to 659 as of June 30, 2006 from 602 as of June 30, 2005.

Total selling, general, and administrative ("SG\&A") expenses for the quarter increased year over year by $\$ 7.2$ million, or $19.1 \%$, over the second quarter of 2005. The year-over-year dollar increase resulted from the additional operating expenses related to the Amherst transaction, increased variable compensation associated with higher gross profit dollars, and increased investments in our services business. The Company expects that its SG\&A expenses, as a percentage of net sales, may vary by quarter depending on changes in sales volume, as well as the levels of continuing investments in key growth initiatives.

Ms. Gallup concluded, "We are pleased with our second quarter performance. Our strong financial results demonstrate that the PC Connection team is working harder and smarter to provide enhanced IT solutions to our customers, improve operating efficiency, and increase shareholder value."

About PC Connection, Inc.
PC Connection, Inc., a Fortune 1000 company, owns three sales companies: PC Connection Sales Corporation, MoreDirect, Inc., and GovConnection, Inc., headquartered in Merrimack, NH, Boca Raton, FL, and Rockville, MD, respectively. All three companies can deliver custom-configured computer systems overnight.

PC Connection Sales Corporation (1-800-800-5555), the original business of PC Connection, Inc. serving the small- and medium-sized business sector (SMB), is a rapid-response provider of information technology (IT) products and solutions. It offers more than 130,000 brand-name products through its staff of technically trained sales account managers and catalog telesales representatives, catalogs, and publications, and its Web site at www.pcconnection.com. The subsidiary serves the Apple/Macintosh community through its MacConnection division (1-800-800-2222), which also publishes specialized catalogs and is online at www.macconnection.com.

MoreDirect, Inc. (561-237-3300), www.moredirect.com, provides corporate technology buyers with a comprehensive web-based e-procurement solution and in-depth IT supply-chain expertise, serving as a one-stop source by aggregating more than 300,000 products from the inventories of leading IT wholesale distributors and manufacturers. MoreDirect's TRAXX(R) system is a seamless end-to-end interface that empowers clients to electronically source, evaluate, compare prices, and track related technology product purchases in real-time.

GovConnection, Inc. (1-800-800-0019) is a rapid-response provider of IT products and solutions to federal, state, and local government agencies and educational institutions through specialized account managers, catalogs, and publications, and online at www.govconnection.com.
"Safe Harbor" Statement Under the Private Securities Litigation Reform Act of 1995: This release contains forward-looking statements that are subject to risks and uncertainties, including, but not limited to, the impact of changes in market demand and the overall level of economic activity, or in the level of business investment in information technology products, competitive products and pricing, product availability and market acceptance, new products, fluctuations in operating results, and the ability of the Company to hire and retain essential personnel, and other risks detailed under the caption "Risk Factors" in the Company's Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission for the quarter ended March 31, 2006. More specifically, the statements in this release concerning the Company's outlook for 2006 and the statements concerning the Company's gross margin percentage, productivity, and selling and administrative costs and other statements of a non-historical basis (including statements regarding implementing strategies for future growth, the ability of the Company to improve sales productivity and increase its active customers) are forward-looking statements that involve certain risks and uncertainties. Such risks and uncertainties include the ability to realize market demand for and competitive pricing pressures on the products and services marketed by the Company, the continued acceptance of the Company's distribution channel by vendors and customers, continuation of key vendor and customer relationships and support programs and the ability of the Company to hire and retain qualified sales representatives and other essential personnel.

PC Connection, Inc. -- Second Quarter Earnings -- 07/27/06


Net Sales of Enterprise Server and Networking Products (included in the above Product Mix):

$$
\begin{array}{lccc}
\$ 125,562 \\
==========
\end{array} \quad 30.8 \% \begin{gathered}
\$ 95,066 \\
=========
\end{gathered} \quad 27.1 \% \quad 32.1 \%
$$

| Stock Performance |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Indicators: |  |  |  |  |
| Actual shares outstanding | 25,323 |  | 25,224 |  |
| Total book value per share | \$ | 6.98 | \$ | \$ 6.71 |
| Tangible book value per share | \$ | 4.54 | \$ | 4.55 |
| Closing price | \$ | 5.85 | \$ | 6.21 |
| Market capitalization | \$ | , 140 |  | , 641 |
| Trailing price/earnings ratio (3) |  | 22 |  | 21 |

(1) Annualized
(2) Does not reflect cancellations or returns
(3) Earnings is based on the last four quarters

## SELECTED SEGMENT INFORMATION



| PC Connection Sales |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Corporation (SMB) | \$215,108 | 13.8\% | \$207,296 | 12.4\% |
| MoreDirect (Large |  |  |  |  |
| Account) | 128,333 | 10.7 | 78,457 | 10.5 |
| GovConnection (Public |  |  |  |  |
| Sector) | 64,653 | 11.3 | 64,957 | 10.0 |
| Total | \$408, 094 | 12.4\% | \$350,710 | 11.5\% |


| CONSOLIDATED INCOME STATEMENTS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Three Months Ended June 30, | 2006 |  | 2005 |  |
| (Amounts in thousands, except per share data) | Amount |  | Amount | $\begin{aligned} & \text { \% of } \\ & \text { Net } \\ & \text { Sales } \end{aligned}$ |
| Net sales | \$408, 094 | 100.0\% | \$350,710 | 100.0\% |
| Cost of sales | 357,351 | 87.6 | 310,346 | 88.5 |
| Gross Profit | 50,743 | 12.4 | 40,364 | 11.5 |
| Selling, general, and administrative expenses | 44,534 | 10.9 | 37,379 | 10.6 |
| Special charges | 450 | 0.1 | - | - |
| Income From Operations | 5,759 | 1.4 | 2,985 | 0.9 |
| Interest expense | (437) | (0.1) | (285) | (0.1) |
| Other, net | (15) | (0. ${ }^{-}$ | 50 | (0. ${ }^{-}$ |
| Income tax provision | $(2,196)$ | (0.5) | $(1,186)$ | (0.4) |
| Net Income | \$ 3,111 | 0.8\% | \$ 1,564 | 0.4\% |


| Weighted average common shares outstanding: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Basic | 25,283 |  | 25,157 |  |
| Diluted |  | , 396 |  | , 211 |
| Earnings per common share: |  |  |  |  |
| Basic | \$ | 0.12 | \$ | 0.06 |
| Diluted | \$ | 0.12 | \$ | 0.06 |

CONSOLIDATED INCOME STATEMENTS

| Six Months Ended June 30, | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: |
| (Amounts in thousands, except per share data) | Amount | \% of Net Sales | Amount | $\begin{aligned} & \% \text { of } \\ & \text { Net } \\ & \text { Sales } \end{aligned}$ |
| Net sales | \$788, 572 | 100.0\% | \$674,561 | 100.0\% |
| Cost of sales | 691,411 | 87.7 | 596,863 | 88.5 |
| Gross Profit | 97,161 | 12.3 | 77,698 | 11.5 |
| Selling, general, and administrative expenses | 86,489 | 10.9 | 72,795 | 10.8 |
| Special charges | 1,341 | 0.2 | - | - |
| Income From Operations | 9,331 | 1.2 | 4,903 | 0.7 |
| Interest expense | $(1,081)$ | (0.2) | (557) | (0.1) |
| Other, net | (4) | - | 25 | - |

## Income tax provision

Net Income

| $(3,429)$ | (0.4) |  | $(1,859)$ | (0.2) |
| :---: | :---: | :---: | :---: | :---: |
| \$ 4,817 | 0.6\% | \$ | 2,512 | 0.4\% |


| Weighted average common shares outstanding: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Basic | 25,271 |  | 25,142 |  |
| Diluted |  | , 372 |  | , 274 |
| Earnings per common share: |  |  |  |  |
| Basic | \$ | 0.19 | \$ | 0.10 |
| Diluted | \$ | 0.19 | \$ | 0.10 |

A RECONCILIATION BETWEEN GAAP AND PRO FORMA NET INCOME
This information is being provided so as to allow for a comparison of our operating results without special charges.

|  | Three Months Ended Six Months Ended June 30, June 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Amounts in thousands) | 2006 |  | 2005 | 2006 |  | 2005 |
| GAAP net income | \$ | 3,111 | \$1,564 | \$ | 4,817 | \$2,512 |
| Special charges (after tax) : |  |  |  |  |  |  |
| GSA review |  | 270 | - |  | 270 | - |
| Management restructuring |  | - | - |  | 535 | - |
|  |  | 270 | - |  | 805 | - |
| Pro forma net income | \$ 3,381 |  | \$1,564 | \$ | 5,622 | \$2,512 |

PC Connection, Inc. -- Second Quarter Earnings -- 07/27/06

| CONSOLIDATED BALANCE SHEETS | June 30, | December 31, |
| :---: | :---: | :---: |
| (Amounts in thousands) | 2006 | 2005 |

ASSETS
Current Assets:
Cash and cash equivalents
Accounts receivable, net
Inventories - merchandise

| \$ | 8,328 | \$ | 9,770 |
| :---: | :---: | :---: | :---: |
|  | 161,915 |  | 162,525 |
|  | 67,653 |  | 75,374 |
|  | 3,566 |  | 3,769 |
|  | 1,369 |  | 1,742 |
|  | 3,794 |  | 4,219 |
|  | 246,625 |  | 257,399 |
|  | 19,290 |  | 17,700 |
|  | 56,867 |  | 56,820 |
|  | 4,898 |  | 5,427 |
|  | 352 |  | 359 |
| \$ | 328, 032 | \$ | 337, 705 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current Liabilities:
Current maturities of capital lease obligations:
To affiliate
To third party
\$ $439 \quad \$ \quad 416$
422
412
Note payable - bank
17,798
19,975
Accounts payable
Accrued expenses and other liabilities


| Net income | \$ | 4,817 | \$ | 2,512 |
| :---: | :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 3,456 |  | 3,586 |
| Provision for doubtful accounts |  | 2,452 |  | 1,805 |
| Deferred income taxes |  | 1,267 |  | 334 |
| Loss on disposal of fixed assets |  | 63 |  | 40 |
| Stock compensation expense |  | 202 |  | - |
| Changes in assets and liabilities: |  |  |  |  |
| Accounts receivable |  | $(1,842)$ |  | $(4,796)$ |
| Inventories |  | 7,721 |  | 16,797 |
| Prepaid expenses and other current assets |  | 798 |  | $(1,133)$ |
| Other non-current assets |  | 7 |  | (144) |
| Accounts payable |  | $(17,723)$ |  | 5,155 |
| Income tax benefits from exercise of stock options |  | 17 |  | 80 |
| Accrued expenses and other liabilities |  | 4,186 |  | (732) |
| Net cash provided by operating activities |  | 5,421 |  | 23,504 |
| Cash Flows from Investing Activities: |  |  |  |  |
| Purchases of property and equipment |  | $(4,647)$ |  | $(2,222)$ |
| Proceeds from sale of property and equipment |  | 20 |  | 3 |
| Payment of acquisition earn-out obligation |  | - |  | $(6,921)$ |
| Net cash used for investing activities |  | $(4,627)$ |  | $(9,130)$ |
| Cash Flows from Financing Activities: |  |  |  |  |
| Proceeds from short-term borrowings |  | 244,402 |  | 125,205 |
| Repayment of short-term borrowings |  | $(246,579)$ |  | $(130,015)$ |
| Repayment of capital lease obligations |  | (406) |  | (407) |
| Exercise of stock options |  | 227 |  | 348 |
| Issuance of stock under employee stock purchase plan |  | 120 |  | 168 |
| Net cash used for financing activities |  | $(2,236)$ |  | $(4,701)$ |
| Decrease in cash and cash equivalents |  | $(1,442)$ |  | 9,673 |
| Cash and cash equivalents, beginning of period |  | 9,770 |  | 6,829 |
| Cash and cash equivalents, end of period | \$ | 8,328 | \$ | 16,502 |

pccc-g
CONTACT: PC Connection, Inc.
Stephen Baldridge, 603-683-2322
VP of Finance \& Corporate Controller

