

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 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) November 15, 2005

PC Connection, Inc.

(Exact Name of Registrant as Specified in Its Charter)

Delaware

(State or Other Jurisdiction of Incorporation)

0-23827

(Commission File Number)

Rt. 101A, 730 Milford Road Merrimack, NH
(Address of Principal Executive Offices)

02-0513618

(IRS Employer Identification No.)

03054

(Zip Code)

(603) 683-2000

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- 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 8.01 **Other Events and Required FD Disclosure**

On November 15, 2005, PC Connection, Inc., a Delaware corporation, is planning to participate in the Raymond James IT Supply Chain Conference and will be discussing various aspects of its business. During the course of those discussions, certain limited financial information and other limited facts of its business will be presented to investors. This information is included below as an Exhibit.

Item 9.01 **Financial Statements and Exhibits**

(c) Exhibits

99.1 Presentation for Raymond James IT Supply Chain Conference.

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.

Date: November 15, 2005

REGISTRANT

PC CONNECTION, INC.

By: _____ /s/ JACK FERGUSON
Jack Ferguson
Treasurer and Interim Chief Financial Officer

EXHIBIT INDEX

Exhibit

Description

99.1

Presentation for Raymond James IT Supply Chain Conference.



PC Connection, Inc.

**RAYMOND JAMES
IT SUPPLY CHAIN CONFERENCE**

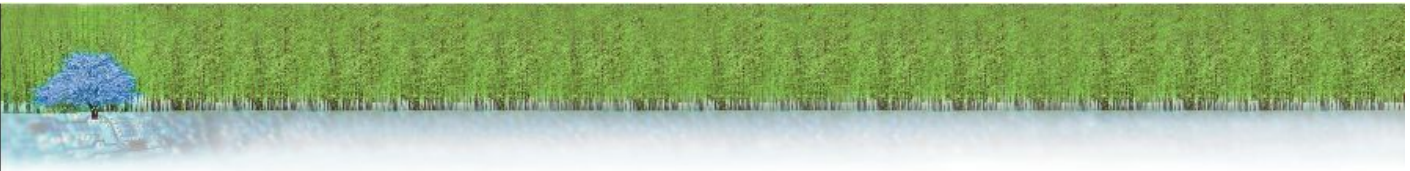
November 15, 2005

**Patricia Gallup, Chairman & Chief Executive Officer
Stephen Baldrige, VP of Finance & Corporate Controller**



Safe Harbor Statement

Under the Private Securities Litigation Reform Act of 1995: This presentation 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 other risks detailed under the caption “ Factors That May Affect Future Results and Financial Condition” in the Company’s 2005 Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission for the quarter ended September 30, 2005. More specifically, the statements in this presentation concerning the Company’s outlook for 2005 and the statements concerning the Company’s gross margin percentage, productivity, 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 market share) 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 relationships and support programs and the ability of the Company to hire and retain qualified sales representatives and other essential personnel.



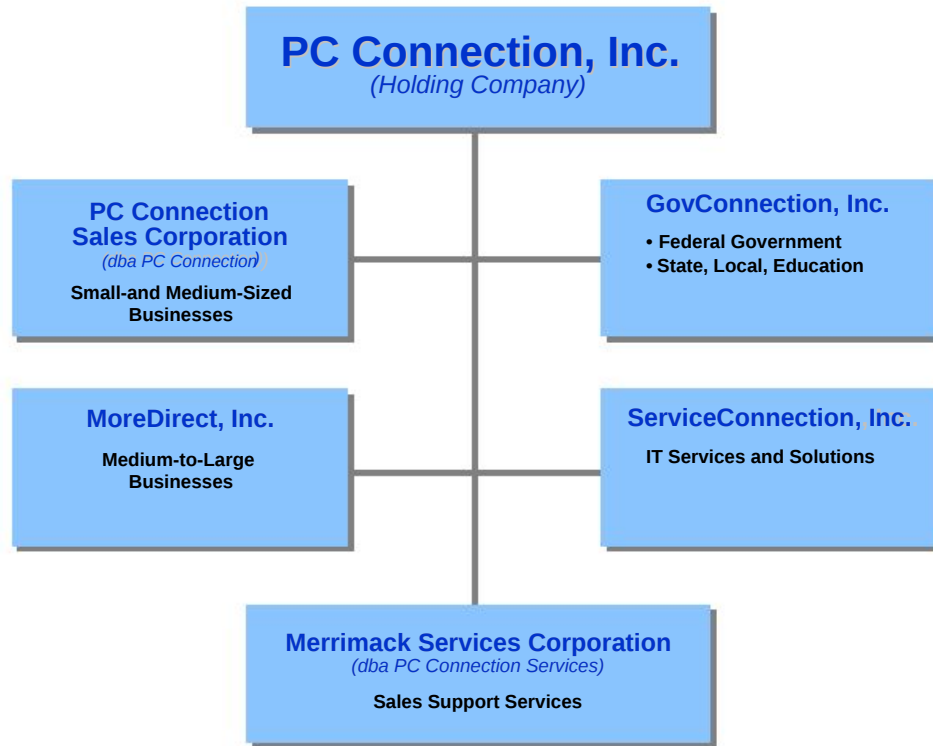
PC Connection, Inc.

Fortune 1000

Founded	1982
Employees	1,440
Exchange	NASDAQ
Symbol	PCCC
Shares Outstanding	25.2 Million
Float	8.1 Million
2004 Sales	\$1.35 Billion
Market Capitalization	\$137 Million
Total Book Value Per Share	\$6.79
Tangible Book Value Per Share	\$4.63
Closing Price-9/30/05	\$5.44



Corporate Structure



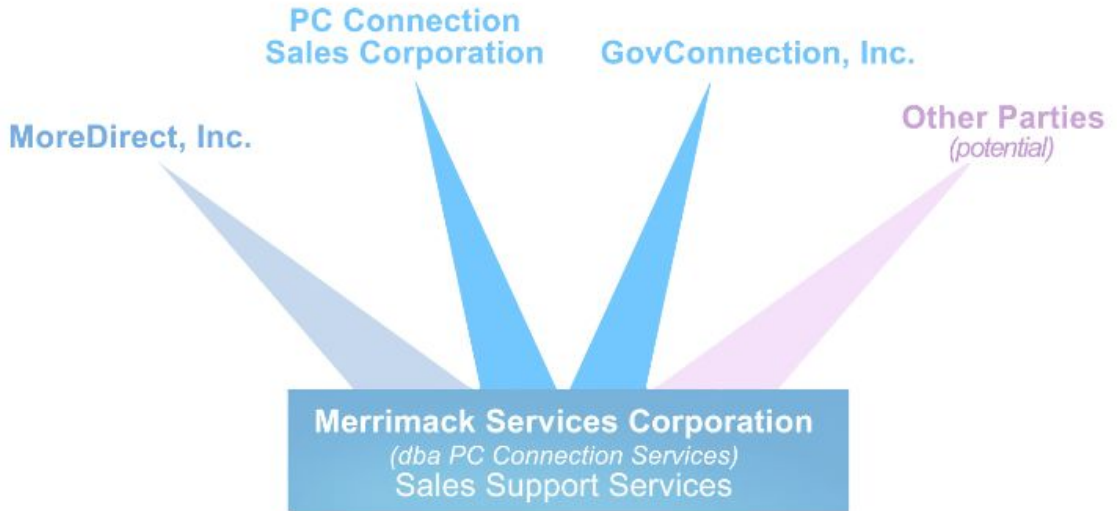


Company Overview

- Multi-branded strategy that leads with solution-selling
- Sales and sales support subsidiaries targeting specific segments
- More than 100,000 brand-name products and solutions from more than 1,400 manufacturers
- Major vendor partners; long-standing alliances
 - HP, Apple, Toshiba, Sony, IBM/Lenovo, Microsoft, Cisco, Symantec

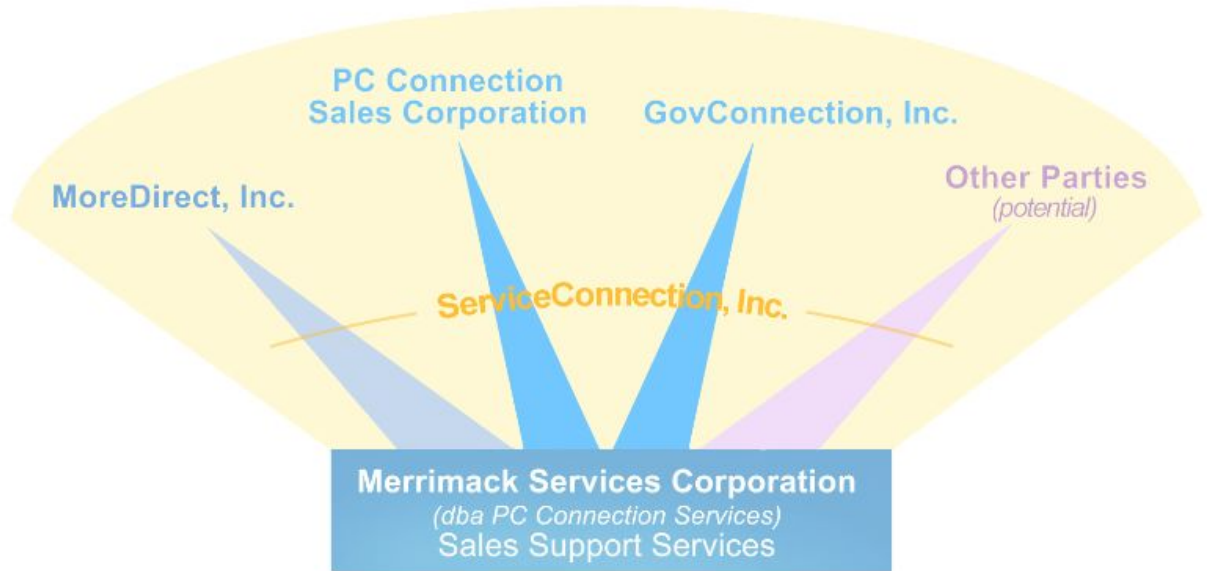


PC Connection, Inc.





PC Connection, Inc.





- **Customer Focus**
 - Companies with less than 500 employees
 - Consumers
 - Sales supports customers without IT departments

- **Strategy**
 - Telephonic/digital solution selling
 - Rapid response and solution selling of IT products and services

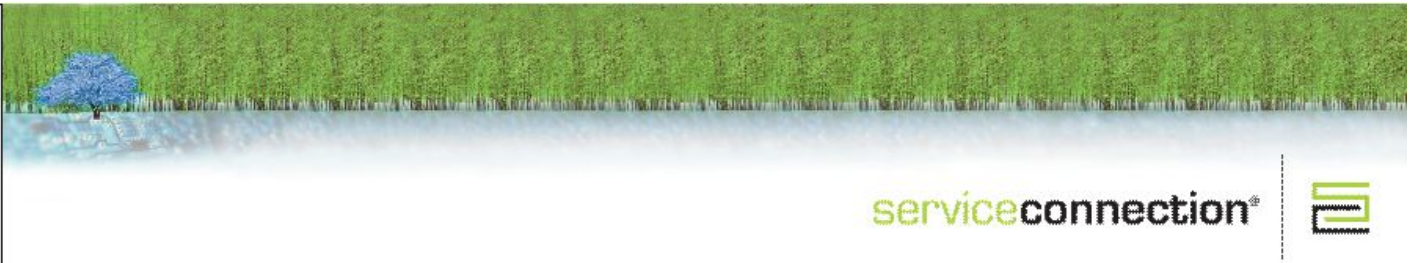
- **Marketing**
 - In-bound and out-bound sales; Business-to-Business; Business-to-Consumer
 - Catalog; activation/reactivation, Web

- **Growth:** Year-over-year growth Q304–Q305 of 3.9%
 - Increase number of sales reps (410)
 - Lead with solutions and service packages

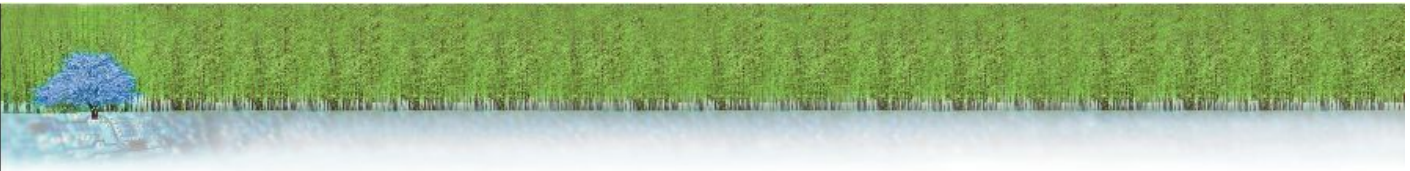
- **Customer Focus**
 - The Public Sector; in-house IT
 - Federal
 - K-12
 - State and Local
 - Higher Ed
- **Strategy**
 - Solution-selling; contract selling; teaming
- **Marketing**
 - Field sales, out-bound tele-sales, catalog, Web, tradeshow/events
- **Growth:** Year-over-year growth Q304 – Q305 of 12.1%
 - Increase number of sales reps (105)
 - Continuing to add vendors; expanding government contract vehicles



- **Customer Focus**
 - Companies with 500+ employees
 - Technical IT department
- **Strategy**
 - Field sales model
 - Low SG&A rate
- **Marketing**
 - Customer tie-in via TRAXX® e-procurement system
 - TRAXX aggregates IT solution procurement over the Web
- **Growth:** Year-over-year growth Q304–Q305 of 3.8%
 - Increase number of established field people (70)
 - Increase high-end equipment sales using ServiceConnection



- New subsidiary of PC Connection, Inc.
Customer Focus: Small-to-large businesses
- Strategy
 - Skuable services to businesses with <500 employees
 - Warranty Support 24x7 Help Desk
 - Remote Monitoring Remote Backup
 - Professional services to businesses with 500+ employees
 - Data Migration Active Data Upgrade
 - Cable Support Installations
- Growth: Sell services across all sales organizations



Merrimack Services Corporation dba PC Connection Services

- Subsidiary supporting all sales and service companies

Product Management	Purchasing	Distribution
Human Resources	Sales Support	Finance
Marketing	Administration	Web
Facilities	Advertising	

- Lower SG&A through consolidating subsidiary support
- Rapid response support for sales
 - One solution call center for all sales organizations

2005

Multi-branded Strategy

PC Connection®

MacConnection®

GovConnection™

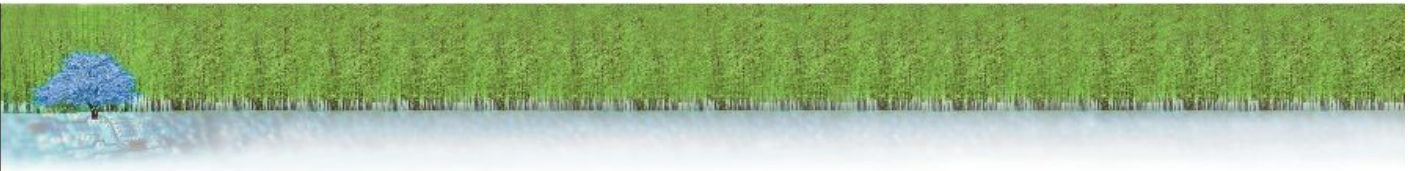
MORE™
DIRECT





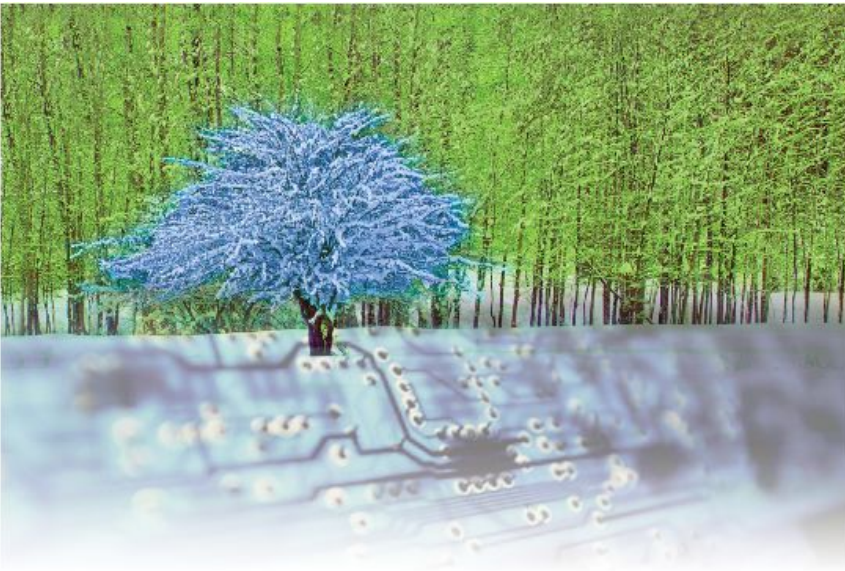
Recent Acquisition Update

- Amherst Technologies focused on products and services to medium-to-large corporations
- Assets incorporated into various subsidiaries
- New sales and services certifications from leading enterprise vendors
 - IBM, HP, Cisco and other high-end systems certifications



Growth Strategies Summary

- Increase solutions offerings
- Increase number of sales representatives
- Expand public sector contract vehicles
- Lower SG&A through IT automation of sales-related systems
- Improve overall sales productivity
- Continually look for opportunities to acquire companies that augment our customer base and adds sales talent



Financial Summary

Stephen Baldrige,

VP of Finance & Corporate Controller



Operating Results—Consolidated

<i>(Amounts in thousands except EPS)</i>	Q3 2005	Q3 2004	Sept '05 YTD	Sept '04 YTD
Net Sales	\$ 371,124	\$ 351,265	\$ 1,045,685	\$ 1,014,235
Gross Profit	42,080	39,406	119,778	109,493
<i>% of Net Sales</i>	11.3%	11.2%	11.5%	10.8%
SG&A Expenses	37,531	32,765	110,326	94,938
<i>% of Net Sales</i>	10.1%	9.3%	10.6%	9.4%
Special Charges	<u>853</u>	<u>1,800</u>	<u>853</u>	<u>3,583</u>
Operating Income	3,696	4,841	8,599	10,972
<i>% of Net Sales</i>	1.0%	1.4%	0.8%	1.1%
Net Income	\$ 1,924	\$ 2,817	\$ 4,436	\$ 6,231
<i>% of Net Sales</i>	0.5%	0.8%	0.4%	0.6%
EPS (GAAP)	\$ 0.08	\$ 0.11	\$ 0.18	\$ 0.25



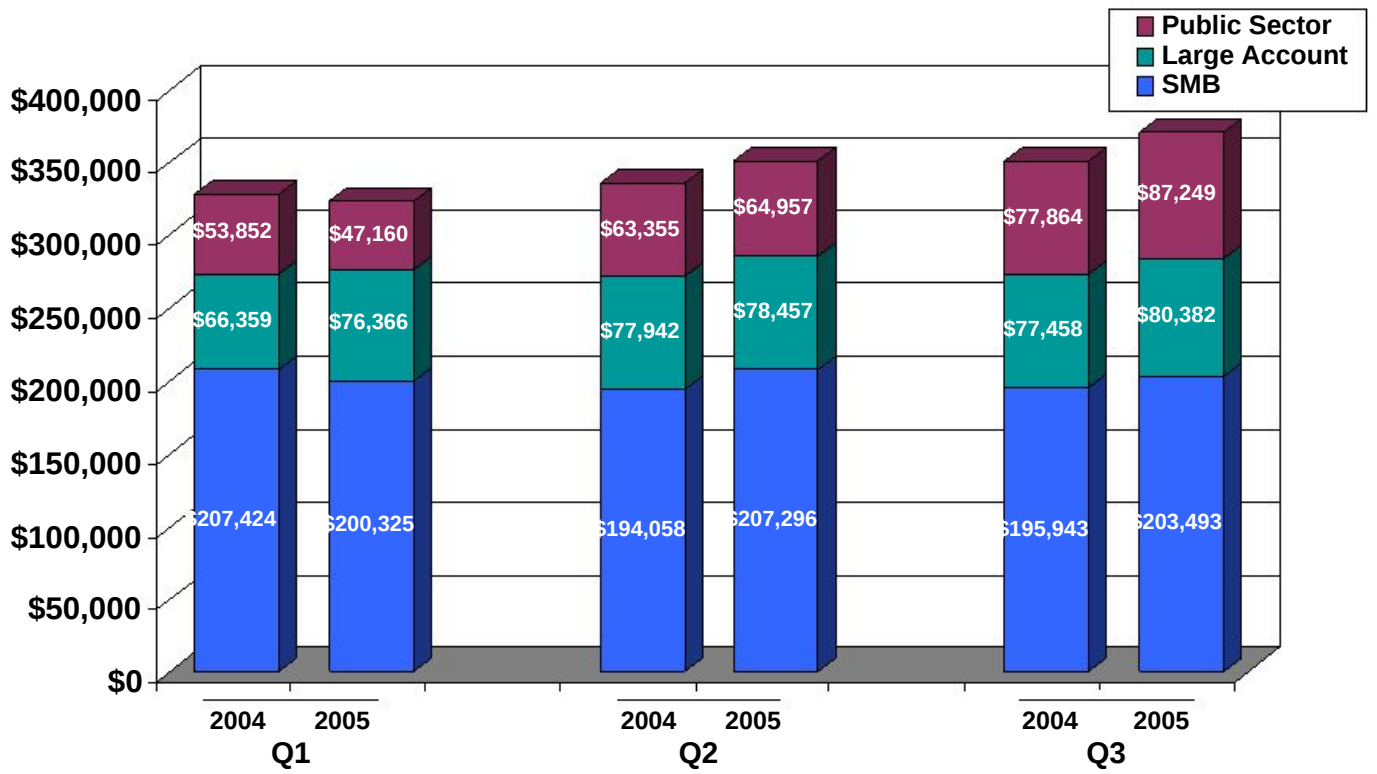
Product Mix—Q3 2005 vs. Q3 2004

	2005 % of Net Sales	2004 % of Net Sales
Notebooks & PDAs	19.4%	21.6%
Desktops/Servers	13.9%	13.9%
Storage Devices	8.7%	7.9%
Software	12.1%	11.9%
Net/Com Products	7.8%	7.3%
Printers & Printer Supplies	10.8%	10.6%
Video, Imaging, & Sound	11.8%	11.8%
Memory & System Enhancements	4.9%	5.4%
Accessories/Other	10.6%	9.6%
	100.0%	100.0%



Net Sales by Segment

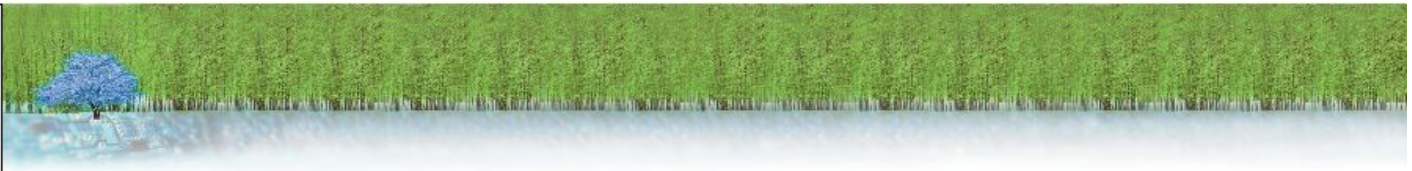
PC Connection, Inc.



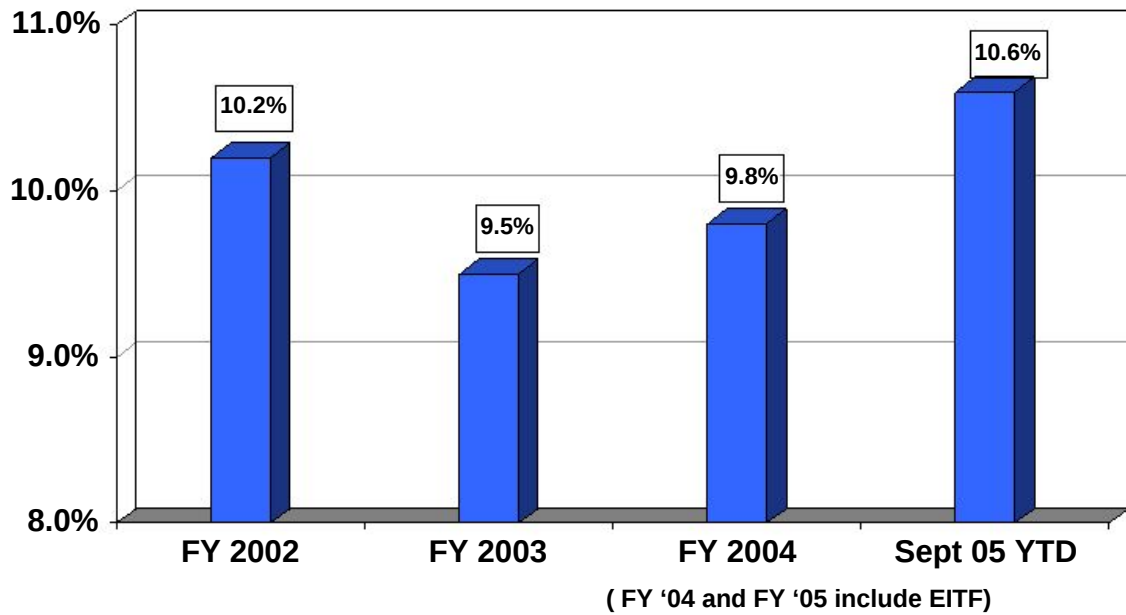


Gross Margin % of Sales

	Q3 2005	Q3 2004
SMB	12.9%	12.2%
Public Sector	9.2%	9.8%
Large Account	9.8%	10.2%
Consolidated	11.3%	11.2%



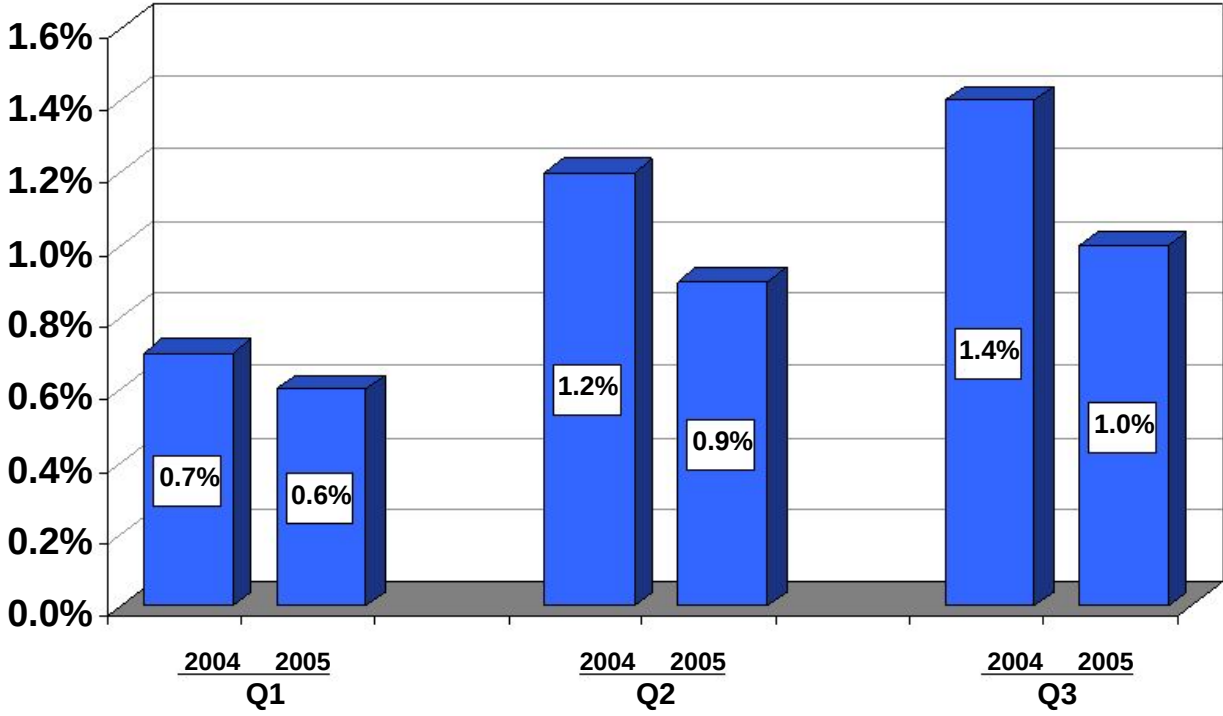
SG&A % of Sales



Note: SG&A rates exclude special charges; 2004 and 2005 include increases of 0.4% and 1.0%, respectively, from EITF reclassification.

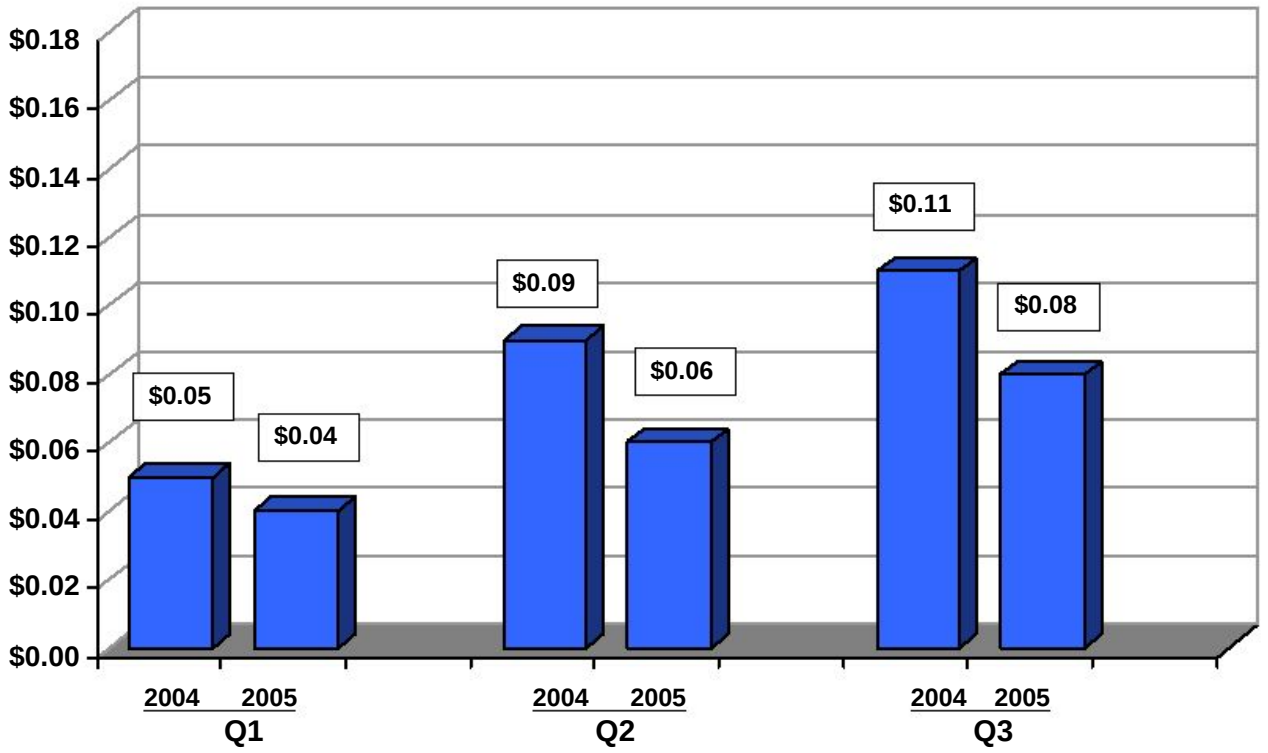


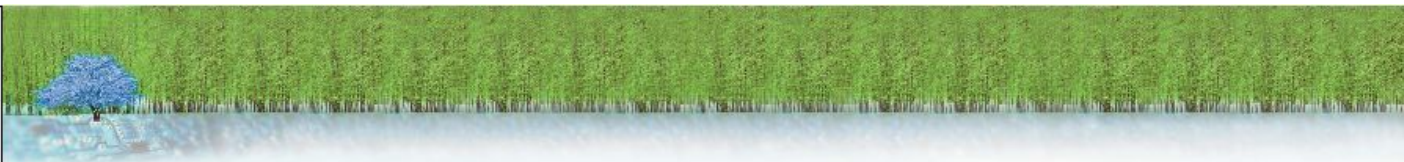
Operating Margin % of Sales





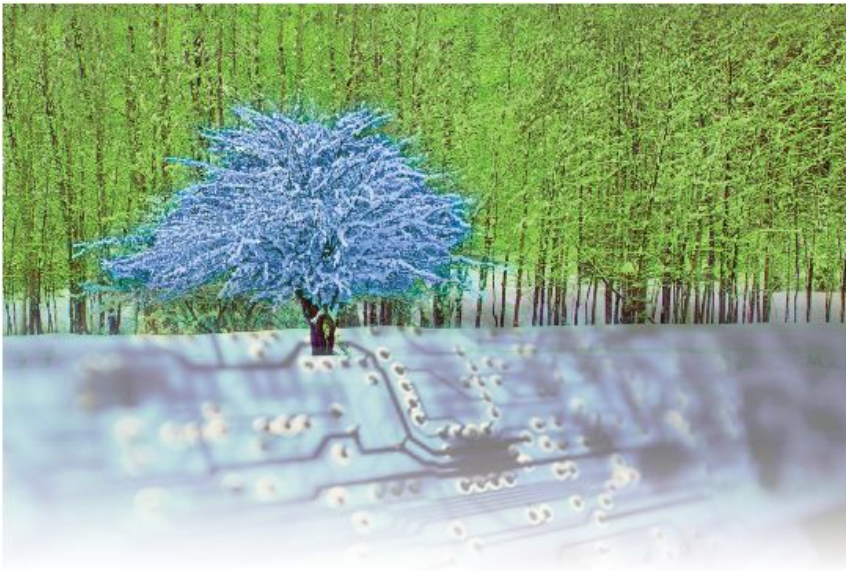
Diluted Earnings Per Share





Working Capital Metrics

	Q3 '05	Q3 '04
Days Sales Outstanding	46	41
Inventory Turns	20	16
Cash Flow from Operations	\$10,588	\$18,511
Debt/Capital Ratio	8.3%	3.8%



we solve IT™

PC Connection, Inc.