



R1: Marcy, Delmar, Pat, Mohammad, Kyle, Jeff, Matt, Nate, Albert
R2: Lamar, Jon S, Ali, Sean, Curtis, Tim, Jon C, Eric, Mark, Jon P.
R3: Carolyn, Steve, David, Justin, Mike, Steve, Greg, Jared, Landon, Rachel
Not Pictured: Darice

From the Desk of Lamar...

In the beginning of each New Year, many predictions are made by economists and analyzers of what they expect to see in the coming year. Technology experts have their own set of expectations for each year, and now that we are well into the second quarter of 2008, here are a few that seem viable for this year:

- **Apple** expects to release software in June that will enable the **iPhone** to sync with Microsoft Windows Exchange Server.
- **Apple** will likely continue to gain market share with their computer sales.
- **Intel**, along with some of the major manufacturers has introduced a **Blade Server** for the small-to-medium sized business market. *(See Blade Server article in this issue)*
- **Intel** also plans to have a **six-core processor** ready to sell by year end.
- **Notebooks** are projected to have 50% of the PC market by year-end.
- **Thin-clients** are projected to continue to replace desktop computers as a lower cost solution for businesses.
- The emerging **802.11N wireless specifications** are expected to be approved this year, boasting a through-put of 100 – 150 Mbit/s. (megabits per second)
- Last, but certainly not least, **"green"** is here to stay. Most manufacturers are making their products greener, using less energy and emitting less toxins and wastes into the environment.

If any of these cutting-edge solutions appeal to you, contact me via email, lweaver@tcwcomputers.com, or my direct line at (717) 653-3111. I wish a fun, relaxing, and safe summer to everyone.

Lamar S. Weaver, President



3COM

FOCUS PARTNER
GOLD

One challenge facing many companies today is sharing information across multiple sites. TCW partners with 3Com Corp. (www.3com.com), who among many other things provides equipment to tie multi-sites together. One option is wireless. TCW has worked with many clients to install wireless solutions to connect their locations together. It can be a solution for 50 feet across a road or for locations miles apart. Other ways to connect sites together are VPN (Virtual Private Network) which takes advantage of the Internet at all the sites or leasing lines from a local ISP or Telephone Company.

Another challenge today is providing unified wireless coverage for an entire building plus having it centrally managed. 3Com offers a Unified Wireless Switch to address this challenge. An employee or visitor can have different security rights and can roam throughout the building without any need to reconnect from area to area.

Customer Q&A

Jere High, General Manager of Lancaster Dairy Herd Improvement Association, or DHIA, has been a loyal customer of TCW Computer Systems, Inc, for many years.



TCW: According to our records you have been doing business with us for over 10 years. How did you find out about our company TCW?

JERE: I found out about TCW through one of your employees at that time, who is also my cousin Jon Hershey

TCW: What made you decide to buy from us initially?

JERE: The reason for changing to TCW was we were starting to get to the point in 1996-1997 that we needed someone who could give us better response time on fixing items and building new computers. I met Lamar for the first time in his living room where the computer consulting and building of new ones took place.

TCW: What are some ways TCW has met your technical needs, and in turn, allowed you to do business better?

JERE: TCW has been able to stay on the cutting edge of technology which has allowed us to explore new ways of doing business. This allowed us to have our own server, enabling us to host our own email and build our own website. We also switched about 7 years ago to having custom built laptops which have allowed us greater flexibility in service and support. We currently have approximately 50 laptops and 15 desktops. I feel that custom built desk top and laptop computers have given us better longevity and a more stable supply of computers. This also transcends to our customers who are dairy farmers and have grown accustomed to good solid service and dependable computers to help run the new generation farm which has a computer somewhere in it.

TCW: As our customer base and their needs have grown, so has TCW grown and expanded the types of services and solutions they provide. Our desire is to continue to meet our customer's needs in the ever-changing world of technology.



Are you tired of spending 15 minutes or more a day sifting through the junk mail in your E-mail in-box? SPAM, as it is commonly called, is an annoyance that faces business people every day. TCW has partnered with MxLogic (www.mxlogic.com) to offer a SPAM filter that is highly effective. MxLogic is a hosted solution, which means that their servers process out the junk and only pass on the good mail, saving network bandwidth. Please contact Jon Cassel direct at 653-3133 or jcassel@tcwcomputers.com for more information.

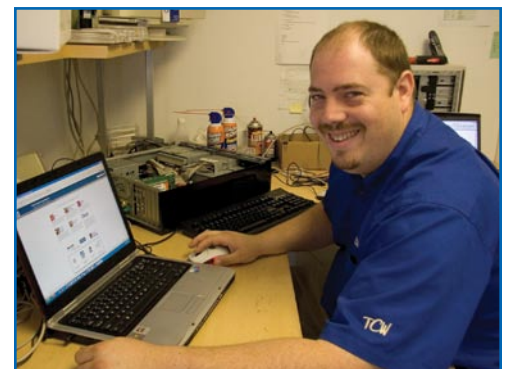
Blade Servers...Small Device, Big Energy Savings

Blade servers are making their way into the market place of small and mid-size businesses. These slim server devices boast the same processing and memory capabilities of the more traditional servers, but because of their smaller size, they require less space in the server room or rack. Because of their lower energy consumption, they are an exceptional energy-saving solution. Intel's Modular Server can hold up to six server blades, and fourteen hard drives. Intel calls it a "business in a box", essentially a cost-effective solution with as few as three blades. Contact sales@tcwcomputers.com, or call us for more information.



TCW East Update Computer Repairs Done Right Here!

At TCW East our mantra is "Computer Repairs Done Right Here!" Extended store hours allow customers to drop-off and pick-up computers for repair weekdays from 8 am to 7 pm and Saturdays from 10 am to 4 pm. We strive for a fast turn around with friendly, excellent customer service.



Spotlight on New TCW Hires



Nathan Kennel: Nate recently returned to join the team of in-house technicians, and has both Apple (Mac) and PC expertise. When asked of his interests outside of TCW, Nate responded that his family (being a father of three young children) is very important to him, and is a big part of his life. "I enjoy building 'real' relationships, i.e., I like hanging out with cool people, and learning to develop Christian community is very important to me." Nate also enjoys playing guitar and various types of drums, as well as singing.



Matt Levin: Matt was hired in February, as a Network Service Technician. Matt recently moved to Lancaster City from Virginia with his wife for her residency at LGH. He spends as much time as possible with his wife when she is not working. Matt also enjoys renovating their house, as well as managing his real estate properties. He also loves to bike, camp, ski, and hike as time permits.



Jeff Myers: In March, Jeff was hired to join the group of Service Network Technicians at TCW. After working for many years as a Network Consultant in Doylestown, PA, Jeff moved to Lancaster with his spouse and 15 month-old child. Outside interests include over 15 years volunteering for the Lancaster Township Fire Department. In his spare time, he is working towards his private pilot license.



Steve R. Walker (not to be confused with Steve Walter, Service Department Manager): Steve was hired in April, 2008, as a Network Service Technician. Steve recently moved back to Lancaster County with his family, after residing in Ohio for a number of years. Steve's outside interests include playing guitar and performing locally with a band called Reunion Vocal Band. He is interested in using computers for recording, and is currently building a small multi-track recording studio in his basement.



Janus School Student interns with TCW

Tom, a student of **The Janus School** in Mount Joy has spent this past school year as an intern to observe and assist the in-house technicians at TCW. Tom has numerous interests outside of class and studies. He plays lacrosse, has volunteered for Habitat for Humanity, and recently accepted an Eagle Scouts Award. TCW supplies The Janus School with some of their computer needs and has had other students from the school do their internship in the repair shop.

Vinyl Groovin' Again...

The growing momentum of the vinyl renaissance, fueled by the presence of four record shops in downtown Lancaster, has taken another step forward with the local arrival of Pro-Ject, a high quality turntable brand now available at Glick Audio and Video.

Glick Audio and Video has sold and serviced turntables since 1959. Increasing customer demand for affordable high-quality record players prompted the decision to add this acclaimed Austrian manufacturer to the list of turntables already available at the Lancaster store.

During its 18-year existence, Pro-Ject has flourished while creating a sizable market demand for high-performance, reasonably priced analog playback products and accessories. Pro-Ject has won numerous international awards and regularly receives highly favorable reviews from the audio press around the globe.



TCW

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TCW Computers

254 S. Esbenshade Road
Manheim, PA 17545
Monday - Friday: 8am – 5pm
717-653-2700
tcwcomputers.com

TCW East

1920 Lincoln Highway East
Lancaster, PA 17602
Monday - Friday: 8am – 4:30pm
717-653-2700

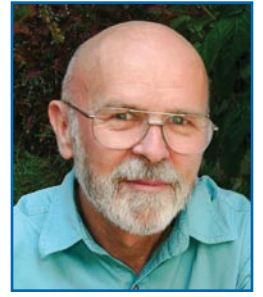


Glick Audio and Video

1920-B Lincoln Highway East
Lancaster, PA 17602
Showroom Hours:
Monday - Friday: 12pm – 7pm
Saturday: 10am – 4pm
717-397-4244
glickav.com

Jim L. Bowman Joins Glick Team

In April after four years as manager with Glick Audio and Video, Ted Houser left the company to hike the Appalachian Trail, **Jim L. Bowman**, a local video professional, was hired to take the role of manager. Jim comes to Glick Audio and Video with a strong background in technology earned through years of running his own video production company.



"Glick Audio and Video has a 49 year-old tradition of excellent customer service," said Bowman. "I'm honored to carry that legacy forward with new technologies."

In the Sound and Vision Gallery...



at Glick Audio and Video are displayed nine original works by local artist **Vanessa Tate**. Tate says of her work, "Most artists select a subject prior to beginning a painting. I only select music or a color and start to paint. I enjoy painting and I think it shows."

Glick manager, Jim L. Bowman, says, "Given the synergy of music and art that her work represents, we are delighted to have Vanessa's work hanging on the walls of our

theater." Glick Audio and Video supports local artists and musicians by promoting their work in the Sound and Vision Gallery located in their Lancaster showroom.

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