

# Computer-hardware sellers

Ranked by local computer hardware sales

Rank	Prev. rank	Company Address	2010 local computer hardware/total revenue	Top local executive Title	Website Phone	Hardware brands carried	F-T/P-T local employees Local/total locations Headquarters Year established locally	Services provided
1	1	<b>LAM SYSTEMS INC.</b> 4700 Westport Drive Mechanicsburg, PA 17055	\$14.48 million \$14.48 million	Robert S. Meier President	www.lamsystems.com 717-697-7500 800-228-3118	LAM, Toshiba, Lenovo, HP, Acer, Asus, MSI, NEC, Epson and Viewsonic	16/0 1/1 Lower Allen Twp. 1997	Intel architecture OEM system builder; Lenovo and Toshiba VAR and authorized-service provider; recycling, integration and warranty services, imaging
2	2	<b>PC PARTS INC.</b> 1800 Paxton St. Harrisburg, PA 17104	\$9.6 million \$10.59 million	George H. Crist President and CFO	www.pcpartsinc.com 717-233-6650	Certified pre-owned and refurbished IT equipment across all Intel-based OEMs, including IBM, Lenovo, HP, Dell, Lexmark, Compaq, Xerox, OKI	90/20 1/1 Harrisburg 1991	Closed-loop, green technology lifecycle management programs
3	NR	<b>MOREFIELD COMMUNICATIONS INC.</b> 35 N. 35th St. Camp Hill, PA 17011-2797	\$6 million \$21 million	John D. Morefield President	www.morefield.com 717-761-6170 800-382-1266	Microsoft, Cisco, Avaya, ShoreTel, Polycom, more	76/4 1/2 Hampden Twp. 1945	Technology solutions and services; IT services, VoIP, computer networking, video conferencing, security, AV; enterprise and small business
4	3	<b>TCW COMPUTER SYSTEMS INC.</b> 254 S. Esbenschade Road Manheim, PA 17945-9129	\$2.51 million \$4.12 million	Lamar S. Weaver Owner and president	www.tcwcomputers.com 717-653-2700	Manufactures own brand of workstations, servers and notebooks; carries 3Com, HP, Cisco, Intel, Apple, SonicWall	26/3 2/2 Rapho Twp. 1991	Comprehensive IT services for small- to medium-size businesses; custom built PC's and servers; Apple; audio-visual sales and service
5	4	<b>ALLIANCE COMPUTERS INC.</b> 5520 Derry St. Harrisburg, PA 17111	\$2.2 million \$2.5 million	Dale Nagle President	www.alliancecomp.com 717-695-8611	3COM, AMD, Apple, Cisco, CoolerMaster, Creative Labs, Dell, Garmin, Gateway, Happauge, Hewlett Packard, IBM, Intel, Kingston, Logitech, Micron, Microsoft, Monster	20/5 5/5 Swatara Twp. 2010	Fully stocked retail locations with in-shop and on-site service department
6	8	<b>PIERSON COMPUTING CONNECTION INC.</b> 6 N. Frederick St. (Mechanicsburg) P.O. Box 206 New Kingstown, PA 17072-0206	\$1.16 million \$3.47 million	Debra A. Pierson Owner and president	www.piersoncci.com 717-796-0493	IBM, Lenovo,	13/34 2/2 Mechanicsburg 1993	Project management, staffing, complex information-technology infrastructure installations, including education technology, laptops, servers, networks.
7	9	<b>12-34 MICROTECHNOLOGIES INC.</b> 119 Reese Ave. Lancaster, PA 17602-3919	\$850,000 \$1.35 million	J. Alejandro Rosado CEO	www.1234micro.com 717-396-0600 866-327-1234	Dell, HP, WatchGuard, Celestix, Barracuda	10/2 1/1 E. Lampeter Twp. 1998	Microsoft Gold Partner; IT support for small businesses; Microsoft, Dell, Symantec, Watchguard, Barracuda; hosting services
8	NR	<b>QUALITY DIGITAL OFFICE TECHNOLOGY</b> 2699 S. Queen St. York, PA 17402	\$800,000 DNR	Cindy Workinger Corporate VP of sales	www.qualitydot.com 717-741-4894 800-258-9657	HP, Cisco, Sonic Wall, Barracuda, Net Gear, Linksys, Kyocera, Konica, Lexmark	14/0 2/2 York Twp. 1981	Interior design and space planning; network consulting, document imaging and scanning, hardware reseller, computer service/repair
9	13	<b>TECHNOLOGY SOLUTIONS ASSOCIATES LLC</b> 642 Delp Road Lancaster, PA 17601	\$250,000 \$700,000	Jason L. Groff Partner	www.techsola.com 717-207-0207 800-244-1088	Dell, HP, Fujitsu	5/1 1/1 Manheim Twp. 1999	Designs, installs and maintains computer networks; supports QuickBooks, Peachtree, Traverse accounting systems, Act! contact-management software
10	14	<b>S.W. THOMAS CONSULTANTS INC.</b> 3438 Trindle Road, Suite 100 Camp Hill, PA 17011	\$104,035 \$286,932	Scott W. Thomas President	www.swthomas.com 717-525-9816	Dell Servers; all major brands of computers and network hardware and software; gloStream EMR/PM	5/0 1/1 Camp Hill 2002	Managed-services provider for health care and the small to mid-sized business markets; full-service IT support; sales and support for gloStream EMR/PM
11	NR	<b>KIRBTECH LLC</b> 56 Montsera Road Carlisle, PA 17015	\$99,000 \$135,040	Kirby E. Witmer Owner	www.kirbtech.com 717-258-3789 877-547-2832	Lenovo, Dell, Toshiba, Barracuda, D-Link, Netgear, Trendnet, Samsung, AOC, Aastra, Logitech, HP, OkiData, Brother, APC, CyberPower, Intel, Western Digital	2/0 1/1 Dickinson Twp. 2007	Business technology support, support contracts, network and server consulting
12	15	<b>DATAWARE INC.</b> 200 Farm Lane York, PA 17402	\$96,000 \$238,000	Kathleen Markey-Ludwick President	www.datawareinc.com 717-741-3531	Dell, custom-built	4/1 1/1 York Twp. 1989	Computer systems service and support, network design, wireless integration, consulting, security, virus and spyware removal, data recovery
13	NR	<b>PREMIER IT LLC</b> 5520 Derry St. Harrisburg, PA 17111	\$75,000 \$200,000	Dale Nagle President	www.alliancecomp.com 717-695-8611	3COM, AMD, Apple, Cisco, CoolerMaster, Creative Labs, Dell, Garmin, Gateway, Happauge, Hewlett Packard, IBM, Intel, Kingston, Logitech, Micron, Microsoft, Monster	5/2 5/5 Swatara Twp. 2010	IT consulting for small and medium businesses and home offices; disaster recovery and data protection, business continuity

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of computer-hardware sellers is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit [www.CPBjnow.com/ListCentral](http://www.CPBjnow.com/ListCentral). Surveys available at [www.CPBjsurveys.info](http://www.CPBjsurveys.info); follow @CPBJListCentral on Twitter. **Published Nov. 25, 2011.**

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