

Recommended Reads

Thinking outside the box and forming those all important business relationships are the subjects of the following recommended reads.

“Get Back in the Box: Innovations from the Inside Out”
Douglas Rushkoff

Too many companies have been seduced by charlatans hyping “outside the box” thinking as the elixir for their competitive ills. By straying from their core competencies, companies outlined in the book have gotten away from what led them to become successful enterprises in the first place. Rushkoff believes that a company should focus on what it does best in order to ensure its long term success. **“Get Back in the Box”** gives some good examples of companies who have strayed from its box unsuccessfully, only later to return to it. Should you find out what your best at and stick to it or venture out?

“Never Eat Alone: And Other Secrets to Success, One Relationship at a Time”
Keith Ferrazzi

“Never Eat Alone” is the book to read before you head out to your next conference. This roughly 300 page volume will get you pumped and primed for making lasting connections with the new folks you meet. The importance of networking isn’t a new revelation, yet Ferrazzi gives a topic twist when he says networking isn’t effective if it is carried out with desperation or out of blind self interest. **“Never Eat Alone”** is packed with valuable tips on how and where to meet people as well as information about overcoming barriers to networking such as shyness, fear of making cold calls and small talk. This book provides you with the confidence needed to view every meeting as an opportunity of a lifetime.



Shiver Your Timbers!!

What do you get when you cross a computer genius with Long John Silver? We’re not really sure but we bet he would like the latest novelty from Japanese computer novelty maker, **QBox** (www.qbox.co.jp). Equipped with a USB connector, the chest can only be opened by typing in a password into your PC, which lifts the lid to reveal your treasure lit against an ocean blue backlight. One word of warning..... the software that runs the treasure chest is available only in Japanese. So you better start brushing up on your Japanese and “guddorakku” (Good luck!)

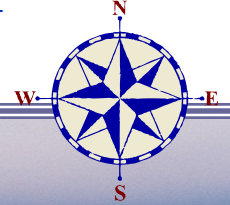
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The NAVIGATOR



As we conclude the 1st quarter of 2006 in a solid growth mode, The Computer Merchant is happy to be able to continue bringing you exciting and interesting news via THE NAVIGATOR. In just the past few months, TCM has had some fantastic wins and has continued to forge important client relationships which will take us into new territory and provide additional growth and opportunity for years to come.

Spring is here (**finally**) and in keeping with the theme of hope, growth and new beginnings, come the subjects of new opportunities, growth and inspiration at TCM!!

In this issue, we are happy to share with our readers the announcement of the **new** TCM website and three **new** exciting opportunities. In addition, we discuss the topic of technology and how it affects our everyday life at home and in the workplace. Can one be “too connected?” Can the technology that we’ve developed in order to make our lives easier be hindering our every day progress? As this was a subject near and dear to our editor’s heart based on some alarming observations and frustrating personal experiences, it was researched further. In doing so, we found this subject of debate coming up more frequently, not only in our everyday personal lives, but in the workplace also. This has caused some to reprioritize and develop different habits.

As we enter our **26th year**, 2006 has started off on a fantastic note and has reached some very important industry milestones. As one of the top 24 Staffing & Solution firms in the industry, we fully expect our growth trend and expanding list of outstanding clients to continue and look forward to sharing even more news of our successes going forward. As always, these opportunities would not be possible if not for our many hard working and talented consultants and employees we have on board. Our clients understand that we are **the** “go to” staffing and services firm in the IT industry.

Look for the next issue of NAVIGATOR coming in June!

Moving Towards the Future.....

"Change is the law of life. And those who look only to the past or present are certain to miss the future."



TCM is happy to announce the launching of the new and improved TCM website coming in April, 2006. After another year of making significant strides and developing new and exciting relationships that will bring us far into the future, it was determined that our website needed to reflect the same sentiment. TCM is becoming quite the force in the IT Staffing & Solutions Industry, and as you can imagine a company's website can be instrumental when trying to attract valuable clients and potential candidates.

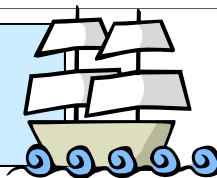
With that in mind, TCM collaborated with RDVO, Inc. to develop a state of the art website to reflect TCM's offerings, as well as our unprecedented growth and success. It was designed with our clients and contractors in mind, providing ease of use and added features. "Techies" out there will really enjoy the new features our improved website has to offer.

RDVO, Inc. has done a number of major websites in the technology industry throughout the country and has done a significant amount of research on functionality, including Clicktack and User Path Analysis, User Profile and Persona Creation and other methods of usability testing.

Check out our current and future website (April 2006) by clicking on: www.tcml.com

Do you know of any industry or TCM related news that you think may make a great "NAVIGATOR" story? If so, e-mail your thoughts and ideas to cfahringher@tcml.com

CHARTING NEW TERRITORIES



TCML has just been awarded a five year program with a leading automobile manufacturer for approximately 30 Senior Engineers for the next five years with estimated revenues to exceed \$1.7M per year. The project has already started as of the first week in March.

This program will support 21,000 users this manufacturer's Engineering Division.

Congratulations on a **Great Job** and a **Great Win** with special recognition to **Rob Perry, Enterprise Account Executive** for all of his hard work on this project.

TCM has been awarded Primary Vendor Status with one of the largest US banks to deliver IT Contingent Labor.

The initial term of this project is 12 months with another year option. TCM is one of six firms that will split \$11million. This is great news and it is our hope that this will lead to many more opportunities down the road with this valued client.

*This was a collaborative effort with special thanks going to **Steve Oliveri**, Director of National Accounts and **Larry Leff**, Senior Account Executive and all the members of their hard working team. Great job!*

The Computer Merchant Signs with Leading Telecommunications Company for Project Management Solutions and Starts Initial Project.

First project to support network equipment upgrade across 3000 retail restaurant locations

The Computer Merchant, LTD, (TCM) announced that a leading telecommunications company has approved TCM for subcontractor status supporting network equipment deployment services to their Enterprise and Federal customers. The agreement allows TCM to provide personnel, project management, and other project services. TCM will use **TCMProjectDeploy**® to support the technology upgrade projects. **TCMProjectDeploy**® is TCM's proprietary application designed to track the details inherent in IT infrastructure deployment projects. It manages all aspects of assignment, time reporting, and payroll functions with immediate update reporting to management and project teams. **TCMProjectDeploy**® is integrated into our Service Delivery Model allowing TCM to deliver high-quality deployment services at competitive prices.

"This agreement represents a turning point for TCM as we steadily expand our deployment services partnerships to new partners", said John Danieli, President of TCM. "The agreement also validates our strategy to provide quality staffing solutions through an ever growing list of integration partners."

Congratulations to Doug Edwards for this great win!

Doug is our newest New Business Development Director at TCM. Great job Doug!!

Are You Too Wired???

The digital communications supposed to make things run more smoothly are actually preventing people from getting critical tasks accomplished. For years, technology has worked to get people more connected. In the office there's e-mail, instant messages and the phone. On the road, cell phones and Blackberrys allow for workers to stay in touch with colleagues.

The typical office worker is interrupted every three minutes by a phone call, e-mail, instant message or other distraction. The problem is that it takes about eight uninterrupted minutes for our brains to get into a really creative state. Most would never part with their laptop or phone, but it's possible to get too much of a good thing?.

Why can't you pay attention anymore?

Psychiatrists say it has to do with the relentless chatter from the high-tech devices used in the modern workplace. It's all part of a culture shift that has accompanied all of the new modes of communications. These days, corporate culture frowns on those who turn off their instant messaging software or don't respond quickly to the latest e-mail. Businesses could benefit from introducing a collective effort to "switch off".

The problem appears to be getting worse. A study earlier this year found that 62 percent of adults are addicted to their e-mail--checking messages during meetings, after working hours and on vacation. Half of workers felt a need to respond to e-mails immediately or within an hour, and one in five people reported being "happy" to interrupt a business or social gathering to respond to an e-mail or phone message.



Addicted to Noise

Is staying connected distracting you from actually getting anything done? If you answer "yes" to most of the questions in this quiz, you might need to cut back.

Do you feel anxious if you haven't checked your voicemail or e-mail for a few hours?

Does the thought of turning your e-mail off for any length of time make you feel out of the loop.

Are you the person on the train that calls the office every 10 minutes to check your messages and give your ETA?

Do you log on to e-mail or check voice messages after hours or on weekends?

Have you ever checked messages on vacation?

Do you secretly (or openly) check and send e-mails during meetings or dinner/lunch?

Do you "just have to check messages" before going into an hour long meeting?

Do you check new messages within one minute of leaving a meeting?

Do you seem to spend more time reading, responding to and forwarding e-mail (and answering calls) than you spend actually doing what you need to?

Some in the workplace are instituting better habits such as answering e-mails and voicemail messages at designated times throughout the day. When it comes to finishing up a big project, many workers are unplugging altogether and blocking off their calendar for work time and limiting their distraction to those that apply just to that project.

Although several companies are developing software to filter information and present it in more useful ways, better software is not a cure-all. Although technology can and should make it easier to slow down, part of the change needs to be a different set of priorities.

And in addition to sapping our creativity, some studies suggest that we may not even be getting anywhere by trying to send an e-mail, talk to a co-worker and send instant messages to our boss at the same time. Humans just aren't that good at doing many things at once.

There are only certain types of tasks that humans are good at doing simultaneously. Cooking and talking on the phone go together fine, as does walking and chewing gum (for most people). But try and do three math problems at once, and you are sure to have a problem.

"The paradox of modern life is that multitasking can be, in most cases, counterproductive.

*Give me a stock clerk with a goal and I'll give you a man who will make history.
Give me a man with no goals and I'll give you a stock clerk.*

~ J.C. Penny

Do You Need a Time Out?

Find a moment to be complexly unplugged, with no cell phone, Blackberry or other device. This could be one or two evenings a week or one day during the weekend, depending on your circumstances.

Before sending an e-mail, IM or text message that will generate a response, ask yourself if you really need to send it.

Before using any time saving technology, ask yourself if you could perform this task (explaining this idea to a colleague for instance) more efficiently than using an old-fashioned method such as walking across the office and talking face to face.

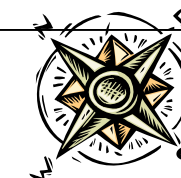
When using a computer, shut down or divert e-mail or instant messages when you need to concentrate hard.

Ask friends or colleagues not to send messages with unimportant content such as jokes or irrelevant memos.

New 2006 Forecast Calls for 11.0% Growth Industry to hit \$133 billion in sales

The U.S. staffing industry recovery that began in earnest in 2004 is aging well. Progress in 2005 was remarkably widespread, as almost every segment experienced at least some revenue improvement. Last August, it was forecast that there would be an 11.1% overall growth in staffing industry revenue for 2005. Industry experts are now adjusting that estimate upward to 11.5%.

Initial forecasts indicate total industry revenue will be \$133 billion in 2006, up from \$120 billion in 2005. Place and search, accounting, **tech/engineering** and legal should be particularly strong. The relative weak spot continues to be healthcare staffing, particularly nursing, the recovery of which has been more elusive than expected. This forecast is based on proprietary data collected from the Staffing Industry Benchmarking Consortium, as well as estimates and projections from the U.S. Bureau of Labor Statistics, the U.S. Census Bureau, various staffing industry organizations, research analysts and public company reports.



Don't Forget ...

About TCM's referral program. Referral of a new contract employee that works a minimum of 320 hours can earn you \$250.00!!

If you have any questions or require further details, please contact Cheryl Danieli at 781-878-1070, x4305.