

The Tradition

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SIERRA PHOENIX sold to TRADITION SOFTWARE

Experienced new team assembled to benefit customers with improved software and technical support.

Tradition Software formally closed escrow on its purchase of SIERRA PHOENIX on March 31, 2005. Terms of the deal for both privately held companies will not be disclosed.

"This is a very good opportunity for me to pass this business on to someone who knows the issues my customers face every day. Craig Altman, President of TRADITION SOFTWARE, was a former Vice President of Marketing and Customer Service at another lien software company which was a competitor of ours. During his tenure at the company, he managed or participated in several initiatives that greatly improved their business," said Bob Stone, President of SIERRA PHOENIX.

Bob Stone has been retained by the company as a part-time programmer and business consultant. *"I take very seriously the responsibility Bob has given me in continuing the excellent working relationships he fostered with the customers and business partners of SIERRA PHOENIX,"* says Craig R. Altman, President of Tradition Software.

Tradition Software's management team also includes Michael M. Emmons as the Software Development Manager and Valerie Bekefy as the Customer Service Manager. Michael manages product development for the company, including the maintenance and enhancement of the flagship product, PreLien2Lien. His professional background includes ten years in software development along with four years of network administration experience. Valerie is managing customer service and technical support. Her professional background includes six years in technical support with IBM.

The company has also retained Clint Cramer, CPA, to manage accounting, taxes and overall financial assistance. Clint is the founder of CRAMER & ASSOCIATES, a full service CPA firm. Additionally, Marc Carpenter of BROOKS & CARPENTER serves as the company's business legal counsel.

Seabiscuit: New features in next version of PreLien2Lien

Upcoming changes with PreLien2Lien will improve interface, importing and notice format

PreLien2Lien's product evolution dates back almost twenty years. With the software's change in ownership, current customers are currently being surveyed for input as to what they would like to see in a new version of the program.

The new release of PreLien2Lien, code named "Seabiscuit," will represent a significant improvement to the current version of the software. *"With the advancements in software development processes and technology, our goal is to release a new version of PreLien2Lien that has an improved user interface and one-click data import features, especially for QuickBooks®,"* says Michael M. Emmons, Manager of Software Development.

The Seabiscuit release will also have a working 365-day license feature added to it to help prevent unauthorized use of the product after one year. *"We are learning that many of our customers are sending out notices that may not be legally compliant, as they are not keeping up with their yearly Subscriptions to PreLien2Lien. This will help prevent outdated notices from going out in the future, as the software will shut down one year after purchase,"* says Craig Altman, President.

The Seabiscuit release of PreLien2Lien is slated to be available to current Subscribers by August 2005.

PreLien2Lien California LIVE: At an airport near you

PreLien2Lien User Group lunches will be held in Burbank, Fresno, Ontario, Sacramento, San Diego and San Jose

TRADITION SOFTWARE will be hosting a series of PreLien2Lien User Group lunches starting in August across California at six major airport locations: Burbank, Fresno, Ontario, Sacramento, San Diego and San Jose.

Between 11AM – 1PM, PreLien2Lien users will be able to meet other users and get a preview of the Seabiscuit release of PreLien2Lien. Additionally, a local Attorney who is proficient in Mechanic's Lien law will be the lunch speaker. Email customer service@traditionsoftware.com or call (800) 886-8770 to let us know you are interested in attending. More details will be announced as they become available.

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Craig R. Altman
President
TRADITION SOFTWARE, INC.

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Bob Stone
President
SIERRA PHOENIX.

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Information Technology Center: Importing customer data into PreLien2Lien

Import all your customers from your Accounting software once, weekly or daily

PreLien2Lien has a built-in capability of importing your customer's electronic records into the Current Jobs file. Simply populate an Excel spreadsheet with the following values. Technical Support at TRADITION SOFTWARE can then assist you with a one-time or scheduled import of data into PreLien2Lien.

Excel Row	PL2L Text Box	Format Example	Width	Type
A	Customer	Hobbs Properties	35	Character
B	Customer Number	07905	16	Character
C	Street	1015 Washington	35	Character
D	City	Bloomington	22	Character
E	State	IL	2	Character
F	ZIP	61701	10	Character
G	2 nd Line Customer	Roy Hobbs	35	Character
H	Phone	(916) 961-6123	14	Character
I	2 nd Line Customer	Roy Hobbs	35	Character
J	Fax	(916) 961-1689	14	Character

Five Quick Facts: California Mechanic's Lien Law

Everything begins with the timely, accurate sending of a Preliminary 20-Day Notice

1. A Preliminary 20-Day Notice (Private Work) must be served to all legal parties on a project (Customer, Owner, General Contractor, Lender) within 20 days after first furnishing construction related labor, services, equipment or materials. Each day after the 20th day, you lose 1/20 of your financial interest in the financial value of construction related labor, services, equipment or materials your company provided for the project.
2. If a Notice of Completion or a Notice Of Cessation has not been recorded by the Owner, you have 90 days after completion of the entire project to file a Notice and Claim of Lien (Mechanic's Lien) with the County Recorders Office. If the Owner has recorded a Notice of Completion or a Notice of Cessation, you have 60 days to file a Notice and Claim of Lien (Mechanic's Lien) with the County Recorders Office (General Contractor) and 30 days for all other Subcontractors.
3. A Complaint to Foreclose a Mechanic's Lien (legal perfection of a Lien) must be filed within 90 days, but no more than one year after initially filing a Notice and Claim of Lien (Mechanic's Lien) at the Court/Judicial District in the county where a project you provided construction related labor, services, equipment or materials.
4. A party who supplies materials to another supplier does not have Mechanic's Lien rights in California.
5. A Notice and Claim of Lien (Mechanic's Lien) cannot be filed for projects that are City, County, State or Federal owned.

SOURCE: www.traditionsoftware.com/californialienlaw.htm

ALBERT QUINTRALL & ASSOCIATES

Mr. Quintrall received his preparatory education in Southern California and attended the University of California, Irvine (B. A. Degree 1968) and California Western University School of Law (J.D. 1973). He is licensed to practice law before the State Court in California (1973), the United States District Courts for the Southern, Northern and Eastern Districts of California (1973) and the United States Supreme Court (1978). His San Diego based private law practice specializes in construction law, particularly in the areas of credit and collections and Mechanic's lien law in the State of California.

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Attorney Letters

(\$50 each)

Contact:

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