

# SALLEE *Land Corporation*

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To Whom It May Concern:

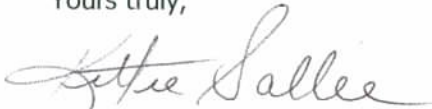
We have been building custom homes in Weatherford, Texas in subdivisions developed by us for the past 23 years. On average, we build four homes a year, primarily in the 3000 to 4500 square foot range.

Our introduction to Buildsoft came from a good friend who happens to be very computer savvy. He was working with a homebuilder in San Antonio and had done extensive research on the software packages available for the industry. He suggested that we look at the Buildsoft package and on his recommendation we made the investment in the software in 1993. It has turned out to be one of our best decisions. The support desk is outstanding. Not only do they know the nuances of the software—some of them have accounting backgrounds which is extremely helpful. I can't think of any other vendor who has both areas covered.

The software has contributed to our professionalism in our relationships with the subcontractors and vendors. The PO/WO system has kept costs under control while increasing our profitability. The PO system allows me to match invoices with the purchase orders. If they don't match, the system flags it immediately. The work orders not only keep track of bids, but they also spell out our expectations regarding the work to be done. Because the lien waiver is integrated in the software, it is easy to produce and get signed at the time I am issuing a check. And, the system allows me to keep track of Workman's Comp and General Liability.

Suffice to say the software is vital to our operation. I would certainly recommend the software to small and medium size builders.

Yours truly,



Kittie Sallee  
Vice President

KS/cw