

NEWS RELEASE

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DEXTER + CHANEY NAMED A FINALIST IN *ELECTRICAL CONTRACTING PRODUCTS*' 'INNOVATION' AWARDS COMPETITION

SEATTLE, September 21, 2007: Dexter + Chaney (www.dexterchaney.com), developer of Spectrum™ Construction Software, has been named a finalist in the annual INNOVATION Awards competition sponsored by *Electrical Contracting Products*. The program recognizes “outstanding companies whose products or services have best responded to electrical contractors’ market challenges by offering creative and innovative ideas,” according to the magazine.

INNOVATION Award winners will be recognized at a ceremony and reception October 6 at the National Electrical Contractors Association (NECA) Show at the Moscone Convention Center in San Francisco. Finalists are divided into 18 product categories; a panel of professional electrical contractors will evaluate each of the finalists on six criteria: innovation, ease of use, cost effectiveness, quality contribution, maintainability and product improvements.

“We received a record number of entries this year, a 33 percent increase over 2006,” said John Dyslin, *Electrical Contracting Products* editor. “Not only are these quality products, but the record number of entries and companies submitting products shows that manufacturers have a strong interest in the INNOVATION Awards.”

Dexter + Chaney regularly earns industry awards for Spectrum—including a 2005 INNOVATION Award—and makes industry and local rankings for the company’s size and growth rate. “We give credit to our electrical-contractor customers for those awards and honors,”

said John Chaney, Dexter + Chaney president and co-founder. “We work hand-in-hand with them to ensure that Spectrum’s features evolve to meet their ever-changing needs.”

ABOUT ELECTRICAL CONTRACTING PRODUCTS

Electrical Contracting Products is published by Cygnus Business Media, a leader in business-to-business media. The magazine reaches more than 40,000 medium to large electrical contractors every month, focusing exclusively on products purchased and installed by electrical contractors.

ABOUT DEXTER + CHANEY

More than 1,000 construction companies throughout the United States use Dexter + Chaney’s Spectrum Construction Software. Spectrum includes 30 integrated modules that handle project management, construction accounting, equipment management, service management, human resources, document imaging, remote connectivity and data sharing tasks. Contractors who use Spectrum report they have improved profitability and have grown their businesses more than 300 percent without adding financial staff.

More than 7,500 total users make use of Spectrum’s Document Imaging software, which addresses a typically painful problem for construction contractors: giving management, office staff and project managers the fast, electronic access they need to important documents like contracts, change orders, timecards, invoices and others.

For more information about Dexter + Chaney or Spectrum, contact Brad Mathews, Vice President of Sales and Marketing, Dexter + Chaney, 9700 Lake City Way NE, Seattle, WA 98115-2347; phone: 800-875-1400 or 206-364-1400; fax: 206-367-9613; e-mail: info@dexterchaney.com; <http://www.dexterchaney.com>.



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