

## From FastEST, Inc.

The FastDUCT Sheet Metal Estimating program is now available. And the early reports from users is what we had hoped for – That it is as user-friendly as FastPIPE and has a similar look and feel to accommodate users who use both programs.

I'd like to thank the customers who helped us get a few of the bugs out and came up with helpful suggestions. Thanks to:

- Brandt Eng San Antonio, TX
- Central Mechanical Manhattan, KS
- Fagan Co. Wichita, KS
- ACI Mechanical Ames, IA
- Lent Mechanical Port Orchard, WA
- American Mechanical Wichita, KS
- ACCO Eng Sys San Leandro, CA
- Poag Mechanical Jasper, GA

If you are interested in viewing the duct program, we can show you the system most anytime over the Internet.

FastDUCT will sell for the same price as FastPIPE, \$3995, and additional systems will sell for \$1995. We've sold FastPIPE at this same price for over 10 years, even though the product has seen continuous improvement. For existing customers, we are offering the initial FastDUCT for \$1995.

If you have any suggestions for the newsletter, call me toll-free at 800-828-7108, or send an e-mail to [mark.oxler@fastest-inc.com](mailto:mark.oxler@fastest-inc.com).

Thank you,



Mark Oxler, President

## New Microsoft Excel Worksheets for FastPIPE & FastDUCT

With the introduction of FastDUCT Sheet Metal Estimating software comes the introduction of three new worksheets. WrkCombo.xls is a combined Microsoft Excel worksheet to receive data from both FastPIPE and FastDUCT. WrkDuct.xls is a separate worksheet for FastDUCT users who desire only duct information. WrkPipe.xls is an improved version of the existing worksheet for FastPIPE. The WrkPipe.xls version will be distributed to existing FastPIPE users in the next update.

| BID RECAP SHEET   |                  |                    |                     |                   |                   |
|---|------------------|--------------------|---------------------|-------------------|-------------------|
| Company: <b>FastEST, Inc.</b>                                   |                  |                    |                     |                   | 9/11/2006         |
| JobName: <b>SAMPLE JOB 2 [FastPIPE &amp; FastDUCT Tutorial]</b> |                  |                    |                     |                   |                   |
| Bid: <b>Base Bid</b>  |                  |                    |                     |                   |                   |
| <b>PLUMBING/PIPING SUMMARY</b>                                  |                  |                    |                     |                   |                   |
|   | <b>Materials</b> | <b>Hours</b>       | <b>Rate</b>         | <b>Labor \$</b>   | <b>Total</b>      |
| <b>FASTPIPE Summary</b>   | \$18,001         | 428.8              | \$39.99             | \$17,149          | \$35,150          |
| HVAC Equipment  | \$18,090         | 99.0               | \$39.99             | \$3,959           | \$22,049          |
| Fixtures  | \$0              | 0.0                | \$39.99             | \$0               | \$0               |
| Other Costs   | \$702            | 16.0               | \$15.00             | \$240             | \$942             |
|   | \$0              | 0.0                | \$0.00              | \$0               | \$0               |
|   | \$0              | 0.0                | \$0.00              | \$0               | \$0               |
| <b>Sub Total</b>  | <b>\$36,793</b>  |                    |                     | <b>\$21,348</b>   | <b>\$58,141</b>   |
| <b>MATERIALS</b>  |                  |                    |                     |                   |                   |
|   | <b>Cost</b>      | <b>OH&amp;P \$</b> | <b>Total</b>        | <b>OH&amp;P %</b> |                   |
| Piping Materials/Equipment                                      | \$36,793         | \$3,679            | \$40,472            | 10.0%             |                   |
| Rental Equipment  | \$1,500          | \$150              | \$1,650             | 10.0%             |                   |
| Warranty  | \$0              | \$0                | \$0                 | 10.0%             |                   |
| Material Escalation   | \$0              | \$0                | \$0                 | 10.0%             |                   |
| Freight   | \$0              | \$0                | \$0                 | 10.0%             |                   |
|   | \$0              | \$0                | \$0                 | 10.0%             |                   |
|   | \$0              | \$0                | \$0                 | 10.0%             |                   |
| <b>Sub Total</b>  | <b>\$38,293</b>  | <b>\$3,829</b>     | <b>\$42,122</b>     |                   |                   |
| Sales Tax   | 7.5              | \$2,872            | \$0                 | \$2,872           |                   |
| <b>MATERIALS TOTAL</b>  | <b>\$41,165</b>  | <b>\$3,829</b>     | <b>\$44,994</b>     | <b>10.0%</b>      |                   |
| <b>LABOR</b>  |                  |                    |                     |                   |                   |
|   | <b>Hours</b>     | <b>Cost</b>        | <b>OH&amp;P \$</b>  | <b>Total</b>      | <b>OH&amp;P %</b> |
| Piping Labor  | 543.8            | \$21,348           | \$3,202             | \$24,550          | 15.0%             |
|   | 0.0              | \$0                | \$0                 | \$0               | 15.0%             |
|   | 0.0              | \$0                | \$0                 | \$0               | 15.0%             |
|   | 0.0              | \$0                | \$0                 | \$0               | 15.0%             |
| <b>Sub Total</b>  | <b>\$21,348</b>  | <b>\$3,202</b>     | <b>\$24,550</b>     |                   |                   |
| Sales Tax   | 7.5              | \$1,601            | \$0                 | \$1,601           |                   |
| <b>LABOR TOTAL</b>  | <b>\$22,949</b>  | <b>\$3,202</b>     | <b>\$26,151</b>     | <b>15.0%</b>      |                   |
| <b>SUBCONTRACTS</b>   |                  |                    |                     |                   |                   |
|   | <b>Cost</b>      | <b>OH&amp;P \$</b> | <b>Total</b>        | <b>OH&amp;P %</b> |                   |
| Including Sales Tax   | \$10,920         | \$1,092            | \$12,012            | 10.0%             |                   |
| Sales Tax   | 0.0              | \$0                | \$0                 |                   |                   |
| <b>SUBCONTRACTS TOTAL</b>                                       | <b>\$10,920</b>  | <b>\$1,092</b>     | <b>\$12,012</b>     | <b>10.0%</b>      |                   |
| <b>SUB TOTAL less Sales Tax</b>                                 |                  |                    |                     |                   |                   |
|   | <b>Cost</b>      | <b>OH&amp;P \$</b> | <b>Total</b>        | <b>OH&amp;P %</b> |                   |
|   | \$70,561         | \$8,123            | \$78,684            | 11.5%             |                   |
| Sales Tax   |                  |                    | \$4,473             |                   |                   |
| Bond  | 1.0%             |                    | \$832               |                   |                   |
|   |                  |                    | <b>QUOTED PRICE</b> | <b>\$83,989</b>   |                   |

The new WrkPIPE.xls Microsoft Excel Worksheet for FastPIPE allows for separate mark-up of materials, equipment, labor, and subcontractors.

Over the years we have made customized modifications to the worksheets to accommodate different companies preferences and styles. We will continue to offer this support feature. In the development of the new worksheets, we have attempted to incorporate some of the more common revisions we have made for customers. An  
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example of this is to provide separate mark-up fields for materials, equipment, labor and subcontractors. This give the user the ability to allocate overhead more accurately. The Sub Total markup (with a green background on the screen) allows you to view the composite mark-up for the job.

WrkDuct.xls and WrkCombo.xls are similar to the WrkPipe.xls worksheet, except that they show the totals for Sheet Metal Materials, as well as Shop and Field Hours. A new sheets has been added for sheet metal equipment. Several sheets, such as Other Job Costs, Labor Rates, and the Info sheets, have been modified to allow for the addition of sheet metal materials and labor.



## FASTPIPE FASTDUCT

FastEST, Inc. will be in Booth #2333 in the Technology section of the ISH North America International Trade Show at the McCormick Center in Chicago.

We would be available to demonstrate FastPIPE or FastDUCT, and to answer any questions you may have.

### New FastPIPE Customers

Empyrean Plumbing & Mechanical  
Riverside, CA

Glassman Corporation  
Hays, KS

Professional Piping, LLC  
Security, CO

Watson Mechanical  
San Angelo, TX

Leeds Plumbing  
Junction City, KS

Baskin & Son Plumbing  
Quakertown, PA

Genz-Ryan Plumbing & Heating  
Burnsville, MN

Pacific West Mechanical, Inc.  
Torrance, CA

Systems Plumbing  
Westminster, CO

LBR Plumbing & Heating, Inc.  
Croton Falls, NY

Peoples Plbg Heating & Cooling  
Albuquerque, NM

Roto-Rooter Services, Inc.  
Windsor, CT

Premium Plumbing  
Spring Hills, FL

Falcon Mechanical, Inc.  
Conway, AR

Lunmor, Inc.  
Glenwood, IA

George Bassolino  
Ossining, NY

WMC Mechanical, Inc.  
Springfield, MO

Andrews Plumbing  
Norwich, CT

Luevano Hart, Inc.  
Kansas City, MO

Ridgeway Industrial  
Meridian, ID

Pat Sementa Plumbing & Heating  
Bronx, NY

CNS Mechanical  
Petaluma, CA

Cruz Plumbing, Inc.  
Eureka, CA

Mercury Performance Plumbing  
Acampo, CA

Choate's Plumbing, LLC  
Memphis, TN

Heritage Mechanical Group, Inc.  
Pittsburgh, PA