

From FastEST, Inc.

As another year comes to a close, we'd like to thank all of you, our customers, for your continued support. We'd also like to welcome over 80 new customers, who are using FastPIPE, FastDUCT, or both.

As we look forward to 2007, we have plans to improve the databases of both FastPIPE and FastDUCT.

FastDUCT will soon have stainless steel and aluminum rectangular and round duct, dual wall insulated round and oval duct, and more sheet metal equipment, such as grilles and registers. In FastPIPE, we will be adding Milwaukee valves and additional radiant heating and PEX products.

If there are any other products you would like to see added to either product, now would be a good time to make your request. As always, we like to hear any comments or suggestions about our software and their databases.

We hope this year has gone well and that you will have a wonderful holiday season.

MERRY CHRISTMAS!

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.

Thank you,



Mark Oxler, President

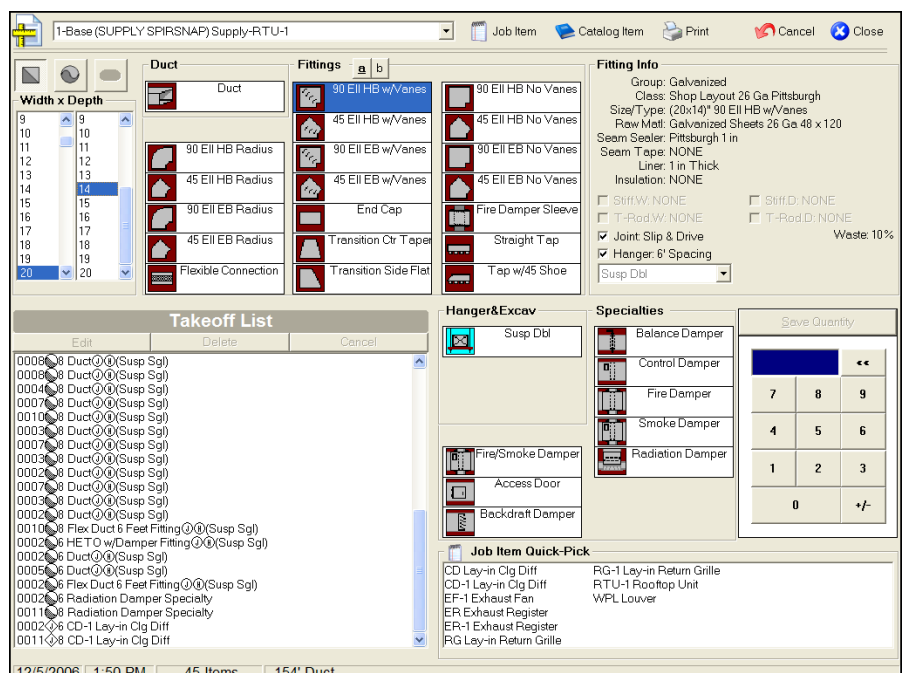
Existing FastPIPE Users Adapt Easily to the New FastDUCT Program

Since the introduction of the FastDUCT sheet metal estimating software program this fall, many of the existing FastPIPE users have been the first to incorporate FastDUCT into their HVAC estimating. This may not be a big surprise, since the FastDUCT program follows a similar flow and contains many of the same features as FastPIPE. While many contractors have struggled to get other software products "up and running" in such a short period, some of the new FastDUCT users are bidding rather large projects already.

David Truan of Cureton-Hodges Contractors in Knoxville, Tennessee has been using the program for a couple of months now. He previously used their "in-house" developed spreadsheets in Quattro Pro for sheet metal estimating. David says, "FastDUCT is probably quicker than twice-as-fast." Cureton-Hodges has been a FastPIPE user for over four years.

Cureton-Hodges purchases their duct from other contractors, and they install their own insulation. Specs in FastDUCT can be customized to allow for the fact that they purchase their duct vs. building duct in their own shop. They figured their ductwork in pounds per hour and their insulation in square feet per hour. They were able to easily adjust the sheet metal labor to match their existing estimating rates, while the insulation labor was so similar to theirs that it required no adjustment at all.

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Many features from the FastPIPE takeoff screen are present in the FastDUCT program.

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Kent Kruse of Kruse Corporation in Wichita, Kansas is using FastDUCT to figure pricing for ductwork being sold to other contractors. In one column of the Field Labor Factors table, he has zeroed out all the groups, so that the program only calculates material costs and shop labor. Specs have been set up to eliminate hangers and sealer items, which are installed by the installing contractors. Kent looks for FastDUCT to provide consistency in estimating fabricated duct costs, so that others in the company can also price fabrication-only jobs.

Randy Van Leuven of Lent Mechanical in Port Orchard, Washington has used the program to bid many large school projects in the Seattle area. A few weeks ago, Randy bid a nearly 9 million dollar mechanical project with over 20,000 sheet metal manhours at a high school in Snohomish, Washington. He is currently working on another school, where the sheet metal portion is around 1.5 million dollars. "I like the program.", he says. Randy was previously a user of the Quickpen DOS sheet metal estimating program. Although Lent Mechanical has been a FastPIPE user for a couple of years, Randy was not involved with piping takeoff.

FastEST, Inc. has worked with Steve Burns at Lent Mechanical to incorporate the automatic download for FastDUCT and FastPIPE into their existing Bid Recap sheet in Microsoft Excel. This allows them to easily combine the material and labor totals for both their piping and sheet metal.

While having similarity between FastDUCT and FastPIPE has made it easier for FastPIPE users to pick up and use FastDUCT, it should also help new users learn to use the two programs together. While in the past, piping and sheet metal estimating were accomplished by separate estimators, it is becoming much more common to find estimators who do both. Many project managers who manage both sheet metal and piping can also benefit from the similarity of the flow and function of the software.



JANUARY 29-31, 2007
DALLAS CONVENTION CENTER
DALLAS, TEXAS

FastEST, Inc. will have a booth in the Software section of the AHR EXPO, sponsored by ASHRAE and ARI.

New FastPIPE Customers

Bremermann Mechanical, Inc.
Destrehan, LA

S.M. Lawrence Co.
Jackson, TN

Hayes Mechanical, LLC
Philadelphia, PA

#1 Plumbing Co.
Fall River, WI

Don Rutt Plumbing & Heating
Hastings, NE

Port City Mechanical
Ft. Smith, AR

Pond's Plumbing
N. Salt Lake, UT

Reynolds Plumbing, Inc.
Richmond, IN

Airborne Plumbing & Construction
San Antonio, TX

All Purpose Plumbing
Tacoma, WA

Kennco Plumbing, Inc.
Santa Clarita, CA

Miller & Miller Mechanical
Corpus Christi, TX

Town & Country Plumbing, Inc.
Corpus Christi, TX

Monroe Plumbing
Chagrin Falls, OH

4FastPlumbing, LLC
Woodbridge, VA

Rockwell Mechanical, LLC
Milwaukee, WI

Diversified General Contractors
Lansing, IL

Botto Mechanical
Plainview, NY

Art's Sheet Metal Company, Inc.
Greensboro, NC

Apex Mechanical
Ogden, UT

Mechanical Technical Services
Austin, TX

Above All Plumbing, Inc.
Newark, CA

Climate Service, LLC
Fenton, MO