

HYDE-STONE MECHANICAL STREAMLINES BIDDING PROCESS WITH FASTEST ESTIMATING SOFTWARE

As we move forward into the 21st century, technology is helping to improve all facets of the mechanical construction process from start to finish. This includes the estimating method, which can be the most critical step for a mechanical contractor, as the basis for procuring work. Mechanical estimating software is becoming more and more prevalent as a more efficient and accurate means of estimating all types and sizes of projects.

For over 15 years, Hyde-Stone Mechanical Contractors in upstate New York has used FastPIPE® and FastDUCT® for their estimating needs. And as Chris Stone, vice-president at Hyde-Stone, will attest, it's become an integral part of the company's operations. "We use the systems for nearly every project," he says. "The programs help us estimate more projects with less effort."

The benefits of using the FastEST family of estimating programs are numerous. FastEST customers are frequently proclaiming how easy-to-use the programs are, and Stone wholeheartedly agrees.

"The systems are a great fit for us, because frankly, not all of our project managers and estimators were computer-savvy," he says. "The systems are very user-friendly."



Sheet metal workers installing some 76" stainless steel supply duct, at the Kraft-Heinz Plant Expansion in Lowville, NY, one of Hyde-Stone's currently ongoing projects. Photo by Chris Stone.

Not only is the software easy to learn and easy to use, but FastEST is renowned for its reliable and friendly customer support—online training is included with purchase or lease of the estimating software.

Takeoffs within FastPIPE® and FastDUCT® have their benefits both within and even outside the company's doors. "The net effect of using this software was more organized and detailed takeoffs," Stone continued. "And the supply houses love the material takeoff reports, as it makes their jobs easier." When an estimate is complete, a full, quantified material report can be calculated in seconds, which can then be exported and sent along to local vendors for pricing.

As mentioned before, Hyde-Stone estimates basically all of its projects with FastPIPE® and FastDUCT®. Hyde-Stone Mechanical is a full mechanical service and sheet metal contractor. It has been in business since 1893, and currently employs over 94 people across three different office locations. The company estimates and installs all types of scopes, including commercial, industrial, institutional, and design-build projects. ■

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