



Call with DICKS REFRIGERATION - Mark Steward

Jace Stephenson with DICKS REFRIGERATION
Recorded on 11/9/23 via SalesLoft, 2 min.

Participants

SERVICETRADE

Jace Stephenson
SDR

DICKS REFRIGERATION

Mark Steward
Vice President

Topics

Call Setup 0:00

Transcript

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--- Call Setup ---

JACE

0:00 Okay.

MARK

0:03 Good morning. This is Mark.

JACE

0:04 Hey, Mark. This is Jace over at service trade. Did I catch you with a minute today?

MARK

0:09 Yeah, I'm available.

JACE

0:12 Okay. Yeah. And so, I'm not sure if you're you know, familiar with service trade or not. So.

MARK

0:17 I am. And I've we've done a demo with you guys and kinda looked it over and, I think at this point in time, we're, we, we've had BuildOps out too, and I think we're gonna, we're I think we're gonna go with BuildOps for our provider for that stuff.

--- Call Setup ends ---

MARK

0:28 So we appreciate it. But, yeah, but I think that's kinda what we kinda look them all over and I think that one plays best for, at least for our company.

JACE

0:29 Okay.

JACE

0:37 Yeah, no, for sure. Yeah, if you don't mind me asking what kind a way you guys to go that direction?

MARK

0:44 I think the interactivity and the way everything worked out with what we, what it was able to do for our size company and what we could do with it, I think.

MARK

0:55 It just seemed very user friendly, and...

MARK

1:00 Yeah, I guess that's kinda the decision we made. I don't know.

JACE

1:03 Yeah, definitely. And I'm not sure I was looking at some notes here. I wasn't sure. Yeah, it looks like you guys checked us out back in March. So, I know we've made, you know, a couple of different updates since then. So, you know, that was definitely the reason for my call was just to see, you know, if you were interested in checking out any of our updated features, you know, different things like that.

MARK

1:17 Okay.

MARK

1:25 Yeah, I think, we're gonna build up to try and if we're not happy down the road, we'll look you up. I appreciate it.

JACE

1:31 Yeah, no worries. Thanks for your time.

MARK

1:33 Yeah. Bye bye.

The End