



# **Call with Archer Air Conditioning Service Co Inc - John Butler**

Joseph Summerell with Archer Air Conditioning Service Co Inc  
Recorded on 8/10/21 via SalesLoft, 2 min.

## **Participants**

### **SERVICETRADE**

Joseph Summerell  
*Field Manager*

### **ARCHER AIR CONDITIONING SERVICE CO INC**

John Butler  
*Service Manager*

# Topics

*Call Setup* ..... 0:00

# Transcript

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--- Call Setup ---

JOHN

0:00 Hello?

JOSEPH

0:01 Hey, is this John? Hey, this is Jay summer. I was service trade. How's it going?

JOHN

0:02 Yes, it is.

JOHN

0:07 Then, okay. How are you?

JOSEPH

0:09 Doing alright. Had a couple of questions for you to, got two minutes?

JOHN

0:13 Okay. Yeah, Michael.

JOSEPH

0:15 Okay. Appreciate it. I was reaching out today because I saw you all. Are you had done a demonstration with service trade about a year ago? Does that ring any bells?

JOHN

0:25 Yeah. You guys are a service software, right? Yeah, we... we switch service softwares in the spring. I probably won't be interested in switching again for at least a year that out. If you want to follow up with me again, maybe sometime next spring. I'm a, you know what I mean? That... that would be about the send us that they can be... be willing to consider. You know, I'll just figure out in fairness. We gotta give it a year later.

JOSEPH

0:27 Yes, sir. Yes, sir.

JOSEPH

0:47 Yeah. What... what you'll end up going with?

JOHN

0:49 When, when the product called BuildOps?

JOSEPH

0:52 Okay. Things are going pretty well with it.

JOHN

0:54 Yeah. So far, I mean, we're really just getting count. You know, how to use, just kinda really getting upstate overwhelm them with it. We actually went live in late April early my, something like that right around the first of my, so, you know, we're really... we're really just trying to catalogue swimming of the brake pads you like for a little while, but... but yeah, we're about to get the kinks worked out of it now.

JOSEPH

1:07 Wow.

JOSEPH

1:17 Okay. Okay. Well, I'll... I'll put a note to give you a shout next spring and see how it's going and if you think there's room for improvement and happy to go over service trade with you again then.

JOHN

1:21 Okay.

JOHN

1:26 That sounds like a plan. Yeah, I've got, I've still got all my notes and stuff. So, let me, I'm trying to like this one just really go style, then you'll probably hear from me before then, but otherwise, yeah, you're welcome to follow up with me. Okay? Alright. Thank you. Okay, you too. Bye bye.

JOSEPH

1:28 All righty.

JOSEPH

1:38 Sounds like a plan.

JOSEPH

1:42 Thank you, sir. Take care. Bye.

*The End*