



Call with Empire Mechanical Contractors Inc. - Kevin Dowler

Jonathan Middlemas with Empire Mechanical Contractors Inc.
Recorded on 7/6/22 via SalesLoft, 3 min.

Participants

SERVICETRADE

Jonathan Middlemas
Territory Manager

EMPIRE MECHANICAL CONTRACTORS INC.

Kevin Dowler
Estimator & Owner

Transcript

"This English transcript was generated using Gong's speech-to-text technology"

KEVIN

0:00 Here.

JONATHAN

0:01 Kevin, please?

KEVIN

0:05 I might be able to help you. It is no dollars speaking.

JONATHAN

0:09 Okay. Hey, you know, I was reaching out for Kevin man. My name's Jonathan, I'm with service trade. I had spoken with them a few weeks ago and just reaching back out because I know he's been busy out in the field, but basically, we're just the good management platform and we help track recurring services. Two quotes for a person should come across during your inspections and just overall work order management scheduling.

JONATHAN

0:34 I know he had mentioned your like using like a paper based process, but I was really calling back and just to kind of get some more information and see about, you know, stealing some time just to show the service trade platform. Is that something that you could speak about?

KEVIN

0:50 Yeah, I'd be probably the better get to talk to about that. I'm I think we already got scooped up by a company and we're building off. They want to work with us and work with our nascar program as well, sponsorship. So that's kinda the route we might be taken here shortly.

JONATHAN

1:08 Okay. Who did you say it was?

KEVIN

1:13 Building off?

JONATHAN

1:15 Building ops? Okay. Is that?

JONATHAN

1:19 Are they like a Construction platform or are they for service?

KEVIN

1:23 They do at all?

JONATHAN

1:26 Okay. Yeah. When are you guys supposed to go go live with them?

KEVIN

1:34 Probably not so, but like I said, that are gonna help. So they're racing program. So it's kind have a done deal.

JONATHAN

1:42 Yeah. Okay. You said nascar, right?

KEVIN

1:46 Yeah, nascar in Canada?

JONATHAN

1:48 Okay. How the ad now? Just strictly curious, you guys got an ask our team?

KEVIN

1:56 Yeah.

JONATHAN

1:57 Are you guys like a sponsor for an, ask our car?

KEVIN

2:02 We, we have one of our suppliers that we work with is one of our sponsors and hopefully this deal comes together nicely with building ops.

JONATHAN

2:14 Okay. And they're gonna help you sponsor the nascar team? Okay. Interesting man. Well, I don't think I can compete with that, but.

KEVIN

2:19 Yeah.

JONATHAN

2:26 When, if something were to change, you know, I'd love to, you know, speak with you guys and show you service trade as well?

KEVIN

2:34 Yeah, no, I understand. I just like I said, we've kind of made a relationship with the different. So, what are your competitors that are willing to help us out on another front as well?

JONATHAN

2:47 Yeah, absolutely. Man. Well, hopefully, you know, that works out for you guys. But if you're ever looking to, you know, look at another tool, just give us a call. We'd be more than happy to speak with you.

KEVIN

2:59 Okay, perfect.

JONATHAN

3:01 I appreciate it.

KEVIN

3:02 Okay. Thanks bye.

The End