



# Call with Custom Air - Alexander Clarke

Tommy Polcari with Custom Air  
Recorded on 3/1/22 via SalesLoft, 2 min.

## Participants

### **SERVICE**TRADE

Tommy Polcari  
*Associate NorthBoundary Account Executive*

### **CUSTOM** AIR

Alexander Clarke  
*IT Manager*

# Topics

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

# Transcript

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

--- Call Setup ---

ALEXANDER

0:00 You for calling custom air. This call may be recorded for record keeping, training and quality assurance purposes. Press one or hold for reception.

ALEXANDER

0:09 Please stay on the line while your call is transferred to the operator.

ALEXANDER

0:17 Customer kids. Speaking. How may I direct your call?

TOMMY

0:20 Hi, I'm calling for Alex, please?

ALEXANDER

0:22 May I ask who's calling?

TOMMY

0:23 Yeah, it's Tommy. Okay?

ALEXANDER

0:26 Tommy. Okay... okay. Just one moment, please?

TOMMY

0:27 Yep.

TOMMY

0:30 Thank you.

ALEXANDER

0:37 Thank you for calling custom air. Our offices are located import, Colquitt, lung, squamish, whistler, Kalona, Huntington, and kamloops, our hours of operation are Monday to Friday from seven 30 AM to five PM featuring 24 seven emergency service, 365 days a year with over 90 service technicians and 40 support staff across

PC. Custom air has the resources it takes to provide your business, our residents with the hello?

TOMMY

1:10 Hey, is this Alex?

TOMMY

1:13 Hey, Alex, it's Tommy, pull Kerry, I'm calling with service trade. Do you have a quick minute?

ALEXANDER

1:19 Not particularly what's... what's it about?

TOMMY

1:22 Yeah. So, I was just looking to follow up with you. I know we had spoken to you at the HA, expo and I know you guys were on Sam pro, but, you know, you were interested in taking a look at service trade and I was just looking to see if we could find a good time for you to sit down for a demo.

ALEXANDER

1:41 We've already chosen to go with another option.

TOMMY

1:41 Just to...

TOMMY

1:45 Okay. Do you mind me asking what? You guys? Bye bye.

ALEXANDER

1:49 With BuildOps?

TOMMY

1:53 That's okay. Alright. No problem. Thanks so much for your time.

ALEXANDER

1:56 Okay. Thanks. Bye.

TOMMY

1:58 Bye.

*The End*

