



# Call with Peninsular Mechanical Contractors Inc - Jim Spears

Scott Bartholomew with Peninsular Mechanical Contractors Inc  
Recorded on 8/15/22 via SalesLoft, 2 min.

## Participants

### **SERVICETRADE**

Scott Bartholomew  
*SDR*

### **PENINSULAR MECHANICAL CONTRACTORS INC**

Jim Spears  
*Principal*

# Transcript

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

SCOTT

0:00 Yes, this is Scott Bartholomew.

JIM

0:03 Hello? Hi, this is Greg with an incident mechanical. I miss a number or a call from this number.

SCOTT

0:07 Hey, yeah. I just, I actually call it, left a voicemail. I was trying to reach Jim Spears as you still work in the company?

JIM

0:15 Yeah. He's just not here now two or something and say, can I take a message?

SCOTT

0:18 Okay.

SCOTT

0:21 Perhaps, I'm not even sure if Jim is who I need to speak with. I had some operational questions regarding commercial mechanical service. Do you know who can help me with that? But you, perhaps?

JIM

0:31 Do you have to elaborate a little bit?

SCOTT

0:35 Okay. Yeah. I was calling from a company called service trade. We're a service management software for the commercial mechanical industry. So I just wanted to reach out because I see y'all are doing mechanical contracting. I just wanted to see, you know, if y'all are doing mostly service and mostly commercial on this, typically, who we work with. So I just wanted to reach out and kind of get a feel.

JIM

0:52 We, we did, but we just invested into BuildOps probably a year ago.

SCOTT

0:58 Okay. See other running on BuildOps for about a year.

SCOTT

1:03 I gotcha. And are you all doing mostly commercial service?

SCOTT

1:08 Okay. And is it all service work or do y'all, do any like installs as well?

JIM

1:12 Both.

SCOTT

1:14 Okay.

SCOTT

1:18 And out, so we are part of the decision process for BuildOps or, you know, y'all, liked about them and y'all, chosen?

JIM

1:25 Well, I mean, as I say, I, but I gotta run, but I mean, we're just not interested in moving. We're not interested in any shape, way, shape or form changing anything right now. We just got involved with BuildOps.

SCOTT

1:29 Okay.

SCOTT

1:36 Okay. Yeah, I totally understand that. And I'll let you go then. I just wanted to reach out and kind of see where we're at with that, but yeah, I appreciate you answering my call, the return, returning it. Yes, yes.

JIM

1:43 Okay. Man, I appreciate it too.

*The End*