



Call with Jenkins Refrigeration - David Jenkins

Aaron Ward with Jenkins Refrigeration
Recorded on 3/19/21 via SalesLoft, 2 min.

Participants

SERVICETRADE

Aaron Ward
Territory Manager

JENKINS REFRIGERATION

David Jenkins
Owner

Transcript

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

DAVID

0:00 Hello?

AARON

0:01 I'm trying to reach David Jenkins.

DAVID

0:04 Hi, this is... this is David Jenkins.

AARON

0:06 Hey, David, how's it going? I'm Aaron street at a couple of questions value. Do you have a spare minute?

DAVID

0:08 Yes.

AARON

0:14 So, we work with debriefing mechanical contractors around the city. So called the status see at a couple of questions that... y'all... y'all, do all commercial refrigeration and H back work or?

DAVID

0:32 Yeah. What do we do? All our residential commercial?

AARON

0:36 Yeah. Well, we are, we're a platform specifically built for commercial. We wouldn't be a great fit for residential. Honestly. It's the only reason why I'm asking, would you say majority commercial or?

DAVID

0:49 Probably right now, 50 50.

AARON

0:50 50 50. Gotcha. So we work in the service department at H back companies to help with operations. We're a platform for that, but we try to, we try to do only

commercial because that's what we're built for like a bread butter, which is what we specialize in... in your service departments. You're like preventative maintenance work in service work. Is it 50 50 as well?

DAVID

0:56 Yeah.

DAVID

1:06 Yeah.

DAVID

1:15 Yeah, probably. So.

AARON

1:16 Okay.

AARON

1:18 I have one more question. How many, just trying to gauge the size of your company, like how many service text you'll have?

DAVID

1:25 Right now?

AARON

1:26 Six. Cool. Well, we try to stick to ones that are more commercial. Do you think in the future you might add some more tests and focus more commercial or?

DAVID

1:37 I don't have an ad. They only way we get commercial BuildOps all the time. We just don't use it. I can work with who did they, whatever it takes us football?

AARON

1:46 I know in this environment, I totally feel you, it's crazy out here now that I hear that people all the time. So well, we'll probably reach out the future because we try to stick to companies that are doing like a little bit more, at least commercial to residential like in the preventive maintenance side, like 75 percent. Maybe, do you have any kind of digital process to manage your text and the field now?

DAVID

2:06 Yeah.

DAVID

2:11 Yeah, we've got... we've got something down. I'm not sure what it is pretty much done all that handled.

AARON

2:16 Yeah. Cool. Well, we'll try again in the future just to kinda see, you know, what the percentages because you never know, things change. So, but I appreciate you taking my call. Yep. Yep. Yep. So you have a great day. Bye bye.

DAVID

2:26 Okay. Alright. Thank you.

The End