



James River Heating and Air Conditioning Selects Discrete Wireless to Manage Their Mobile Technicians

James River Heating and Air Conditioning Co., a leader in the HVAC community, has selected Discrete Wireless, Inc. as its GPS fleet management solution provider. "We chose the Discrete Wireless MARCUS solution based upon its simple and easy to use functionality, robust features set with the most competitive price, as well as their solid track record with other HVAC clients," said Hugh Joyce, President for James River Heating and Air.

Atlanta, GA ([PRWEB](#)) September 17, 2004 -- James River Heating and Air Conditioning Co., a leader in the HVAC community, has selected Discrete Wireless, Inc. as its GPS fleet management solution provider. Discrete Wireless was chosen by James River based upon the following criteria. "We chose the Discrete Wireless MARCUS solution based upon its simple and easy to use functionality, robust features set with the most competitive price, as well as their solid track record with other HVAC clients," said Hugh Joyce, President for James River Heating and Air.

"We expect this solution to significantly improve the efficiency of our field technicians by having real-time access to dispatch more effectively," said Hugh. Contractors, in general, lack positional awareness as it relates to their mobile assets. "Deploying a GPS tracking solution will also enable us to promptly assist customers with questions about jobs and related technicians." Hugh adds, "GPS systems can also help back-up the technician's work and GPS may also eliminate fraudulent claims against our company."

"James River will be a strategic partner of Discrete Wireless, and will participate and assist us in alpha and beta testing of our 6th version of software," said Jeff Thacher, President of Discrete Wireless, Inc. "It is extremely important to get a contractors perspective in a real-world application, with a real-world service fleet."

Upon completing the initial phase of deployment and after the new software is released, James River plans to complete their roll-out by the end of 2004.

About James River Heating and Air Conditioning Co.

Hugh E. Joyce started James River Heating and Air Conditioning in 1967. The company has grown from 1 employee to over 100 today, servicing all types of residential and commercial heating, cooling and refrigeration systems. The company serves the entire Central Virginia Area through a fleet of 80 radio dispatched trucks and 10 installation crews. Currently, James River Heating and Air Conditioning is proud to be recognized as a market leader and innovator in the HVAC industry. Other recognitions include Best Contractor to Work For, The News - Residential All Stars, and the Ukrops Community Service Award. Hugh Joyce currently serves on the National Board of ACCA.

For more information:

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About Discrete Wireless, Inc.

Headquartered in Atlanta, GA, Discrete Wireless, Inc. was incorporated in May, 2000, and is an Internet-based Wireless Application Service Provider ("WASP") that is in the business of developing and providing hosted



wireless applications and services that utilize existing wireless infrastructure and the Internet to deliver solutions to commercial customers. Discrete Wireless is a Value-Added Reseller of Cingular Wireless, LLC.

The MARCUSÂ® hosted Fleet Management application allows customers to use the encrypted, password protected website to track the movement of their vehicles, employees, goods and services. The CompanyÂ's service provides significant value to itÂ's customers by reducing their costs of doing business and increasing the productivity of their mobile resources. Discrete Wireless customers have seen dramatic increases in driver productivity, decreases in overtime, reduced vehicle speeding and increased vehicle safety.

The MARCUSÂ® Fleet Management application and hardware is marketed through a nationwide distribution channel targeting service and distribution fleets. Discrete Wireless can be found on the Web at www.discretewireless.com or call 800-358-6178 for more information.

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