

Words of Recommendation For Richard Wickizer

Bill Butner - Regional Manager, Norandex Distribution:

This is just a quick note on behalf of Rick Wickizer and his skills and ability as a salesperson.

Being in the building products industry for over a decade, I have seen many who have called themselves salesman. Rick has always been viewed as a top notch professional, by my team and I. He was always prompt in doing what he told us he would do and quick in returning our calls, whether the news was good or bad. He kept us informed on his product lines by way of regular communication and scheduled visits. I hope to work with Rick again in the near future. He stands far above the rest!

Mike Liddycoat - Branch Manager, ABC Supply:

My experience with Rick as a vendor rep over the last 12 years has been nothing but positive. He has always represented his products well, maintaining a professional demeanor and exceeding expectations. Rick's follow-up has always been thorough and timely. I have previously, and will continue to recommend Rick to whoever might be interested in having him as a rep for their product line.

Wes Moore - Buyer, Lumber Products:

I have known Rick for several years and have found Rick to be extremely hard working and imaginative when it comes to marketing of product.

I have been in the building material business for 40 plus years and have found Rick to be in the select few that I could trust with delicate information.

Mark Stewart - Regional Manager (Formerly with Tapco International):

I have had the opportunity to manage Rick at two different companies; First at Baldwin Hardware, selling into the decorative and door hardware market. Then again at Tapco, selling siding and roofing products. Rick is a top-notch professional sales person. I could always rely on Rick giving 110% and succeeding in growing market share. His understanding not only of the channels of distribution, but also strategy and tactics of successful selling always made him a top performer. Rick's strong work ethic and self-motivation would make him a strong addition to any sales team

John Burns - Branch Manager, Huttig Building Products:

I have worked with Rick as his customer in a couple capacities. Originally with CertainTeed and most recently with Mid-America (Tapco). This was a period of time over the last 10 years. With both companies and for that length of time Rick was extremely professional in all matters.

Never did I feel that anytime we had issues or challenges that Rick was not going to handle it or follow up on it. I have seen him in action, in one case with CertainTeed, confronted by a contingent from an upset Manufacturer. He was at the plant the very next morning after receiving the call from me. He handled these people and the situation in most professional and extremely cool-headed way. He then followed up and made sure everyone was aware how to move through this issue.

Rick also does an excellent job in making presentations in a very concise and understandable way. I have had him do presentations, and product knowledge meetings with great success. Rick would be a great addition to any organization looking for a caring professional.

Jeff Cabbage - VP of Sales, Exterior Portfolio:

I have known, admired and respected Rick Wickizer for over a decade. I was initially introduced to Rick when I hired him as a Territory Sales Manager for CertainTeed Corp in the 1990's. During his tenure at CertainTeed, Rick consistently met and exceeded sales goals, opened and sold a broad array of customers, worked effectively across functional areas and was widely recognized as a consensus builder. His ability to develop strong relationships is outstanding and he grew substantially during our time together.

Rick has an exemplary work ethic and a keen understanding of the building products sector. He has demonstrated great 'band width' in his ability to work effectively with both the business owner and the sub contractor alike. Rick is excellent from an administrative standpoint as well, always dotting his 'i's' and crossing his 't's'. His attention to detail is a towering strength.

I would not hesitate to hire Rick again if the opportunity presented itself. Therefore, I can confidently and genuinely, give Rick the strongest recommendation possible. Whether it is as an independent rep or a factory employed sales representative, I have the highest level of confidence in Rick's ability to learn the organization, develop strong relationships and, ultimately, deliver the goods. He will not disappoint.

Finally, I would be remiss if I did not comment on Rick's personal ethical standards. You will never, ever hire or do business with anyone more honest and forthright than Rick, period. It is another towering strength of Rick's and one (I think) would be highly important to prospective employers and business partners alike. There is never any doubt in the validity of what he says.

Again, I would give Rick the highest possible recommendation and would consider any organization that retained his services fortunate.

Duane Cody - Western Territory Manager, Crane Building Products:

It has been over 11 years since we first met, working together at Certainteed. Since that time I experienced both a personal and professional relationship with Rick and it has been at the highest level.

After we had both moved on to other companies Rick's reputation with the distribution network that we both called on was first class. Distributors informed me that Rick was one of the most professional, hard working and experienced manufacturing reps in the business.

It has been a pleasure to know and work with Rick in the building materials business