

BUILDING ENVELOPE SOLUTIONS

ROOFING - CLADDING - WATERPROOFING



WHO WE ARE

We are a manufacturer's representative agency that specializes in building envelope solutions. The 12-year partnership involves Rick Wickizer, who has 33 years experience as a successful sales representative and Chad Wickizer who has over a decade of building industry experience.

Together, Rick & Chad serve building industry professionals in the Northwest Region, providing product and installation solutions. Our behavior is founded upon integrity, expertise and we strive to become a Trusted Advisor to our client base.

We choose to serve rather than "sell"

WHAT WE DO

To be concise, what we do is develop working relationships with architects to drive specifications, builders to support proper installations and distributors to create ample supply of the products we represent. A couple of examples:

Manufacturer #1: Over a 10-year span, we grew this line from under \$500K/year in sales to over \$4 million in sales by driving architectural specifications and supporting the contractors who installed it.

Covid Response: When the market shut down, we produced videos, conducted Zoom meetings and reached out continually by phone to stay in touch with our market.



ARCHITECT SUPPORT

- CEU accredited education
- Product education
- Help with specific detailing
- Timely product updates



BUILDER SUPPORT

- Installation training
- Help with submittals
- Providing project leads
- Warranty & inspection work



DISTRIBUTOR SUPPORT

- Product training
- Marketing & merchandising
- Sales support
- Streamlining inventory



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