



## THE DOWNLOAD

# RICK KLAUS

After 19 years with Nordson, Rick joined Osprey as head of key accounts and strategic business development. Below he reveals what it is like traveling the world and working at Osprey.

**Atlanta is known for its traffic.  
How long is your commute?**

Morning 1 hour, afternoon 1 ½ - 2 hrs.

**Most used traffic app?**

Waze

**Facebook or Twitter?**

Facebook

**Favorite Airline?**

Delta



**Must have travel items**

Noise canceling headphones and e-reader

**What I do with airline miles?**

Give them to children and relatives

**Music or Movies in flight?**

Movies

**City you wish Osprey had a customer**

US – San Diego

International – Fiji



**Preferred hotel chain and why?**

Intercontinental because of their broad range of properties and amenities

**Favorite hotel you have stayed for business**

American Club in Kohler, WI

**Preferred rental car service**

Hertz

**The trade show you look forward to the most and why?**



index17

Index because it is attended by decision makers and it is located in a beautiful location.

**Best promotional item received or given**

Received – Waterman pen

Given – Yeti Cups

**The sales person you always look up to**

Richard Branson – CEO of Virgin Group



**Favorite business book you would recommend**

Mastering the Complex Sales 2nd Edition By: Jeff Thull

**The type of food I seek out when traveling outside of the US**

Curry & fresh seafood

**Equipment or system you would like to sell more of**

Filters

**Currency I follow most other than the dollar**

Euro



**Did you ever learn a foreign language**

No

**Saved weather cities**

Uses App Wunderground:

- Green Bay, WI
- Tuckasegee, NC
- Boca Raton, FL
- Neenah, WI
- Frankfort, Germany
- Cincinnati, OH

**In what way is Osprey different from any other place I have worked**

There is a reduced bureaucracy which makes it pleasant and more relaxed.

**Life after Osprey?**

Spending time with family, and traveling