



2021 BUYER'S GUIDE

**Apparel & Promotional Products • Credit Card Processing
Equipment, Services & Training • Healthcare/COVID Testing
Insurance • International Staff Management Software
Marketing • Real Estate • Transportation**

When making those important purchasing decisions for your camp, please consider our wonderful Business Affiliates first! For your convenience, each Business Affiliate contact, phone number, website (with link), and brief description of their product or service is listed on the following pages.

The companies listed herein are members of WAIC and have provided their own copy for this guide. These companies have signed their agreement with the Business Affiliate Member Ethical Statement. The inclusion of a listing does not express an endorsement from the Western Association of Independent Camps.

You can also visit www.WAIC.org/camp-products-and-services/ for a directory.

Apparel & Promotional Products



413 Strengthgear.

Contact: Royleane Allen
rallen@413sga.com

(903) 939-8536
www.413sga.com

Your Story, Our Passion: Summer camps create lasting memories, and 413 Strengthgear creates memorable camp merchandise to share those memories. From concept to delivery, we work with you each step of the way to create your original t-shirt, water bottle, sticker, backpack, and much more. From the beginning of a project to delivery, our team's focus is on making the process of design creation and product ordering simple, dependable, and reliable. View our Apparel and Gift Catalogs on our website or reach out to us for design inspiration and product ideas.



Contact: Katie Anderson
katie@rightsleeve.com

(877) 975-3383
www.rightsleeve.com

Since 1999, Camp Rightsleeve has been the trusted expert in creating exceptional camp apparel programs and online tuck shops for summer camps across North America. But we are so much more than just your tuck shop partner. The heart of our business is in making the best memories, the everlasting summers, and the forever friends that your kids will cherish for the rest of their lives.



FOUR IRON APPAREL

Contact: Jim Gallup
sales@fourironapparel.com

(866) 728-0787
www.fourironapparel.com

Jim Gallup has provided quality logoed apparel and promotional products, on time, to the camping industry for 35 years. Four Iron specializes in embroidered staff polo shirts and quality Jackets from Adidas, Callaway, Patagonia, and Storm Creek. Please request a quote on silk-screen camper T's, Fashion Tri-Blend T's, and Hoodies (Pennant 60/40 Pullover Hoodie is about \$25). Our drinkware is affordable, and many comes with 4 color digital imprints. Most stainless bottles can keep liquids cold for 24 hours and hot up to 12, from brands like Yeti, Tempcraft, Pelican, and Thermos. Hot new products for 2021 include logoed face masks, hand sanitizer, and eco-friendly, organic, and recyclable apparel and drinkware (ask about Bamboo Travel Mug BB125). Please ask Four Iron to quote on your 2021 logoed apparel and promo items.



Contact: Anne Joyce
annej@libertyclothing.com

(905) 671-2335
www.libertyclothing.com

We are a youth driven company, our designs and body styles are fashion forward and great quality. Your campers and staff can get many seasons of wear from them which we feel makes them ecologically sound as well as providing a walking billboard for your camp for many years. Liberty Clothing offers youth, unisex and ladies styles. We look forward to serving you.



Contact: Toby Hancock
toby@stickersandmore.com

(888) 644-7745
www.stickersandmore.com

Since 1997, we've been helping camps, organizations, youth groups, and business nationwide brand and market their organization with quality apparel, commercial printing, design, logo branding and much more. Our mission statement is simple. To be a leader not a follower in the world of custom printing by providing quality product, competitive pricing and ethical business practices. Building the platform to earn our clients trust long after the first sale.

Credit Card Processing



Contact: Kenny Brook
kbrook@cliq.com

(949) 633-2456
www.cliq.com

Payments by Cliq® PayCard by Cliq Directly deposit and electronically transfer employee wages to a VISA® branded paycard. Over 16,000 camp staff use Cliq® paycards! Cliq® can deliver a turnkey merchant processing solution that is already integrated into multiple registration systems. ACH/eCheck processing adds another level of flexibility to your existing payment options. Cliq® has earned a reputation for being a true partner, not just a vendor.



Contact: Cade VanHeel
cade.vanheel@pfprocessing.com

(858) 771-0076 x.102
www.pfprocessing.com

Ask how to be part of our camp scholarship program! Pay it Forward Processing is a nationwide, privately-owned and reputable credit card processing company that has been in business since 2000. Our amazing team offers Best-in-Class service and customized programs for high and low risk businesses. We match or reduce merchants' fees, there are no hidden costs and merely a month-to-month commitment. We want our merchants to stay with us because they want to, not because they have to. Our unique give back program called "Every Swipe Benefits Charity" is one of our significant points of difference. Our passion is to "Pay it Forward" by donating a portion of every swipe to charity.

Custom

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TUBIES®

Affiliate member

Maine Summer Camps

Free design
and virtual
mockup with
your next
order.
mention this ad

...and so the adventure continues

stickersandmore.com
CUSTOM PRINTING & DESIGN SINCE 1995

Equipment, Services & Training



Contact: Mathew May
info@4pointsguides.com

(805) 320-7602
<https://4pointsguides.com/>

4points Expeditions is a professional outfitter, wilderness guide service, urban adventure and international expedition provider. We are the SOLO Schools training center for California and provide CPR, Wilderness First Aid and Wilderness First Responder training to groups across the US and internationally. We work closely with camps to enhance their programming, safety, logistics and trip leadership capabilities. We are proud members of ACA, ISEEN, NAIS and WAIC.



Contact: Paul Hancock and Nick Redinger
info@challengeworks.com **(805) 320-7602**
www.challengeworks.com

Aerial Adventure Creators, Design, Installation, Inspection, Training, Testing, Equipment Accredited ACCT PVM



Contact: Brian Heider
brian@culinaryconsultants.com **(847) 226-4099**
www.culinaryconsultants.com

CCPA is a buying group that helps organizations gain access to leveraged purchasing power while adding day to day valued services, that take the distractions away from vendor troubleshooting, so that the organization can focus on what's most important; Their members.



Contact: Tammy Jensen
TJensen@FunExpress.com **(800) 228-2003**
www.funexpress.com/corporate

Fun Express, the corporate subsidiary of Oriental Trading Company - extends discounts and free shipping to all WAIC members. Seasonal Items, Arts & Craft Supplies, STE(A)M, Custom T-Shirts, Name Brand Candy and so much more! 800-228-2003 or your Rep!



Contact: Peter Duncan
originalmattress@gmail.com **(817) 334-0361**
www.themattressfactory.com

We have been supplying camp mattresses, replacement covers, bunk beds, innerspring dorm mattresses and more to many WAIC camps and across the USA. Please call for a quote today! We are here to serve you with the best quality and price.



Contact: Harold Gordon
info@nature-watch.com **(800) 228-5816**
www.nature-watch.com

Nature Watch provides quality nature based craft projects and nature center supplies. Every staff member can become your nature instructor using Nature Watch craft kits. Kits come with a detailed Instructor's Manual and are fully prepared to save staff time. Themes include nature, science, ecology, animals, Native American games and much more. Looking for displays, replica skulls, posters or other nature center supplies, we've got hundreds. Nature Watch has been serving WAIC camps since 1987.

Equipment, Services & Training



Contact: Mikey Latner, Co-Executive Director (310) 344-4286
mikey@projectcamp.co Projectcamp.co

Project:Camp provides spaces, activity, and community just for kids in the immediate aftermath of disaster. We create safe spaces for kids to be kids during one of the most extreme events of their lives. Our promise is a supportive camp experience with excellent counselors, fun programs, and an adaptable model designed to pop up anywhere. Through training and education, we are building a network of summer camps to marshall the skills and power of summer camp staff and communities to pop up day camps in the wake of disasters.



Contact: Rod Enderson (615) 672-0229
rod.enderson@trinity-usa.net www.trinity-usa.net

As the Official Purchasing Partner for ACA, Trinity has over 2800 members in all 50 states that save more than \$12M annually - often with nothing changing. Vendors include: Sysco, U.S. Foods, GFS, Shamrock, Ben E Keith, Produce Alliance, American Quality Foods, John Deere, Cushman/EZ GO, Grainger, Lowe's, Hillyard Janitorial, Waxie, HD Supply, New England Camp Discounter, Mattress Factory, Office Depot, Staples, In The Swim, Suburban Propane, Ferrellgas, Sherwin-Williams and many more. Free membership - you decide which agreements are most beneficial. For a complimentary analysis of your foodservice savings contact: travis.claypool@trinity-usa.net.



Contact: Michael Johnson (888) 884-5536
mjohnson@signatureresearch.com www.signatureresearch.com

Signature is a global full-service design/build Aerial Adventure company serving clients since 1979. With offices in Georgia, California, N.C. and Washington, we design, engineer, install, provide training and program reviews throughout North America, South America, Caribbean, Europe, Africa, and Asia. Signature provides equipment sales through our Outdoor Outfitter store, "Nature Outfitters." We are a Professional Vendor Member (PVM) of the Association for Challenge Course Technology (ACCT) and active members of ASTM.



Contact: Chris Brown (888) 884-5536
Sales@WestCoastSailing.net www.WestCoastSailing.com

West Coast Sailing is dedicated to small sailboats and kayaks! Our goal is to get more people on the water and we love working with camps to do that. We ship boats, parts, and accessories all over the country and we want to be your source for waterfront equipment, from life jackets to boat storage racks. If you are interested in starting a new sailing program, feel free to reach out to our staff for expert advice on selecting the right boat(s) and equipment for your camp.

**Your complete comfort source for camp
mattresses, covers, bunk beds & more!**



Peter J. Duncan (817) 334-0361
originalmattress@gmail.com
www.themattressfactory.com





CHALLENGE WORKS^{.com}

we are
camp **AERIAL ADVENTURE**
creators

we CREATE

IDEAS
DESIGNS
PLANS
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SOLUTIONS
INSPECTIONS
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SUPPORT
RELATIONSHIPS



info@challengeworks.com

office. 831.440.1421

We look forward to **creating** with you!



How can we help protect you and your camp?

We are proud to support Western Association of Independent Camps in their mission to inspire and support their members to promote excellence and enduring success of independent camps. Camp Owners and Directors around the country depend on us to match their unique needs and exposures with appropriate insurance protections—from Camper Accident and Workers' Compensation—to General Liability, Management Liability and Employee Benefit Programs.

Camp & School Practice Leadership:

Darrow Milgrim, National Director
Darrow_Milgrim@ajg.com | 818.539.8668

Trip Thomas, Regional Director
Trip_Thomas@ajg.com | 818.539.1409

www.ajg.com



Insurance | Risk Management | Consulting

Healthcare/COVID Testing



Contact: Jordan Moberg
jordan.moberg@cic.com

(651) 230-1826
<https://www.cic-health.com/camps>

CIC Health, one of the largest COVID-19 testing services providers in the country, offers high-quality testing at the lowest possible cost. We have facilitated more than 1.5 million tests, largely in youth settings. Our flexible camp testing solutions can be tailored for pre-arrival, arrival, or ongoing surveillance testing. Our pooled testing solution, modeled on the success of our work with over 600 schools, reduces costs to as low as \$6 per camper.



Contact: Ann Schimschal
AnnSchimschal@eurofinsus.com

(703) 939-4925
<https://www.eurofins.com/covid-19-response/safer-work/>

Eurofins puts the power in your hands to stop the spread of COVID-19, wherever you are. Three lines of defense: Test people: PCR, antigen, antibody, pooled sampling. Test for early detection: Surfaces, worn masks, indoor air, wastewater. Support: Process audits, training, safety certification. Eurofins: Innovation, agility, customized service, and the highest standards of scientific excellence.



Contact: Robin Wells
r.wells@heedhealthcare.com

(703) 939-4925
<https://heedhealthcare.com/>

Heed began as a solution for businesses looking to safely bring employees back to the office. Our testing, monitoring, and advisory is backed by a team of infectious disease experts; our solutions meet the needs of our clients at an affordable cost that includes more than just a test result. A COVID-safe camp requires coordinated solutions, on-demand support, and strategic advisory. We've made COVID safety simple throughout the pandemic, and we're ready bring our expertise to your camp today!



Contact: Kevin Behan
kevin@worldbacktowork.com

(800) 928-9303
<https://www.worldbacktowork.com/>

After a pandemic year and the long winter, it's hard to say whether parents or kids are more excited at the thought of summer days spent away at camp. World Back to Work helps camp owners reopen safely and create Covid-safe bubbles that allow campers and staff to stay protected while enjoying the fun. We have the experience and knowledge to help support you with all the planning and logistics you'll need to have a safer summer.



www.worldbacktowork.com

Reopen the right way with 360° Covid Solutions, including:

RT-PCR LAMP TESTING: on-site testing & results within an hour!

COMPLIANCE STAFFING: From Entry Screening to Covid Compliance

KEVIN BEHAN
kevin@worldbacktowork.com
510.375.3931 (c)



Insurance



Contact: Henry Skier, Jeffrey Skier, Aimee Skier (570) 226-4571
HenryS@amskier.com, JeffreyS@amskier.com, AimeeS@amskier.com
www.amskier.com

For over 101 years, summer camp has been an integral part of the AMSkier world. Today, AMSkier is a strategic partner for summer camps across the country, building personal relationships and providing valuable resources. Every day, AMSkier is proud to support camps and help make them safer. AMSkier was founded in 1920 and is now in the third generation of Skier family leadership. Henry, Jeffrey, Aimee and the experienced AMSkier Staff eat, sleep and breathe summer camps, in addition to fostering partnerships with camps that last for decades.



Insurance | Risk Management | Consulting

Contact: Darrow Milgrim, National Director School & Camp Practice
darrow_milgrim@AJG.com (818) 539-8668 www.AJG.com

Gallagher provides specialized insurance, risk management and employee benefits consulting to more than 600 camps & camp conference/retreat centers in North America. Our services are custom tailored to help mitigate your risks at camp while minimizing costs. Our capabilities extend far beyond insurance brokerage and include loss control, claim advocacy, enterprise risk management and much more. As a strategic partner, we can help you navigate COVID-19 issues, cyber risk, crisis management, disaster recovery, healthcare reform and other challenges. Visit us at: www.AJG.com or call 866-304-2300 x8668 for a camp consultant near you.



Contact: Bryce Little, Robin Murchison (800) 463-8546
blittle@redwoodsgroup.com, rmurchison@redwoodsgroup.com
www.redwoodsgroup.com

The Redwoods Group is an insurer that was founded to eradicate threats like child sexual abuse and non-swimmer drownings. Our model uses insurance as the engine to do this work—gathering claims data from camps and other youth-serving community organizations, and then analyzing that data to understand the root causes of how children get hurt. We then develop practical tools that empower organizations and communities to keep children safe. Our purpose is to create safe communities for all.

International Staff



Contact: Elizabeth Duffy
eduffy@aifs.com

(800) 727-8233
www.campamerica.aifs.com

Camp America has been the nation's leading provider of international staff to summer camps since 1969. As hundreds of camps know, we take pride in providing great customer service and offering a wide selection of exceptional camp staff. This summer, experience the Camp America difference!



Contact: Ivy Cohen
usa@campleaders.com

(866) 803-7643
www.campleaders.com

Since 1999, Camp Leaders has been facilitating the best experience in International Staffing, providing the highest level of value, service and convenience. Our participants come from around the world and have been accepted to the Camp Leaders program through a selective screening process. A highly diverse and qualified applicant pool introduces you to top candidates, easily found on our online database, or our easy-to-use Camp Leaders app. Our staff is backed by years of experience in both cultural exchange and camping, in return we are able to provide an exceptional customer journey for our participants and camps alike. We bring the world to Camp!



Contact: Christian Smith
csmith@interexchange.org

(800) 597-1722
www.interexchange.org

InterExchange is a not for profit, mission driven organization that provides life changing cultural exchange opportunities. The CampUSA program connects host/camps in the United States with enthusiastic, highly qualified, camp counselors from around the world. Our cutting edge technology and affordable program fees make it easier than ever to hire those highly specialized applicants. Finding the best counselors for your camp shouldn't be hard. With help from InterExchange Camp USA, it's not.



Contact: Matt Buczek
matt.buczek@iena.org

(888) 724-4292
www.iena.org

IENA is a full service Summer Camp staffing company run by and operated by successful former Camp Directors entering our 25th year of operations. Our camp staff come from all over the world, are recruited, screened and trained by Camp Directors. IENA camp staff fulfill a wide variety of specialist positions, support positions and camp counselors. We strive to provide unparalleled customer service for all of your staffing needs.

Management Software



Contact: Rob Carmichael, Josh Bradshaw (866) 485-8885
info@campbrain.com www.campbrain.com

CampBrain provides management and registration software to camps and conference centers. Serving 1300+ camps since 1994, with a dedicated staff of 45+ providing personal, caring support and building beautiful, intuitive software.



Contact: Michael Ambrose, M.D. (734) 636-1000
info@campdoc.com www.campdoc.com

CampDoc is the leading electronic health record system for camps, offering free online registration, travel and emergency medical protection, discounted camp medical supplies, personalized labels and one-way parent emails. Designed by camp doctors, nurses and directors, our secure, easy-to-use web-based solution manages health forms, allergies, medications and illness/injury tracking, to keep health and safety in the forefront of camp operations.



Contact: Dan Konigsberg, Paul Berliner (303) 444-2267
info@campminder.com campminder.com

CampMinder is the summer camp industry's most comprehensive web-based camp management software. Beyond software, we dig in to help summer camp operators achieve their goals. Our signature systems enable simplified management of operational processes at camp including online registration, healthcare, staffing, transportation, cabin & group assignments, and much more. From our unparalleled support team to our amazing product and engineering squad, CampMinder is comprised of people who live and breathe camp.



Contact: John Aven (855) 599-CAMP
javen@campmanagement.com www.campmanagement.com

CampSite is a comprehensive camp management software system designed to help camp directors run their best camps ever. We offer an intuitive platform, the latest in secure technology, frequent product updates, and unbeatable (free!) training and support. Camp-favored features include online registration, billing & financial suite, advanced reporting, medical management, photo & video blog, transportation management, and more. We make running camp fun again! CampSite is preferred by camps of all kinds around the country.



Contact: Matt Vahlberg (443) 494-9192
hello@funfangle.com www.funfangle.com

FunFangle helps overnight camps go cashless in their camp store. Using wristbands to track camper spending money relieves staff of bookkeeping and lost money drama. Now, campers gain convenient and secure access to that extra camp fun with FunFangle! Also, FunFangle assists day camps with the rigors of attendance tracking the daily dropoff and pickup. For additional information on pricing, package options, and WAIC member discount, please visit our website at www.funfangle.com.

Management Software



Contact: Edgar Carrasco
sales@regpacks.com

(855) 377-7707
www.regpacks.com/waic

Regpack is an all-in-one camp and class registration platform that allows you to collect registrations, charge families, and manage all of your data in one easy-to-use back end. Customize the registration flow on your website, including custom discount triggering, automatic billing plans, donations, emails, and dynamic reporting tools. Regpack even embeds seamlessly into your existing website. We'd love to learn more about your camp and how we can help streamline your operations and increase your profitability.

Two decades and hundreds of successful websites later, we proudly declare that

SUMMER STARTS HERE!

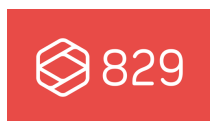
The logo for "The Company" is centered within a dark green rectangular box. It features the words "The Company" in a light green, serif font. Below the text is a small, white, stylized icon of a leaf or a flame. The background of the entire advertisement is a vibrant illustration of a summer landscape with mountains, a lake, and evergreen trees under a blue sky with white clouds.

The
Company

Responsive Web Design • SEO/SEM • Marketing Concierge • Hosting • ADA Compliance • Print Design

Let The Company fill your summer with happy campers!
Call 302-524-CAMP or email info@thecompany.com and ask for Renee

Marketing



Contact: Peter Ross, Jason Bornfriend (617) 933-9824
peterross@829llc.com, info@829llc.com www.829llc.com

829 Studios is a full-service communications company that brings value to our clients through strategic marketing and user experience design. We conceptualize, design, and build award winning websites, online advertising campaigns, mobile apps, traditional media advertisements, and internal database systems.



Contact: Eric Beermann
info@campchannel.com

(970) 728-7035
www.campchannel.com

Online since 1995, the Camp Channel is once again offering website development & maintenance; as well as camper & staff recruitment listings within CampChannel.com, VerySpecialCamps.com (special needs), and CampRentalChannel.com (group rentals).



Contact: Alexandra Linyard
mycampapp@1218team.com

(858) 353-6603
www.mycampapp.com

myCAMPapp® is designed to make communication with parents an efficient and enjoyable experience. myCAMPapp is also easiest way to share photos and videos privately with camp families. Engineered by 1218 App Team, myCAMPapp is a SaaS solution that helps camps streamline their communication process and keep camp families informed and connected. myCAMPapp is compatible to work alongside any camp management software. Standard features include mobile push notifications, SMS texting, photos, videos, calendar integration and more. myCAMPapp is a secure, easy-to-use, turn-key solution—it's been camp-tested and parent-approved. 1218 App Team is a woman-owned small business located in Austin, Texas.



Contact: Renee Kilpatrick
info@thecampcompany.com

(302) 524-2267
<http://thecampcompany.com>

Let our camp marketing specialists take the business heat off your hands this summer! We offer a wide range of services including Responsive Web Design, Search Engine Optimization, Hosting, Tech Support, ADA Compliance and Print Design. You take care of the campers... Let The Camp Company take care of you.

Real Estate



Contact: Cory Jones
californiacamprealty@gmail.com

(760) 703-2681

California Camp Realty was established in 1985 with the mission to preserve California's camp heritage. We only broker camps with existing Use Permits. We can sell, buy, or lease your camp. We can also broker established camp businesses. The owner, Cory Jones, is an ACA Certified Camp Director. Also, he was an Accreditation Visitor and Standards Instructor. As a member of WAIC, he is committed to preserving California's camps. A portion of commissions is donated to ACA accredited camps.



Custom Branded Apps for Camps

- ✓ Mobile Push Notifications
- ✓ SMS Texts
- ✓ Photos + Videos
- ✓ Activities Calendar
- ✓ Dynamic Newsfeed
- ✓ Affordable, Private and Secure

Learn More at myCAMPapp.com

Transportation

LUXBUS AMERICA®

Contact: Michelle Evergerd
sales@luxbusamerica.com

(415) 871-8663
www.luxbusamerica.com

Safe, reliable, charter bus transportation for your camps. Our real time vehicle GPS tracks day-of transportation, and can then be shared with the parents. Parents can track the shuttle's progress with any smartphone or computer and see (live time) their child traveling to/from Summer Camp. New vehicles, charging ports, restrooms, HDMI connection, WiFi, \$25Million Insurance!! Bus Yard locations in Sacramento, San Jose, Los Angeles, Anaheim, San Diego. We cover all of California!



Contact: Andy Draayer/(303) 912-5640, Mike Snyder/(484) 661-7070
andydraayer@merchantsfleet.com, mikesnyder@merchantsfleet.com
www.merchantsfleet.com

Merchants Fleet rents, leases, and manages; cars, vans, trucks, SUVs, bus, and shuttles, to camps, "exempt" organizations and companies nationwide, for 8 weeks - 60 months. Merchants Fleet is the premier provider of seasonal fleet to ACA members, and camps Nationwide. Our Camp Program features new or newer fleet, for added Safety, Stability, and Reliability. We offer multi-year rate protection and reservation "guarantee". We build our relationships for the long term.



Contact: Kayvon Marashi
kayvon@zeebavans.com

(424) 339-0813
zeebavans.com

Zeeba Vans is a Passenger Van Rental company that offers 7, 12, and 15 seaters, as well as, Cargo vans. They service cities along the west coast, from Seattle, WA down to San Diego, CA. Their all-inclusive benefits cater to a wide range of customers, from group travelers to businesses/organizations that need a fleet of vehicles. Their goal is to provide a seamless rental process so that you can focus on what's important to you.