



BUYER'S GUIDE

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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: Brittany Manley
brittany@rightsleeve.com

(416) 924-8181
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.



Contact: Matt DeMuth
matt@cnmfg.com

(866) 304-5362
www.EverythingSummerCamp.com

Your one-stop-shop for summer camp. Get camp trunks, duffels, clothing name labels, camp gear, apparel, and more. Over 30 years in business.



FOUR IRON APPAREL

Contact: Jim Gallup
fourironj@comcast.net

(866) 728-0787

Jim Gallup has provided quality logoed apparel and promotional products to the camping industry ON TIME, for 36+ years. Is it price, brand, quality, ease of ordering, or vendor trust and loyalty that drives your product/vendor choices? We ask that you allow Four Iron the opportunity to quote on the staff shirts, hoodies, basic and fashion tri blend t-shirts, jackets, blankets/towels, drinkware, and all categories of promotional products. Send us information on the products, styles, brands, and colors you are looking for and we will reply by email with direct links on in stock products/colors/sizes. We suspended our general website last year and now we source and suggest specific brands and colors that really are AVAILABLE TODAY. Please contact Jim by phone or email with product questions and vector art or logo concepts, so we can provide pricing, product availability, and virtual mock-ups for your review.



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: Ross Bryant
ross@jollyquill.com

(240) 451-1418
www.jollyquillcampstores.com



Your Brand, Our Products! Keep your brand alive with an online store from Jolly Quill. We think we have a better idea. We want to partner with you. We'll work together to build your online camp store. We do the work; you reap the benefits. Best of all, it doesn't cost anything, and doesn't require any contracts. Call us today to get started.



Contact: Anne Joyce
annej@libertyclothing.com

(905) 671-2335
www.libertyclothing.com
www.libertyclothingwholesale.com

Founded in 1989, Liberty offers sustainable high quality clothing, accessories and graphics. We specialize in turnkey retail merchandising programs, staff and camper incentives as well as promotional goods and custom designed creations. If you're looking for quality merchandise that your campers, staff, and alumni will love we can help make that a reality. Proud members of WAIC, and ACA. We also give back 1% of our profits to support youth programs through North America.



Contact: Nick Coffing
nick@north40studio.com

(317) 363-8814
www.north40studio.com



Camp Apparel



Contact: Abbi
abbi@stickersandmore.com

(888) 644-7745
www.stickersandmore.com/camp/

We are about helping camps, not-for-profit organizations, and businesses nationwide elevate their brand. Providing them with quality custom-designed stickers, banners, apparel, and much more, all at competitive pricing. We believe in maintaining a platform based on earning our client's trust long after the first sale.

BUSINESS SERVICES



Contact: Kenny Brook
kbrook@cliq.com

(949) 633-2456
www.cliq.com

Cliq is an innovator in financial technologies, making it easier for Camps to transact with your parents and your employees. Through Credit Card and ACH/eCheck processing, Paycards, and Expense Cards, Cliq has the solutions to serve and support your business. We have the experience to foresee your challenges and offer creative solutions to the problems you didn't know you had.



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. As a member of WAIC, he is committed to preserving California's camps. A portion of commissions is donated to ACA accredited camps.



Contact: Luke Maher
lmaher@frontlinewildfire.com

(415) 515-1690
www.frontlinewildfire.com



Founded by fire ecologist and technologist Harry Statter in 2017, Frontline Wildfire Defense is committed to protecting homes, businesses, and communities from wildfire disasters. The Frontline Wildfire Defense System empowers owners to prepare for wildfire, monitor fires near their property, and protect structures during a wildfire event with Frontline's exterior sprinkler solution. The Frontline Mobile App provides comprehensive wildfire tracking, notifications, and evacuation planning.



Contact: Mikey Latner, Co-Executive Director
mikey@projectcamp.co

(310) 344-4286
www.projectcamp.co

Project:Camp pops up free, trauma-informed day camps for children impacted by wildfires and other natural disasters. Children process extreme events very differently than adults and we create unique spaces to help provide them with structure and normalcy, giving parents, schools and child care networks time to implement a plan for what comes next. We also organize communities so connections and plans are already in place when disaster strikes.



Contact: Andrea Davis, Lorraine Schneider
Andrea@theresiliencyinitiative.com
Lorraine@theresiliencyinitiative.com

(424) 499-0218
www.theresiliencyinitiative.com



The Resiliency Initiative (TRI) is a certified Women-owned Small Business (WOSB) with Fortune 500, government, military and non-profit leadership experience focusing on crisis and risk mitigation planning. TRI was created from our founder's passion to support communities impacted by disasters. The TRI team has over 200 cumulative years working in the fields of crisis management, business continuity, and security. The team has responded to and supported the recovery efforts of some of the US' largest disasters from the Northridge Earthquake, to 9/11, Hurricane Katrina, Super Storm Sandy and the COVID-19 pandemic. With the expertise of a large consulting firm sans the overhead, TRI offers bespoke, scalable crisis management solutions to businesses and communities around the globe.

EQUIPMENT, TRAINING & PROGRAM SUPPLIES



Contact: Matt May
matt@4pointsguides.com

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

CPR, Wilderness First Aid and Wilderness First Responder Training; Summer program trip development, logistics and guide services.



Contact: Paul Hancock & Nick Redinger
info@challengeworks.com

(831) 440-1421
www.challengeworks.com

We are all things Aerial Adventure and Ropes/Challenge Courses! California bred and based; we have been proudly supporting California camps and their aerial adventure operations for 25 years! Whether you need a new course designed and built, your existing course inspected and maintained, your staff trained and certified, or new harnesses and helmets, we've got you covered. Our mission is to support you and keep your courses and staff top notch. ACCT PVM. CA LICENSED.



Contact: Niels Damman
niels@experientialresources.net

(808) 441-5347 x.2
www.experientialresources.com

The Experiential Resources (ERi) team cares about quality and community. We love camp just like you do. Our entire course services team for training, inspections, operation reviews, consulting, and equipment sales started in the industry by working at camp. With offices in HI, ID & WA, we can get and keep your courses running smooth like butter. Come chat about how we can help you reach your goals! Accredited Vendor Member, ACCT; Organizational Member, ASTM



Contact: Marc Merves
marc@jesscrate.com

(213) 625-3600
www.jesscrate.com



For over 35 years we have manufactured furnishings for camps at direct to consumer pricing.



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. Any 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.



Contact: Josh Belton
josh@referenceready.com

(714) 929-6633
www.ReferenceReady.com



ReferenceReady publishes knot reference guides that are portable, waterproof, rugged, and easy-to-use, making them the perfect addition to any camper's kit. With a broad range of knot-tying guides for popular outdoor activities such as camping, backpacking, boating, horseback riding, fishing, and rock climbing, we aim to provide campers with the knowledge and skills they need to stay safe and have fun in the great outdoors.



Contact: Emily Pihlstrom
emily@rmsunscreen.com

(888) 356-8899
www.rmsunscreen.com

Rocky Mountain Sunscreen is oxybenzone, octinoxate, fragrance and nut oil free. RMS brings 3 separate sun protection programs to your camp: 1. Protect your campers using broad spectrum sun protection with our cost effective gallon and quart pump dispensers. 2. Train your employees to protect themselves and their children with RMS Outdoor Worker Sun Protection Program. 3. Promote your camp with our 4 color photo process custom label lip balm!



Contact: Michael Johnson
mjohnson@signatureresearch.com

(770) 577-8048
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: Rich Lowry
rich.lowry@trinity-usa.net

(615) 672-0229
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, Supplies on the Fly, 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: Henry Skier, Jeffrey Skier, Aimee Skier
HenryS@amskier.com, JeffreyS@amskier.com,
AimeeS@amskier.com

(570) 226-4571

www.amskier.com

For over 102 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 that surround the insurance transaction. Every day, AMSkier is proud to partner with its camps to help make them safer. AMSkier is a family business, now in the third generation of Skier family leadership. Henry, Jeffrey, Aimee and the experienced, caring AMSkier Staff eat, sleep and breathe summer camp.



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: Jason Grissom
jgrissom@redwoodsgroup.com

(919) 656-2569

www.redwoodsgroup.com

As an insurer who only serves camps and other youth-serving community organizations, Redwoods works to create a safe camp experience for all. From COVID to wildfires, camps have faced profound challenges in recent years. We're fully committed to supporting our camp customers as they respond.

SAVE THE DATE



INTERNATIONAL STAFF



Contact: Allyson Schiano
aschiano@campamerica.com

(800) 727-8233
www.campamerica.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: CCUSA Camp Counselor Team
camps@ccusa.com

(800) 999-2267
www.ccusa.com

For over 30 years, CCUSA has been providing US summer camps with international staffing services of the highest quality. Recruiting from over 40 countries worldwide, our first-rate international counselors and support staff are all thoroughly screened for quality skills, experience and English proficiency. CCUSA is a US Department of State designated J-1 visa sponsor.



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. Once participants are screened and ready to land in our pool, camps can view them on our robust, user-friendly database that is optimized for any device. Our staff in our 12 country offices are 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: 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.



Contact: Kelsy Melton
Kmelton@odcinternational.com

(424) 301-1696
www.odc-camp.com



Odyssey International Camp is a cultural exchange organization headquartered in Los Angeles, CA. We are designated by the U.S. Department of State to sponsor international applicants who wish to participate in the J-1 BridgeUSA Camp Counselor Exchange Program. Every year we sponsor thousands of enthusiastic participants who want to experience authentic American culture by spending a summer working with children at summer camps in the United States.

MANAGEMENT SOFTWARE



Contact: Alexandra Linyard
mycampapp@1218team.com

(858) 353-6603
www.mycampapp.com

We build custom branded apps for camps and youth programs. myCAMPapp® connects you with camp families to stay engaged with targeted messaging, photo and video sharing, and easy-to-use all in one admin platform. It is compatible and works side-by-side with all camp registration management software. myCAMPapp® is a sophisticated solution wrapped in a simple and easy to use tool. The deployment process is quick and painless - we take care of all the hard work! Your mobile app will be up in the App Store and Google Play in a matter of weeks. Once your camp app is deployed, simply enter new content (news, photos, videos, calendar) from your secure web portal and publish to your app with a click of the mouse.



Contact: Josh Bradshaw
info@campbrain.com

(866) 485-8885
www.campbrain.com

CampBrain has been providing camp management software to 1600+ camps since 1994, with a dedicated staff team of 50+ providing personal, caring support all while building beautiful, intuitive software.



Contact: Michael Ambrose, M.D.
michael@campdoc.com

(734) 619-8300
www.campdoc.com

CampDoc is the leading Electronic Health Record (EHR) for camps! Designed by camp nurses and directors, CampDoc's secure, all-in-one solution manages online registration as well as health forms, allergies, medications, immunizations and much more!



Contact: Dan Konigsberg, Paul Berliner
info@campminder.com

(303) 444-2267
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
javen@campmanagement.com

(855) 599-CAMP
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
hello@funfangle.com

(443) 494-9192
www.funfangle.com/camps

FunFangle removes your operational distractions and gets you back to what matters. Streamline operations in the canteen, eliminate paperlogs in the health center, and conduct a secure camp dismissal. The apps work with branded RFID wristbands and even with terrible wifi! Get a quote today at <https://funfangle.com/camps>



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.



Contact: Gregory Morrow
gregg@ultracamp.com

(888) 791-2080
www.ultracamp.com



UltraCamp provides online registration and comprehensive program management tools, but we are more than our payment processing, form collection, retreat and rental management, custom reporting, and Point-of-Sale. Our team of support technicians provide prompt, personal, responsive assistance and training. Through our individualized training combined with our online help tools, you can feel confident launching your next season's online registration with UltraCamp.

MARKETING



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: Renee Kilpatrick
info@thecampany.com

(302) 524-2267
http://thecampany.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 Campany take care of you.

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!

zeeba

Contact: Eyal Leeder
eyal.leeder@drivezeeba.com

(619) 990-0413
www.drivezeeba.com

With a variety of solutions including electric vehicles, 7, 12, and 15-passenger vans, and more, Zeeba is dedicated to providing automotive solutions for businesses of all sizes. Offering unlimited mileage, full maintenance, and roadside assistance coverage, Zeeba fleet management includes everything you need to get started. We are dedicated to improving fleet solutions for small businesses, and partner with you to make every experience unforgettable!

