

2018 WAIC BUYER'S GUIDE

When making those important purchasing decisions for your camp, please consider our wonderful Business Affiliates first! Not only do these companies help support WAIC at the conference and throughout the year, they are an integral part of our organization through encouraging best practices, sharing knowledge, and their valuable friendships.

For your convenience, each Business Affiliate contact, phone number, website, and brief description of their product or service is listed on the following pages.
You can also visit www.WAIC.org for a quick link to their website!



The companies listed herein are dues paying 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.

1218 App Team

Contact: Alexandra Linyard
alexandra@1218team.com
Phone: (858) 353-APPS

www.mycampapp.com

1218 App Team is an established software company located in San Diego, CA. In 2016 the team launched myCAMPapp – a top-quality, affordable, customizable app designed specifically for camps. Your app will wow parents and empower your staff to be more efficient. Features include; unlimited targeted push notifications, unlimited photos and videos, calendar of activities, contacts, locations, and more. It's a secure, easy to use, turn-key solution. myCAMPapp is camp-tested and parent-approved! Contact sales@1218team for a demo or tweet to @myCAMPapp.

413 Strengthgear

Contact: Donna Holmes
donna@413sga.com
Phone: (903) 939-8536

www.413sga.com

413 Strengthgear is a graphic design company that began providing apparel to camps over a decade ago. If you have not received our 2018 Apparel or Gift catalog please contact us. Whether it's 413's template designs or your custom designs, the results will be products your campers will love. Your passion is your campers; our passion is product delivery with personalized customer service!

829 Studios

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

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.

AMSkier Insurance

Contact: Henry Skier, Jeffrey Skier, Aimee Skier
HenryS@amskier.com, JeffreyS@amskier.com,
AimeeS@amskier.com www.amskier.com
Phone: (570) 226-4571 Fax: (570) 226-1105

AMSkier is a family business founded in 1920. Now in its third generation, Henry, Jeffrey, and Aimee lead a dedicated and inspired staff and safety partners. AMSkier is proud to be an insurance provider and strategic partner for America's Finest Camps. In addition, AMSkier has made a mark insuring many fine businesses and personal relationships across the country and is known for bringing innovative, creative, helpful initiatives to their clients.

AllCampJobs.com

Contact: Nadia Gruzd
nadia@campnursejobs.com www.allcampjobs.com
Phone: (858) 229-5939

AllCampJobs.com is designed to introduce job seekers to camp employers. For employers, we offer an affordable alternative to reach staff through our niche job board. We are the best recruiting resource available. For job seekers, we strive to find the widest variety of camp jobs by partnering with leading camps across the nation. At no charge, job seekers place their resumes online and have interested employers contact them, and/or contact employers directly.

Arthur J. Gallagher & Co.

Contact: Darrow Milgrim, Managing Director School & Camp Practice
darrow_milgrim@ajg.com www.ajg.com, www.chapmanins.com
Phone: (818) 539-8668

Arthur J. Gallagher & Co. Insurance, Risk Management & Employee Benefits Consulting; where experience makes all the difference! Our services are custom fit to help mitigate your risks at camp while minimizing costs and include loss control, claim advocacy, crises management & disaster recovery. As a strategic partner, we can help you navigate 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.

Bunk1.com

Contact: Rob Burns
rob@bunk1.com
Phone: (888) 465-2267

www.bunk1.com

Established in 1999, Bunk1 has been exclusively serving the camp community for 18 years. Since that time, our products and services have evolved tremendously but our mission has remained the same: To continually enhance the summer camp experience for everyone involved, while maintaining the traditions and unparalleled childhood experience offered by our partners. Get in touch for affordable web design, parent communication tools, or an all-inclusive camp management platform.

California Camp Realty

Contact: Cory Jones californiacamprealty@gmail.com
www.californiacamprealty.com
Phone: (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, 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.

Camp America

Contact: Elizabeth Duffy
eduffy@aifs.com www.campamerica.aifs.com
Phone: (800) 727-8233

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!

CampBrain

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

At CampBrain, we are passionate about management and online registration software for camps and conference centers. Since 1994, we have served more than 1100 organizations with our fully-featured, web-based software. Our team of over 40 people is dedicated to providing personal, caring support and building beautiful, intuitive software that people love to use.

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

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Camp Company



Responsive Web Design · SEO/SEM · Marketing Concierge · Hosting · Mobile Apps · Print Design

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

Special thanks to WAIC for enriching the lives of children for over 66 years.

Camp Channel

Contact: Eric Beermann
info@campchannel.com
Phone: (970) 728-7035

www.campchannel.com

Online since 1995, the Camp Channel provides camper and staff recruitment listings for camps and summer programs; striving to be an effective leader in a rapidly expanding digital information age. In addition to housing a wide range of camps within its core website, the Camp Channel also maintains two more specialized camp directories: VerySpecialCamps.com (special needs) and CampRentalChannel.com (group rentals).

Camp Counselors USA

Contact: Mike Fried
camps@ccusa.com
Phone: (800) 999-2267

www.ccusa.com
Fax: (415) 339-2744

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.

CampDoc.com

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

www.campdoc.com

CampDoc.com is the leading electronic health record system for camps, offering free online registration, travel and emergency medical protection, discounted camp medical supplies, 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.

Camp Leaders

Contact: Ivy Cohen
usa@campleaders.com
Phone: (866) 803-7643

www.campleaders.com

Fax: (203) 621-3364

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!

CampMinder

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

www.campminder.com

Fax: (646) 478-9661

Just one of the many, many ways CampMinder can help: Piles of paper and bulky parent mailings are an ancient artifact. Parents have accounts through your website tied to their records in your web-based system. You can access everything from your phone. Parents see real-time status of all forms and complete them online. Forms requiring signatures are returned by fax, and scanned documents are automatically stored in your database to print at any time.

CampNurseJobs.com

Contact: Nadia Gruzd
nadia@campnursejobs.com www.campnursejobs.com
Phone: (858) 229-5939

CampNurseJobs.com is designed to introduce healthcare job seekers to camp employers. For employers, we offer an affordable alternative to reach staff through our niche job board. We are the best recruiting resource available. For job seekers, we strive to find the widest variety of camp jobs by partnering with leading camps across the nation. At no charge, job seekers place their resumes online and have interested employers contact them, and/or contact employers directly.

[Camp RIGHTSLEEVE](http://CampRIGHTSLEEVE.com)

Contact: Alexis Goldenberg
alexis@rightsleeve.com www.camprightsleeve.com
Phone: (877) 975-3383

Camp RIGHTSLEEVE designs innovative and on-trend merchandise programs for camps across North America. Since 2000, we have built custom branded apparel programs, offered online ordering solutions, and guaranteed outstanding service and on time delivery. Camp RIGHTSLEEVE's award-winning team has a combined 40 years of camp experience, and a passion for design and technology. This passion is the foundation of our nearly two

[CampSite](http://CampSite.com)

Contact: Todd Browning
todd@campmanagement.com www.campmanagement.com
Phone: (855) 599-CAMP

Designed by Camp Directors for Camp Directors, CampSite's intuitive, user-friendly and affordable Camp Management Software solution will take the stress out of managing your camp with easy Online Registration, Billing, Medical Management, Program Scheduling and more!

[Challenge Works Inc](http://ChallengeWorksInc.com)

Contact: Kennerly de Forest
info@challengeworks.com www.challengeworks.com
Phone: (831) 234-4710 Fax: (831) 438-2989

A full service Professional Vendor Member of ACCT offering design & installation, inspection & maintenance, training & certification as well as equipment sales.

[Church & Casualty Insurance](http://Church&CasualtyInsurance.com)

Contact: Rachel Stewart
rachel@churchandcasualty.com www.churchandcasualty.com
Phone: (949) 255-8340

[CIEE Camp Exchange USA](http://CIEECampExchangeUSA.com)

Contact: Tyler Brookings
tbrookings@ciee.org www.CIEE.org/camp
Phone: (207) 274-5685

We partner with American summer camps to provide a unique, transformative cultural exchange experience for campers and counselors alike. Through a simple, seamless recruiting process, we match your camp with high-quality international participants to serve as camp counselors. Not only do you get access to counselors with the specific skills and experience you're looking for, you also add diversity and an international perspective to camp life. We work hard to understand your camp's unique staffing needs based on your mission, goals, campers, and preferences.

[CircuiTree](http://CircuiTree.com)

Contact: Glen Greenstone
glenn@circuitree.com www.circuitree.com
Phone: (877) 800-3390

CircuiTree is the premier comprehensive camp & conference center management software platform. Within one private cloud database, you can manage multiple camp locations, registrations, electronic health records, staff hiring, group rentals, donations, sub-ledger accounting, online store, check-in, activity scheduling, transportation, mass emails, payments, billing, reports, point-of-sale, & more with your computer or mobile device. CircuiTree was created by Kanakuk Kamps in 1995 and has been serving other camps across North America since 2005. We would love to serve your camp!

[Cliq](http://Cliq.com)

Contact: Kenny Brook
kbrook@cliq.com www.cliq.com
Phone: (949) 633-2456 Fax: (714) 862-2154

Cliq® provides turnkey solutions that promote efficient, secure and immediate results for all customers. Cliq® processes electronic payments for businesses of all sizes and across all platforms—from storefronts to the Internet. Cliq® also has prepaid solutions that allow employers to skip old-fashioned paper checks in favor of a stored-value card that operates with the flexibility and security of a debit card.

[Cove Creek Productions](http://CoveCreekProductions.com)

Contact: Brad Magill
brad@covecreekproductions.com www.covecreekproductions.com

Phone: (615) 739-4583

Cove Creek Productions creates quality promotional videos and 360 aerial virtual tours. In addition, we promote the summer camp experience directly to international families through our website AmericanSummerCamps.com.

[Everything Summer Camp](http://EverythingSummerCamp.com)

Contact: Matt DeMuth, Sales Director
matt@cnmfg.com www.everythingsummerncamp.com
Phone: (866) 304-5362

One-stop shop for all of your summer camp needs including personalized trunks, camp apparel. Let Everything Summer Camp set up your free online camp store.

[Fin Fun Mermaid Swimming](http://FinFunMermaidSwimming.com)

Contact: Julie Caravaggio
julie.a.caravaggio@icloud.com www.finfun.com
Phone: (310) 462-9698 Fax: (310) 988-2813

Mermaiding has started a revolution in swimming. We provide a variety of activities perfect for camp, from basic mermaid swimming to mermaid exercise for all ages and skill levels. Use your staff to teach these classes - we have easy-to-follow instructions and we offer special Camp Packages. Call us today to learn more about this growing aquatic activity. Ride the wave and learn to safely implement mermaid swimming at your facility with Fin Fun's Mermaid University Camp Program.



MAKE COOL STUFF WITH US!

Since 1999, CampRIGHTSLEEVE has made the camp shirts that you outgrow but just can't throw away. The hoodies that stretch with time and too much love, with that campfire smell that never completely washes out. The water bottles, towels and sunglasses that live year-round in the bottom of a sandy beach bag. The beanies that keep your ears warm until camp starts all over again.

The CampRIGHTSLEEVE team doesn't just create award-winning merchandise and apparel programs for camps across North America. We make the memories of the best summers of your life.

**CONTACT ALEXIS GOLDENBERG AT ALEXIS@RIGHTSLEEVE.COM
WWW.CAMPRIGHTSLEEVE.COM PHONE: (877) 975-3383**

Camp Rightsleeve

— since 1999 —

Fotaflo

Contact: Jesse Walsh
info@fotaflo.com

www.fotaflo.com

Phone: (855) FOTA123 ext 17

Fotaflo's complete photo and video solution allows camps to provide parents with daily photo updates without the pain of adding extra staff or complications. We're the most affordable camp photo solution; our cost model allows camps to sell or giveaway photos and videos while generating trackable referrals. We provide hardware, software, training, and support while offering parents a way to privately view and purchase photos on site or from home.

Four Iron Apparel

Contact: Jim Gallup
sales@fourironapparel.com

www.fourironapparel.com

Phone: (866) 728-0787

Fax: (303) 786-8872

Local: (303) 786-8868

Jim Gallup has provided quality silk-screen and embroidered logoed apparel, and promotional products on time, to the camping industry for 30+ years. Please contact Jim directly for custom pricing on staff shirts from Antigua, Cutter Buck, Core, and Nike, Softshell Jackets, and camper and staff Next Level T's, performance T's, and hoodies. Tritan plastic and stainless steel drinkware special pricing includes USA made Garyline bottles, and we will beat your current price with a custom quote. EOS lip balm, Tech accessories, inflatable sofa's, logoed phone cases, custom headwear options, and personalized and 4 color dye sublimated beach towels are all available. We thank you for 30+ years of business friendships, and welcome the opportunity to quote on your current projects for 2018.

Fun Express, a subsidiary of Oriental Trading Company

Contact: Josh Mason

jmason@funexpress.com

www.funexpress.com/corporate

Phone: (800) 228-2003 Fax: (800) 228-1002

Make everyday FUN with Oriental Trading Company (OTC) products from FUN EXPRESS! We support WAIC camps by extending a 20% discount off the OTC retail price and FREE shipping on orders over \$125! Fun Express has over 40,000 items including bulk crafts, arts & craft supplies, toy assortments, STEM items, active play and games including name brands you know and trust. Visit our new secure website at www.funexpress.com/corporate or contact your designated representative, Josh Mason at 888-999-0387 today!

FunFangle

Contact: Matt Vahlberg
hello@funfangle.com

www.funfangle.com

Phone: (443) 494-9192

FunFangle is a fast and reliable store credit system for camps. 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! For additional information on pricing, package options, extra features, satisfaction guarantee and WAIC member discount, please visit our website at www.funfangle.com

grUVywear

Contact: Mara Levin

mara@gruvywear.com

www.gruvywear.com

Phone: (855) go-gruvy (464-7889) Fax: (818) 344-7889

Protect your campers and staff from the sun's harmful UVA/UVB rays with a UV protective CUSTOM swimshirt that displays your CAMP LOGO. Choose from our stock color combinations or customize your own. Our breathable/lightweight UPF 50+ dry swimshirts dry quickly so they can be worn both in/out of the water for all day protection. We offer both affordable wholesale packages as well as a parent purchasing program that offers an excellent incentive program.

International Exchange of North America

Contact: Matt Buczek

matt.buczek@iena.org

www.iena.org

Phone: (888) 724-4292

Fax: (888) 724-4292

IENA is a full service Summer Camp staffing company run by and operated by successful former Camp Directors entering our 6th 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.

L. Gaylord Sportswear/Bryan Graphics

Contact: Jody Bryan, Laurie Abbott

jodybryanart@gmail.com

www.GaylordSportswear.com

Phone: (949) 548-5427

Fax: (949) 548-2756

Bryan Graphics and L. Gaylord Sportswear have earned an excellent reputation for satisfying the needs of camps, clubs, private businesses and schools with quality screen printing and embroidery services. They carry a complete selection of sportswear. We do our own artwork; we can take your logo/idea and recreate it in colors and effects that will command attention. Jody and Laurie know to please a customer is to keep a customer. Our quality is the best and our pricing is competitive.

Liberty Clothing

Contact: Anne Joyce

annej@libertyclothing.com

www.libertyclothing.com

Phone: (800) 481-5577

Fax: (905) 671-0699

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.

Manion/Bell Insurance Associates

Contact: Glory Manion

info@manionbell.com

www.manionbell.com

Phone: (213) 387-8294

Fax: (213) 389-5833

Manion/Bell is a "full service" Insurance Agency. We and the markets we represent specialize in camp insurance and offer you the knowledge and expertise that comes from this specialization. We take pride in our personal service and offer a complete line of insurance coverages customized to meet the needs of your camp. We appreciate your support and welcome your calls, questions and of course, your continued and new business.

Markel Specialty Insurance

Contact: Ian C. Garner, Director, Camp & Youth Organization Relations

Igarner@markelcorp.com www.campinsurance.com
Phone: (800) 431-1270 ext.117758 Fax: (804) 965-1689
Direct Phone: (804) 527-7758 Cell: (804) 921-3544

With "The Counselor", Markel's camp insurance program, you'll find expert insurance counselors who can help you with claims, coverage, risk management, and loss control. We pioneered the coverages, forms, and unique extensions that have now become industry best practices.. Markel customers have long benefited from our safety surveys, consultations, training, seminars, newsletters, publications, videos, crisis intervention and loss analyses. For over 75 years, we've earned a reputation for providing state-of-the-art, quality coverage, value-added services, and top-notch service at competitive prices. If you are not a Markel insured camp have your camp's insurance agent/broker request a no obligation quote to compare.

Merchants Fleet Management

Contact: John Cail johncail@merchantsfleet.com
Rick Bell rickbell@merchantsfleet.com
www.merchantsfleetmanagement.com

Phone: (800) 288-6999

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.

Nature-Watch

Contact: Harold Gordon
info@nature-watch.com www.nature-watch.com
Phone: (800) 228-5816 Fax: (800) 228-5814

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.

Nido Structures

Contact: Daniel Goodwin, Alex Booth
dan@nidostructures.com, alex@nidostructures.com
www.nidostructures.com

Phone: (512) 763-0649

Nido Structures provides unique relaxation solutions that keep your trees and campers safe. The Weaver is an 8 hammock village that is free-standing and portable. No need to mix concrete and cut fence posts to allow your campers to hang out together as a group. The Swiftlet is a small, lightweight, and ultra-portable hammock stand that allows campers to hang a hammock anywhere they please. Contact us at 512-763-0649 for more details.

Pay It Forward Processing/Every Swipe Benefits Charity

Contact: Maureen Carew
maureen.carew@pfprocessing.com www.pfprocessing.com
Phone: (858) 771-0076 Fax: (858) 381-5588

Pay it Forward Processing offers the best-in-class service along with great rates. Receive next-day funding, including American Express, no contracts and PCI Compliance assistance at no charge. Our innovative "Every Swipe Benefits Charity" Program helps your business support one of our vetted charities, generate great PR and drive new customers to your business. Our business is to provide your business with more ways to be successful. We really believe that..."Giving Back is a Way of Life" - David VanHeel, Founder/CFO.

Regpack

Contact: Samantha Avneri
sam@regpacks.com www.regpacks.com/camp
Phone: (855) 377-7707

Regpack provides family friendly registration for any size camp! Regpack enables camps to register campers quickly and effectively. Regpack's technology enables individualized camp registration packages, while seamlessly integrating online payments and providing a sophisticated yet intuitive camper management platform. Our partners see higher conversion rates of users completing their application and making their payments on-time, so you can focus on the things that are more important, like program development and time with your campers!

Rocky Mountain Sunscreen

Contact: David Erickson
derickson@rmsunscreens.com www.rmsunscreens.com
Phone: (888) 356-8899 Fax: (303) 940-9809

Rocky Mountain Sunscreen is oxybenzone, fragrance and nut oil free. RMS brings 3 separate sun protection programs to your camp: 1. Protect your campers with broad spectrum sun protection with cost effective gallon and quart pump dispensers. 2. Train your employees to protect themselves and their children with RMS Bulk sunscreen protection. 3. A custom label sunscreen and lip balm program is available to help you promote your camp and sun safety to your clients, parents and employees.

RPS Bollinger Sports & Leisure

www.RPSins.com
Phone: (877) 794-3113 Fax: (845) 794-0548

RPS Bollinger Sports & Leisure is a camp and sports camp insurance specialist. We work directly with camp owners throughout the U.S. who rely on us to provide comprehensive, competitively priced insurance programs and trusted risk management advice. Count on us for more!



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info@stickersandmore.com

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CUSTOM PRINTING & DESIGN SINCE 1995



Signature Research Inc.

Contact: Michael Johnson
mjohnson@signatureresearch.com

www.signatureresearch.com

Phone: (770) 577-8048 Fax: (770) 577-8053

Signature Research is a full service design/build challenge course company serving clients domestically and internationally since 1979. We design, construct and provide training for challenge courses, climbing walls and canopy/zipline tours. We are a Professional Vendor Member of the Association of Challenge Course Technology.

Stickersandmore.com

Contact: Toby Hancock
toby@stickersandmore.com www.stickersandmore.com
Phone: (888) 644-7745 Fax: (812) 644-7745

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.

The Company

Contact: Renee Kilpatrick
info@thecompany.com
Phone: (302) 524-2267

<http://thecompany.com>

Let The Company take the heat off this summer... You concentrate on creating the memories that keep campers coming back... For Generations. The Company brings two decades of camp-centric experience, marketing savvy and top notch skills, to help plant your flag on the World Wide Web. We offer a wide range of services including website design, hosting, tech support, mobile apps, logo and print design. You take care of the campers... let us take care of you.

Trinity/HPSI

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

Trinity has over 2000 members in all 50 states and Canada that save more than \$11,000,000 annually - often without changing anything they do, with Sysco, U.S. Foods, GFS, FSA, Grainger, Lowe's, HD Supply, New England Camp Discounter, Mattress Factory, Office Depot, Staples, In The Swim, Suburban Propane, Ferrellgas, Sherwin-Williams and many more. No cost for membership - no obligation. You decide which agreements are beneficial. For a complimentary analysis of your foodservice savings opportunity contact: travis.claypool@trinity-usa.net.

Ugly Mugz

Contact: Ryan Kelley
sales@ugly-mugz.com
Phone: (580) 583-9654

<https://ugly-mugz.com>

Ugly Mugz are a favorite of camps and campers alike! For over 30 years Ugly Mugz have been capturing memories of campers adventures from canoeing and hiking to those first nights slept in a tent or away from home at all. Ugly Mugz hold more than drinks, they hold a lifetime of memories. We offer wholesale pricing to camps with a minimum order of only 96 mugz!

U.S. MATTRESS FACTORY, INC.

Contact: Peter Duncan
directmattress@aol.com www.themattressfactory.com
Phone: (817) 334-0361 Fax: (817) 332-2755

We have been supplying camp mattress's, replacement covers, bunk beds, innerspring dorm mattress's and more to many camps across the USA. Please call for a quote today! The mattress factory since 1896.

UV Skinz

Contact: Gerri Rusch
camp@uvskinz.com
Phone: (877) 887-5469

www.uvskinz.com

UV SKINZ UPF 50+ SUN & SWIM SHIRTS

Protect your campers from sunburn with UV Skinz. Customize with your logo and create a profit center for your camp. Comfortable, convenient, and cool! Our UPF 50+ fabric blocks out over 98% of the sun's harmful rays. Multiple color options. Save Time, Money, & Mess Using Less Sunscreen. One application, all day protection.

West Coast Sailing

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

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 water-front 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.

WorkBright

Contact: Chappelle Ryon, David Secunda
chappelle@workbright.com, david@workbright.com
www.WorkBright.com

Phone: (844) 370-1783

WorkBright takes the cumbersome and traditionally paper-heavy process of onboarding and puts it all online. We make it possible for new employees to fill out their W4s, upload photos of licenses and certifications, sign digitally, and complete any and all paperwork from their laptop, tablet, or smartphone before they show up for their first day on the job.



**HYATT LAKE TAHOE • INCLINE VILLAGE
NOVEMBER 7-10, 2018**