



# 2020 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 (with link), and brief description of their product or service is listed on the following pages. You can also visit [www.WAIC.org](http://www.WAIC.org) for a directory.**

*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.*

## 413 Strengthgear

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

[www.413sga.com](http://www.413sga.com)

*Summer camps create lasting memories and 413 Strengthgear creates memorable camp merchandise to share those memories. The passion of 413 is to build camp to vendor relationships throughout the design and order process. When working with 413 you are allowing us to help tell your story one T-Shirt, water bottle or staff shirt at a time. We know your time and resources are valuable which is why we offer; no screen fees, no design fees and no shipping fees for qualifying camp apparel orders. Since 2003 our belief has been in creative design, personalized customer care and dependable product delivery.*

## 4points Expeditions

Contact: Mathew May  
info@4pointsguides.com  
Phone: (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.*

## 829 Studios

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

[www.829llc.com](http://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.*

## AMSkier Insurance

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

[www.amskier.com](http://www.amskier.com)

*Since our founding by Abe Skier in 1920, AMSkier continues to go beyond insurance. We build trusting relationships in addition to providing valuable resources for our clients and friends. As a third generation family business, we make it our priority to give exceptional care and foster partnerships that last decades.*

## Arthur J. Gallagher & Co.

Contact: Darrow Milgrim, National Director School & Camp Practice  
darrow\_milgrim@AJG.com  
Phone: (818) 539-8668

[www.AJG.com](http://www.AJG.com)

[www.chapmanins.com](http://www.chapmanins.com)

*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](http://www.AJG.com) or call 866-304-2300 x 8668 for a camp consultant near you.*

## Bunk1

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

[www.bunk1.com](http://www.bunk1.com)

*Keep your parents engaged in the camp experience using the Bunk1 mobile apps for parents and staff. Check out our facial recognition, custom push notifications, social media integration, news from camp, text alerts, Bunk Notes & Bunk Replies. Give mom and dad something to smile about!*

## California Camp Realty

Contact: Cory Jones  
californiacamprealty@gmail.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. 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.*

## Camp America

Contact: Sam Roberts  
sroberts@campamerica.com  
Phone: (800) 727-8233

[www.campamerica.aifs.com](http://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!*

## CampBrain

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

[www.campbrain.com](http://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.*

## Camp Channel

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

[www.campchannel.com](http://www.campchannel.com)

*Online since 1995, the Camp Channel offers website development and maintenance; as well as camper & staff recruitment listings within its core directory of summer camps. Additionally, the Camp Channel also maintains two more specialized camp directories: [VerySpecialCamps.com](http://VerySpecialCamps.com) (special needs) and [CampRentalChannel.com](http://CampRentalChannel.com) (group rentals).*

## Camp Counselors USA

Contact: CCUSA Camp Counselor Team  
camps@ccusa.com  
Phone: (800) 999-2267

[www.ccusa.com](http://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.*

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

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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](mailto:info@thecompany.com) and ask for Renee

## CampDoc

Contact: Michael Ambrose, M.D.

[info@campdoc.com](mailto:info@campdoc.com)

[www.campdoc.com](http://www.campdoc.com)

Phone: (734) 636-1000

*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.*

## Camp Leaders

Contact: Ivy Cohen

[usa@campleaders.com](mailto:usa@campleaders.com)

[www.campleaders.com](http://www.campleaders.com)

Phone: (866) 803-7643

*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](mailto:info@campminder.com)

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

Phone: (303) 444-2267

*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.*

## Camp Rightsleeve

Contact: Alexis Lehava

[alexis@rightsleeve.com](mailto:alexis@rightsleeve.com)

[www.rightsleeve.com](http://www.rightsleeve.com)

Phone: (877) 975-3383

*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.*

## CampSite

Contact: John Aven  
javen@campmanagement.com [www.campmanagement.com](http://www.campmanagement.com)  
Phone: (855) 599-CAMP

*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.*

## Challenge Works Inc.

Contact: Kennerly de Forest  
info@challengeworks.com [www.challengeworks.com](http://www.challengeworks.com)  
Phone: (831) 440-1421 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

Contact: Travis Tjepkema  
travis@ccia.com [www.ccia.com](http://www.ccia.com)  
Phone: (949) 255-8340

## CIEE Camp Exchange USA

Contact: Julia Elliott  
jelliott@ciee.org [www.CIEE.org/camp](http://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.*

Jim Gallup



*You can Depend on  
Four Iron!*

**FOUR IRON**

Embroidery and Silkscreen Apparel  
Corporate Promotional Product Specialist

Phone 303.786.8868  
sales@fourironapparel.com

Toll Free 1.866.728.0787  
[www.fourironapparel.com](http://www.fourironapparel.com)

## Cliq

Contact: Kenny Brook  
kbrook@cliq.com [www.cliq.com](http://www.cliq.com)  
Phone: (949) 633-2456

*Payments by Cliq® PayCard by Cliq Directly deposit and electronically transfer employee wages to a VISA® branded pay-card. 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.*

## Cove Creek Productions

Contact: Brad Magill  
brad@covecreekproductions.com  
Phone: (615) 739-4583 [www.covecreekproductions.com](http://www.covecreekproductions.com)  
*Cove Creek Productions creates quality 360 tours to show-case camps across the country.*

## Enterprise Fleet Management

Contact: Reginald Baker, Morgan Parsons  
reginald.s.baker@efleets.com <http://efleets.com/>  
morgan.b.parsons@efleets.com  
Phone: (818) 267-1532  
*With hands-on management, award-winning technology, and the infrastructure and expertise of Enterprise, the world's largest fleet operator, we'll show you how far an exceptional fleet program can take your organization while saving you thousands.*

## Everything Summer Camp

Contact: Matt DeMuth, Sales Director  
matt@cnmfg.com [www.everythingsummercamp.com](http://www.everythingsummercamp.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.*

## Four Iron Apparel

Contact: Jim Gallup  
sales@fourironapparel.com [www.fourironapparel.com](http://www.fourironapparel.com)  
Toll Free Phone: (866) 728-0787 Local: (303) 786-8868

*Jim Gallup has provided quality logoed apparel on time to the camping industry for more than 30 years. Four Iron specializes in embroidered Staff Polo Shirts, and Softshell, Polar Fleece, and Puffy Jackets manufactured by Antigua, Cutter Buck, Nike, Patagonia, North Face, and Storm Creek. We offer great pricing on silk-screen Gildan camper T's, Soft Hand Printed Fashion Tri-Blend T's, and the soft and durable Pennant 60/40 10 oz. Pullover Hoodie (30 colors). Stainless Steel Drinkware is affordable, and many come with 4 color digital imprints. These 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 2020 include 4 color digital print Logoed Pillows, Sherpa Blankets, Flip-Flops, and 4 color digital print Sunglasses. Please ask Four Iron to quote your promotional items for 2020.*



# Camp Counselors USA

International Staffing Specialists  
Bringing the World to Camp



**CCUSA**

1-800-999-2267  
camps@ccusa.com  
www.ccusa.com

## Fun Express, a subsidiary of Oriental Trading Company

Contact: Josh Mason  
jmason@funexpress.com      [www.funexpress.com/corporate](http://www.funexpress.com/corporate)  
Phone: (800) 228-2003

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. We also print CUSTOM T-SHIRTS! Visit our website at [www.funexpress.com/corporate](http://www.funexpress.com/corporate) or contact your designated camp representative, Josh Mason at 402-939-3053 today!

## FunFangle

Contact: Matt Vahlberg  
hello@funfangle.com      [www.funfangle.com](http://www.funfangle.com)  
Phone: (443) 494-9192

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](http://www.funfangle.com).

## grUVywear

Contact: Mara Levin  
mara@gruvywear.com      [www.gruvywear.com](http://www.gruvywear.com)  
Phone: (855) go-gruvy (464-7889)

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.

## InterExchange Camp USA

Contact: Christian Smith  
csmith@interexchange.org      [www.interexchange.org](http://www.interexchange.org)  
Phone: (800) 597-1722

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.



**Show your support...  
BUY WAIC FIRST!**

## International Exchange of North America

Contact: Matt Buczek  
matt.buczek@iena.org      [www.iena.org](http://www.iena.org)  
Phone: (888) 724-4292

IANA 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. IANA 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, [gaylordspt@aol.com](mailto:gaylordspt@aol.com)  
Phone: (949) 548-5427      [www.GaylordSportswear.com](http://www.GaylordSportswear.com)

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](http://www.libertyclothing.com)  
Phone: (905) 671-2335

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.

## Lux Bus America

Contact: Casey Collier  
ccollier@luxbusamerica.com      [www.luxbusamerica.com](http://www.luxbusamerica.com)  
Phone: (415) 871-8663

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!

## Manion/Bell Insurance Associates

Contact: Glory Manion, Ursula Bell  
info@manionbell.com      [www.manionbell.com](http://www.manionbell.com)  
Phone: (213) 387-8294

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.

# Ride with the coolest camp in town.



Our vehicles give campers a safe, modern and clean space to kick back, hang out and be kids!  
And with our outstanding safety record, we'll make sure everybody gets there securely.



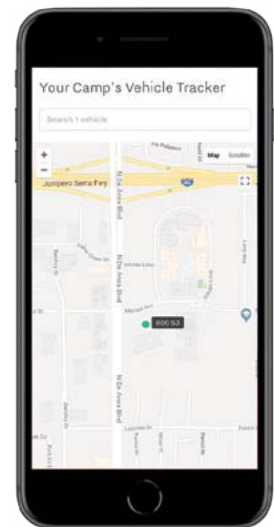
### Real Time Tracking

Vehicles can be tracked and shared with parents with real time updates.



### Safety & Insurance

Vehicle insurance set at \$25M, which truly matters when evaluating vendors.



## **LUXBUS AMERICA**<sup>®</sup>

888-589-2871

[www.luxbusamerica.com](http://www.luxbusamerica.com)

## Markel Specialty Insurance

Contact: Michael Swain, Mary Chris Luck  
michael.swain@markel.com, marychris.luck@markel.com  
Phone: (800) 431-1270 [www.campinsurance.com](http://www.campinsurance.com)  
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

Contact: Rick Bell, Kevin Ryan  
rickbell@merchantsfleet.com, kevinryan@merchantsfleet.com  
[www.merchantsfleet.com](http://www.merchantsfleet.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.

## myCAMPapp

Contact: Alexandra Linyard  
mycampapp@1218team.com [www.mycampapp.com](http://www.mycampapp.com)  
Phone: (858) 345-2777  
Developed by 1218 App Team, myCAMPapp is a top-quality and turnkey mobile solution for camps, designed to make communication with parents an efficient and enjoyable experience. myCAMPapp is engineered to be customized and white labeled for camps. As a white label your camp app will have its own branded app icon - it will be searchable under your camp's name and keywords in the app stores. Parents and staff get a beautifully designed app, branded for your camp. You get full control of all your camp's app content, anytime, real time via a secure and easy to use web content management portal. It's a secure, easy to use, turn-key solution.

## Nature-Watch

Contact: Harold Gordon  
info@nature-watch.com [www.nature-watch.com](http://www.nature-watch.com)  
Phone: (800) 228-5816  
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.

## Pay It Forward Processing-Every Swipe Benefits Charity

Contact: Cade VanHeel  
cade.vanheel@pfprocessing.com [www.pfprocessing.com](http://www.pfprocessing.com)  
Phone: (858) 771-0076

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.

## Project:Camp

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

Project:Camp harnesses the therapeutic power of camp to provide a community-based support structure for children and families. We empower communities to become resilient by deploying trauma-informed pop-up day camps and volunteers to mitigate the effects of trauma after disasters. Through training and education, we are building a volunteer network of camp counselors and professionals to deploy with our TactiCamps.

## Regpack

Contact: Edgar Carrasco  
sales@regpacks.com [www.regpacks.com/waic/](http://www.regpacks.com/waic/)  
Phone: (855) 377-7707

Regpack provides a sophisticated yet intuitive camper-management platform for any sized camp. Regpack's technology enables you to customize the registration flow for your families, including custom discount triggering, automatic billing plans, emails, and dynamic reporting tools. Regpack even embeds seamlessly into your existing website. Our partners see an increase in enrollment-numbers, 75% reduction in non-payment rate and a decrease in operating costs. We'd love to learn more about your camp and how we can help streamline your operations and increase your profitability.

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# Project:Camp

Project:Camp harnesses the therapeutic power of camp to provide a community-based support structure for children and families. We empower communities to become resilient by deploying trauma-informed pop-up day camps and volunteers to mitigate the effects of trauma after disasters. Through training and education, we are building a volunteer network of camp counselors and professionals to deploy with our TactiCamps.

Mikey Latner, Founder/ Co-Executive Director  
310-344-4286 [Mikey@projectcamp.co](mailto:Mikey@projectcamp.co)  
[ProjectCamp.co](http://ProjectCamp.co)



## Rocky Mountain Sunscreen Coral Isles Reef Friendly Sunscreen

Contact: Emily Pihlstrom  
emily@rmsunscreens.com  
Phone: (888) 356-8899

[www.rmsunscreens.com](http://www.rmsunscreens.com)  
[www.coralisles.com](http://www.coralisles.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! Attn: Ocean / water camps - please ask about our new Coral Isles Reef Friendly Sunscreen!

## Signature

Contact: Michael Johnson  
mjohnson@signatureresearch.com  
Phone: (770) 577-8048

[www.signatureresearch.com](http://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.

## Stickersandmore.com

Contact: Toby Hancock  
toby@stickersandmore.com [www.stickersandmore.com](http://www.stickersandmore.com)  
Phone: (888) 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 <http://thecompany.com>  
Phone: (302) 524-2267

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 Company take care of you.



# 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](http://myCAMPapp.com)

## The Redwoods Group

Contact: Bryce Little, Robin Murchison  
blittle@redwoodsgroup.com, rmurchison@redwoodsgroup.com  
Phone: (800) 463-8546 [www.redwoodsgroup.com](http://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.*

## Trinity/HPSI

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

*As the Official Purchasing Partner for ACA, Trinity has over 2500 members in all 50 states that save more than \$11.5M annually - often without changing anything. Vendors include: Sysco, U.S. Foods, GFS, FSA, Shamrock, Ben E Keith, Produce Alliance, Cushman/EZ GO, Grainger, Lowe's, Hillyard Janitorial, HD Supply, New England Camp Discounter, Mattress Factory, Office Depot, Staples, In The Swim, Rinnai Tankless Water Heaters, Suburban Propane, Ferrellgas, Sherwin-Williams and many more. No cost for membership and no obligation - you decide which agreements are most beneficial. For a complimentary analysis of your foodservice savings opportunity contact: [travis.claypool@trinity-usa.net](mailto:travis.claypool@trinity-usa.net).*

## Ugly Mugz

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

*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](http://www.themattressfactory.com)  
Phone: (817) 334-0361

*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! Buy direct from the factory and save!*

## West Coast Sailing

Contact: Chris Brown  
Sales@WestCoastSailing.net [www.WestCoastSailing.com](http://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 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.*

## WorkBright

Contact: Chappelle Ryon, David Secunda  
chappelle@workbright.com, david@workbright.com  
Phone: (844) 370-1783 [www.WorkBright.com](http://www.WorkBright.com)

*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.*

## Zeeba Vans

Contact: David Yang  
david.yang@zeebavans.com [zeebavans.com](http://zeebavans.com)  
Phone: (213) 3306505

*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.*

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