



### 2022 Industry Resource Guide

## Restoration Industry Association

Advocacy. Unity. Progress.

CONTACT

**Christina DeRose** 

Industry Relations Manager 856.437.4742 exhibits.ria@ahint.com



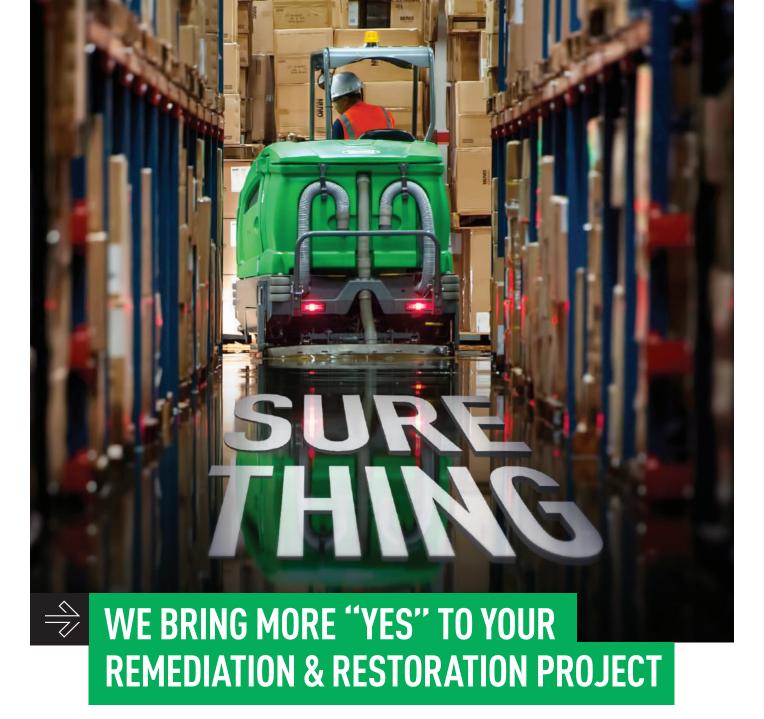
#### A Word of Thanks from the Restoration Industry Association

Welcome to the RIA 2022 Industry Resource Guide! The guide highlights a variety of valuable products and services that can help your restoration business thrive. From equipment, software and training to business development resources, we encourage you to check out all that the Industry Resource Guide has to offer.

Be sure to visit the 2022 RIA International Restoration Convention + Industry Expo Hall to connect with nearly 100 exhibitors offering restoration equipment, tools, and products to meet all of your restoration company's needs.

2022 RIA International Restoration Convention + Industry Expo - Expo Hall Hours		
Monday, April 11th	5:30pm - 7:30pm	
Tuesday, April 12th	10:00am - 11:00am 12:15pm - 1:45pm 5:30pm - 6:30pm	
Wednesday, April 13th	11:15am - 1:15pm	

The Restoration Industry Association thanks the exhibitors, sponsors and advertisers who have made the 2022 RIA International Restoration Convention + Industry Expo possible. Your support and participation are not only critical to the success of the RIA convention, but integral to the success of the restoration industry!



No one knows when disaster will strike. But when it does, people are counting on you to be ready. Experience the difference that a full-service partner can make with the experts at Sunbelt Rentals. With around-the-clock support and a vast inventory featuring everything from lifts, scaffolding, indoor air quality and flooring solutions, we're here to make it happen for your remediation and restoration business.

Visit **sunbeltrentals.com** or call **800-736-2504** to see how we can help.





Scan QR Code to learn more



## IICRC STANDARDS SUBSCRIPTION

Purchase an IICRC Standards Subscription and gain instant access to 1,000s of pages for one low price.

REMIUM SUBSCRIPTION

\$**67**.50\*

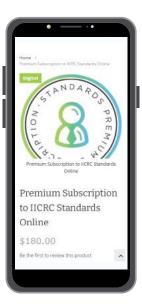
- 1 digital IICRC Standard
- Search and sort specific information on the spot!
- Access your Standard on up to 6 devices.

  (You must download the Adobe Reader software on each device.)



\*Average cost of one IICRC Standard. Prices per Standard range from \$25 to \$150. \$180.00

- 20+ Current and historical IICRC Standards and Reference Guides.
- **20+** IICRC Technical Journals.
- **20+** Informational and technical videos.
- Search and sort specific information on the spot!
- Access your subscription without downloading software. (You must download the Adobe Reader software for single digital Standard purchases.)
- Easy login from any device.



Get industry-recognized standards for cleaning, restoration, and inspection at your fingertips.

Snag your subscription today!

VISIT WEBSTORE.IICRC.ORG

## ABATIX®

## WHERE SERVICE MEETS JPPLY.

**JUST** A FEW OF THE **BRANDS WE CARRY** 















































Since 1983, ABATIX has been serving the restoration, remediation, industrial, construction, and disaster response markets with thousands of products from some of the most trusted brands in the business. ABATIX also offers technology to suit your ordering and reporting needs with web portals, mobile apps, e-procurement integrations, and robust reporting.

#### 14 STRATEGIC LOCATIONS • 70+ KNOWLEDGEABLE REPS

Atlanta • Baton Rouge • Chicago • Dallas • Houston • Jacksonville • Las Vegas Los Angeles • Phoenix • Sacramento • San Antonio • San Diego • San Francisco • Seattle Abatix is a customer-first distributor where service, knowledge, and community matter.





You have your customers back...

Agency 801 has you covered!

April 2022 - find us at booth 704 www.agency801.com









#### **INSTANT ESTIMATE REVIEWS**

Instantly review your insurance restoration estimate for compliance, value, and training.

www.AskAiME.com

Come visit us at booth #322





## Are you missing out on new business?



1 in 3

calls are missed by a restoration business **outside of business hours**.<sup>1</sup>

How much revenue are you leaving on the table, with each unanswered call?



Get 2 months of 24/7 live answering, FREE!

Learn more

www.answerforce.com/partners/ria

<sup>&</sup>lt;sup>1</sup> Figures based on a restoration business project supported by AnswerForce.



## Equipping You for Success<sup>M</sup>

Aramsco is a national distributor providing contractors with products and services that include:

- » Professional Cleaning
- » Truck Mounts
- » Rental Equipment
- » Disaster Restoration
- » **Environmental Safety**

With the largest U.S. footprint in the industry, Aramsco is

#### the strongest team in the business

As a national source, we give customers

#### the widest product offering

We offer choices from over 100,000 items, and local service, support, and the

#### delivery you need, when you need it

Across a wide range of items, we're a critical resource for valuable

#### product and application expertise

Our customers enjoy this valued difference as much as our fast and

#### reliable delivery and competitive prices

We pride ourselves on being

your one-stop shop for success!

With choices from over 100,000 options, including quality products like these:



## Family ['fam-le] noun

A group of people who trust, care about, and look out for each other.

Come Join Ours ଅନ୍ତିକ୍ରିକି



Contact us at Mergers@ATIrestoration.com















Bassett Creek is a dynamic partner focused on making direct investments acquiring top

Restoration and Renovation

companies. Our model is a shared ownership approach. We strive to partner with companies and management teams who share our philosophy and values.

We're the experts you need and the partners you deserve.

Visit us at Booth 131



















## BUILD A STANDALONE CONTENTS BUSINESS THAT STANDS OUT

#### Don't "just do" contents - make it your specialty.

Blue Kangaroo Packoutz provides the foundation you need to build a contents restoration business that stands out from the rest.

- Focused & Specialized Services Distinguish yourself as the go-to contents specialist in your market with advanced contents restoration solutions for documents, art, and more.
- Comprehensive, In-depth Training Learn from experts who helped shape the contents field with industry-leading initial and ongoing training programs.
- Nationwide Contents Opportunities Gain experience and establish valuable relationships with opportunities to access large losses around the country.



The future is bright with Blue Kangaroo Packoutz. Are you ready to jump in with us?

Visit us at booth #215 to learn more.

JOIN OUR BELFOR FRANCHISE GROUP FAMILY!





















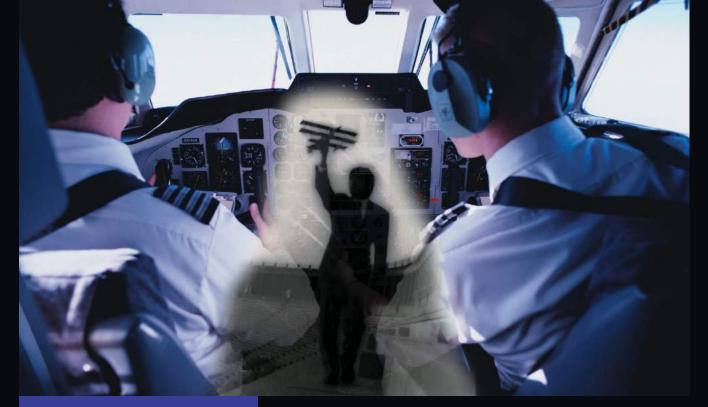




### | NATIONWIDE



Clean reliable equipment. Delivered on time. Personalized service from people you can trust.



#### Business Networks

In today's competitive marketplace, it makes sense to learn from the experiences of others in the industry.

When asked why they joined, Members said:

- Obtain knowledge and skill (100%)
- Improve company performance (98%)
- Improve organization of professional life (96%)

When asked why they continue their membership, answers were:

- Obtain knowledge (100%)
- Improve company performance (99%)
- Enhance commitment to performance (95%)\*

\*The Characteristics and Experience of Business Networks Members, Ezra W. Zuckerman, Ph.D., MIT Sloan School of Management

## Your Co-Pilot To Success

As a member of Business Networks, you'll get what you came for. Each business network is made of non-competing business owners from the US and Canada, who observe and evaluate each other's companies, then work together to learn from successes and to generate solutions to problems. Networks are made of sixteen or fewer businesses of similar size, orientation and annual volume.

What is your vision? Whether you would like to grow, stabilize or sell your business, Business Networks will provide the tools, resources and knowledge base you need. We work on your business, not in your business.

## Business Networks helps you get to your next level!

#### For more information

Visit www.businessnetworks.com, e-mail les@businessnetworks.com, or call 541-729-7272





## The right bank makes all the difference

SBA loan options for small- to medium-sized businesses



BENEFITS THAT FOSTER
THE GROWTH AND OPERATIONS OF
YOUR BUSINESS

**LONGER TERMS** 

FLEXIBLE QUALIFYING CRITERIA

AFFORDABLE FIXED OR VARIABLE RATES

**LOW DOWN PAYMENTS** 



### Matching the right SBA loan with the right business is what we do

**Restoration Industry Association and its members** 

We've crafted a dedicated process to help our community of businesses get approved for the SBA program that's right for them.

- The SBA 7(a) Loan Program is the primary program for providing financial assistance to small businesses. The terms and conditions, like the guaranty percentage and loan amount, may vary depending on each individual transaction. Loan types include standard 7(a), SBA Express, Export Express and CAPLines.
- The SBA 504 Loan Program helps small businesses with long-term financing for capital assets like real estate and major equipment. The intent is to provide financing for investments in facilities, expansion, and job creation.

#### Let's start the conversation.

Email our team of specialists at SBAteam@capitalbankmd.com to learn more.









©2021 Capital Bank, N.A. www.capitalbankmd.com 2275 Research Boulevard, Suite 600, Rockville, MD 20850



## Industry Leader in Mobile Dehumidification

#### **Accelerated Desiccant Drying**

- Can meet every application requirement
- Systems from 600-27,000 SCFM
- Available temperature control
- ETL, ETL-C and CE Rated

## **Temporary Humidity Control Applications**

- Industrial Preparation and Surface Coatings
- New Construction Dehumidification
- Water Damage and Restoration
- Mold and Fungus Prevention
- Corrosion Protection for Industrial Storage



















## JOIN OUR NETWORK AND EXPAND YOUR BRAND

Every year, we partner with experts like you and the largest insurance carriers in the country to help tens of thousands of families who have suffered property damage. We will work with the adjuster, create the estimate, and also build a defensible file so you can focus on the insured.

When you join the CodeBlue network, you're also being welcomed into the Accuserve family. Accuserve is the parent company of CodeBlue, Madsky, and Accuwin, three leading managed repair companies that specialize in interior and exterior restoration. Having access to multiple networks will create the opportunity to go beyond water mitigation and offer roofing and windows services.

## Benefits of Joining Our Network

#### **Access to Multiple Networks**

There is no cost to join the network or an annual subscription fee. You'll also have access to our sister networks so that you can offer more services to homeowners.

#### A Competitive Advantage

Our property restoration networks will give you claim opportunities that your competition won't have.

#### **Performance Based Referrals**

We work with both independents and franchises. How well you take care of the policyholder matters more than the size of your business.



Ready to join our network and receive claims from the nation's top carriers?

Scan here to begin the registration process!

You can also reach out to us at: JoinCodeBlue@codeblue360.com

## STOP TRYING TO SEARCH FOR THE ESTIMATING UNICORN.







# Simplify Water Damage Restoration with Encircle Hydro

Meet the app designed to dry a building and put a drying expert in the pocket of every technician

Learn more at getencircle.com/hydro





#### **About Driscoll & Driscoll Insurance Agency**

Driscoll & Driscoll has been a staple in the fire/water restoration industry for over 20 years. We are contractor owned and dedicated to your industry. If you need an agent with the expertise to guide you through the various insurance requirements and make sure that your enterprise risk management is handled properly, we can help. We are a full-service agency and support contractors in all 50 states. Reach out to us for guidance on:

- Workers Compensation
- General Liability
- Pollution Liability

- Professional Liability
- Commercial Auto
- Cyber Liability

- Employment Practices Liability
- Surety Bonds
- And much more

#### Ross Driscoll Jr. - jr@driscollanddriscoll.com Driscoll & Driscoll Insurance Agency

41235 11 Street West Suite B Palmdale, CA 93551 Phone: (661) 266-9390

#### We have the flexibility to help you through either agency.





#### **About National E & S Insurance Brokers**

Your local agent must use the services of a wholesale surplus lines broker to gain access to a number of policies that are required by TPA's, franchisors, and others. With reduced pricing and some of the broadest policy forms available, our carrier relationships are unparalleled, where your local agent will benefit from our expertise and knowledge of your industry. We are happy to work with your agent, as often times they are one of your best referral resources and we certainly do not want to get in the way of that.

Integrity. Expertise. Dedication. Excellence

Ross Driscoll Jr. - jr@nationaleands.com
National E& S Insurance Brokers, Inc.
In CA dba Environmental E&S Insurance Services, CA Insurance Lic. #0F09690
200 S. Virginia St. Suite 625 Reno, NV 89501 Phone: (775) 507-2530





Any Estimate, Anywhere, Any Time







#### **Epic Estimates Pricing Structure**

You can't afford not to use us.

www.epicestimates.com

#### Restoration Estimate

w/ Sketch Provided in ESX

1% of the Estimate

#### \$100 Deposit Minimum

- For a \$100k estimate, the minimum charge would be \$1,000
- Any dollar over the \$100k switches to 0.75%
- Any dollar over the \$200k switches to 0.5%
- Any balance due will be invoiced at the end of the project.





"If you want to build a ship, don't drum up people to collect wood and don't assign them tasks and work, but rather teach them to long for the endless immensity of the sea."

-Antoine de Saint-Exupery

#### Restoration Starts Here."

- · Water Damage Restoration
- Fire & Smoke Damage Restoration
- Mold Remediation
- Reconstruction Services



fleetresponsenow.com

GMINC

NATIONWIDE EQUIPMENT RENTALS POWERATORS

POWERATORS

DISTRIBUTION

DESICCANT

DEHUMIDIFIER

CILIMATE

CONTROL

DRYICE BLASTER

EQUIPMENT





## Technical Drying Support for Restoration Contractors **EQUIPMENT • TECHNOLOGY • EXPERTISE**

Call Us 24/7/365 Nationwide

(228) 363-2891

info@intldryingsolutions.com www.intldryingsolutions.com

No Commercial Loss is too Large or Small!

#### RESPONDING IN 12 HOURS OR LESS

in most locations



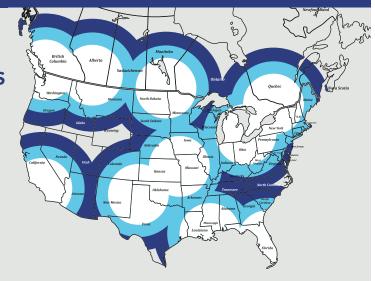




#### There is a IDS Depot near you!

IDS' trained professionals employ a wide range of state-of-the-art equipment to help deliver solutions timely and efficiently:

- desiccants
- DXDH
- air conditioning units
- heaters
- air scrubbers
- air movers
- dehumidifiers
- and more



## Reduced Overhead. Increased Profit.

### Win Win.







Spend less time with tasks that aren't necessary so you can manage your business efficiently.



**Booth #134** 



## LARGE LOSS MASTERY

Specialized Training Events





Estimating, Scoping, Contracting





Project Management, Invoicing



The Fastest Estimating Tool IN THE INDUSTRY!

www.LargeLossMastery.com

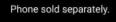


and new Axis motorized mount give you the power to easily take your spaces online.



Matterport AXIS®

**LEARN MORE** 



Matterport

#### WHO WE ARE

Jon-Don supplies all you need to keep everything clean and looking its best—from microfiber towels to floor grinders to training for your teams—we're here to help you tackle your toughest jobs.

#### WHAT YOU GET



#### **REAL-WORLD KNOWLEDGE**

- Highly-trained sales reps with years of industry experience
- Hands-on learning opportunities
- Year-round training schedule
- Robust, informative website with 24/7 ordering



#### **ROLLED-UP SLEEVES**

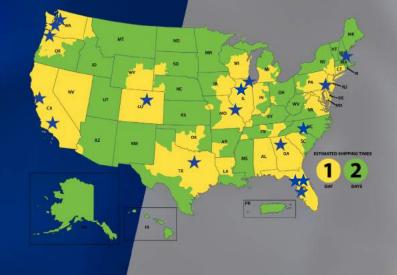
- On-site equipment demos
- Factory-trained repair services on all equipment
- One-on-one training on new equipment purchases



#### **ROCK-SOLID RELIABILITY**

- The best 30-day guarantee in the industry
- Same-day shipping
- The industry's most-competitive pricing
- Rental showrooms and shipping centers throughout the continental US







## **Your Training Team**

IICRC Certification Classes
Subrogation Training
Private Classes
Custom Training
Corporate Training Programs
Consulting
Expert Witness
Litigation Support
File Review

Register for classes at

LearnToRestore.com

or call

(775) 771-3941



**IICRC Classes Now Online!** 

See us at RIA Booth 331!



LearnToRestore.com

## Insurance for <u>Restoration</u> and Remediation <u>Professionals</u>

#### **YOUR ONE-STOP-SHOP FOR:**

GENERAL LIABILITY
CONTRACTORS POLLUTION LIABILITY
PROFESSIONAL LIABILITY



Over 10,000 Professionals Trust OREP with Their Insurance

#### **Insurance Designed Specifically for Firms like YOU**

- One Policy, Full Coverage: Eliminates irresolvable coverage gaps between separately purchased GL and CPL policies
- **Meets Your Requirements:** Policy is designed to comply with the insurance requirements of most franchise organizations plus the networks of Alacrity, Crawford, Nexxus, etc.
- Coverage for fungus, mold, plus bacteria / category 3 water-Coverage provided on a "presence of" basis does not require a pollution release, escape, dispersal to trigger
- Third party site pollution coverage available
- No subcontractor restrictions; No separate CPL exclusions for lead, asbestos, or silica

**Visit OREP.org/RR or Call (888) 347-5273** 



## Experience the POWER of partnership.

As restoration service professionals, we share a common goal: to ensure a successful resolution of every property loss. However, success in today's market means having the right strategic vision to compete locally, regionally, and nationally. But what if there was also a way to share our successes? When you join Restoration Affiliates, you are joining top-quality companies across the U.S. that are committed to providing the highest-quality commercial, industrial, and residential restoration services through shared resources, relationships, and support.

#### NATIONAL COVERAGE, LOCAL EXPERTISE

The national network for disaster restoration companies.



Mitigation • Restoration Remediation • Reconstruction

#### PROFESSIONAL DEVELOPMENT

As an RA Affiliate, you'll have the opportunity to refer projects, make introductions, and co-market with other top companies to:



- Share best practices with top market leaders
- Access national equipment, labor, and resources
- Develop marketing skills and capabilities for growth



#### **DIRECT BUSINESS BENEFITS**

By partnering with proven industry leaders, RA Affiliates expand their business opportunities and service capabilities. You'll benefit from:

- A shared, strategic platform to compete for national accounts
- The ability to service larger clients outside your current service area
- Expanded regional emergency response capabilities
- Access to a national member-to-member project referral program







#### WHY JOIN A NETWORK, WHEN YOU CAN OWN ONE?

RA maintains the highest standard of membership for the long-term strategic and mutual benefit of our affiliates. Request a membership application at www.restorationaffiliates.com or call (855)727-8254. We look forward to having your firm participate in our shared success.

## Join us at BOOTH 219



Register for your confidential

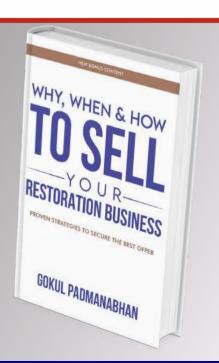
Coaching Session

Tuesday, April 12

**REGISTER HERE** 

Maximize the value of your business *before* it goes to market.

Pick up your free copy of <u>Why, When & How to Sell</u> <u>Your Restoration Business</u>, and enter to win a Yeti Cooler Bag!



Built for restoration professionals.

## Finally, a corporate card that meets your terms.

- Up to 1.75% cash back
- Flexible repayment terms
- No fees





You deserve better. Using Restoration Manager to manage your repair jobs means you can do more with less (and far quicker). Use this cloud-based job management solution to track your jobs while protecting assets and managing work orders. And because you're able to keep everyone up to date in real time, you'll increase overall productivity.

Improve your workflow, grow your business, and manage your jobs better. Much, much better.

#### Contact us:

- **\** 800-583-8474
- RMsales@verisk.com
- Restorationmanager.net

## Serious Guns



## Serious Estimates with Serious Results

LET OUR TEAM OF EXPERTS DO THE HEAVY LIFTING

Fully Certified Xactimate Experts









SOLUTIONS FOR YOU

469-443-4006 | SFYOFFICE.COM

Every disaster, from a CAT loss to a seemingly minor emergency, can be devastating – in any sector. United Rentals can help keep interruptions and recoveries brief with our restoration and remediation equipment and solutions.

## Restoration & Remediation Solutions



#### **Expertly Maintained**

 Quality units maintained by the same experts who service our over \$14 billion fleet

#### **Quality Equipment**

 Quality equipment, sourced directly from top-tier manufacturers

#### Safety as our top priority

We will achieve our purpose by being:

- United in safety
- Focused on our customers





#### RESPOND QUICKLY, FROM ANYWHERE.

When hit by the unexpected, your customers rely on you to promptly mitigate interruption and loss. With the largest network of locations of any equipment rental company in North America, we're always nearby with the assets you need. Wherever catastrophe strikes, we'll help you get the job done fast.

#### GET THE RIGHT EQUIPMENT FOR THE JOB.

With more than \$14B in rental fleet, from response trailers to aerial platforms to pump solutions and more, we've got the equipment you need to recover and rebuild from disasters of any size. Wind and storm, fire and smoke, water release and mold – we've got you covered.

#### **KEEP OPERATIONS RUNNING.**

When it's your business to keep businesses running, you need more than just equipment. You need a partner to work with in tandem, from implementing on-site power distribution to setting up air circulation and drying solutions. Whatever support you need, we can help – so you can keep your customers' lights on and doors open.

#### For more details, prices and availability please contact:

#### **Bradley Lankford**

Sr National Account Manager US/Canada blankford@ur.com 281.840.1760

#### Doug Distel

National Account Manager US/Canada dodistel@ur.com 216.386.9143

#### Nic Ciarcia

Strategic Account Manager Enterprises US/Canada nciarcia@ur.com 813.468.3583

#### Hugo Castro

Strategic Account Manager West US Region hucastro@ur.com 813.465.2402

#### **Brian Thomas**

Strategic Account Manager Southeast US Region bthomas@ur.com 704.523.2901

#### Sean Speight

Strategic Account Manager Mid-Central US Region pspeight@ur.com 615.979.0745

Phil Faherty Strategic Account Manager Northeast US Region pfaherty@ur.com 617.750.6698

#### Karina Cobos

Key Account Coordinator kacobos@ur.com 813.362.8729

#### Anthony Losquadro

National Account Consultant alosquadro@ur.com 980.867.9079

#### **POWER & HVAC**

Generators
Power Distribution
Dehumidification
Drying/Air Moving
Cooling
Heating
Hydroxl Machines
Emergency Response Trailers

#### **TOOL SOLUTIONS**

Tools
Lifting Gear/Rigging
Tile Scrappers
Scrubbers
Dry Ice Blasters

#### **GENERAL RENTAL**

Aerial
Compressors
Breakers
Power Washers
Material handling/Forklifts
People movers/carts
Lighting (Ext/Int)
Dirt Engaging

#### **SAFETY SOLUTIONS**

Trench Safety Solutions Gas Monitoring Safety Training Courses Barricades and Signs Road Plates

#### **ADDITIONAL SOLUTIONS**

Pumps Solutions
Toilet Trailers & Shower Trailers
Sanitation Stations
Drones
Portable Toilets
Temporary Fencing
Dumpsters



# /ioland

=Xecutive



## UNLEASH PEAK PERFORMANCE

JUNE
15 - 16, 2022

A college-level curriculum specifically tailored for leadership and management of small businesses in the restoration and cleaning industries.

Owners and managers of cleaning and restoration companies will be able to expand their abilities relevant to leading their small businesses. During the 2-day program, you can take high-level training courses in four categories.



Summit

Leadership





Sales and Marketing



Finance

Courses focus on critical areas such as sales and marketing, profitability, leadership training, hiring top-talent, and overcoming industry-specific challenges.

#### **OPPORTUNITIES BEYOND THE CLASSROOM**

World-Class	Leadership	Professional
Faculty	Skills	Networking
Industry Vendors	Diploma	Interactive Learning

+1 330 966 0700 programs@violand.com violand.com



If you are a residential or commercial contractor looking to build your business, enhance your reputation, and reach new levels of professionalism, we invite you to join Crawford®'s Contractor Connection®.

As the premier managed repair network for over 20 years, we work with the nation's leading insurance carriers to handle more than 500,000 general and specialty assignments annually. Our elite network represents the industry's highest standards of quality and performance, contractors who consistently deliver exceptional service in a shared purpose to restore and enhance lives, businesses and communities.

Discover new and exciting opportunities to grow through partnership, recognition and training with Contractor Connection.

**General Contractor and Emergency Services** 

6,000 contractors globally | 500,000 assignments annually | \$3B annual project costs

24/7/365 | recruiting@contractorconnection.com | contractorconnection.com | 800.586.9585