2023 Industry Resource Guide

Restoration Industry Association

CONTACT
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Welcome to the RIA 2023 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 2023 RIA International Restoration Convention + Industry Expo Hall to connect with over 100 exhibitors offering restoration equipment, tools, products and services to meet all of your restoration company's needs.

### 2023 RIA International Restoration Convention + Industry Expo Expo Hall Hours

<table>
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<tr>
<th>Day</th>
<th>Time</th>
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<tr>
<td>Monday, April 24th</td>
<td>5:30 pm - 7:00 pm</td>
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<tr>
<td>Tuesday, April 25th</td>
<td>11:20 am – 1:40 pm</td>
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<td>Wednesday, April 26th</td>
<td>11:15 am – 1:15 pm</td>
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The Restoration Industry Association thanks the exhibitors, sponsors and advertisers who have made the 2023 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!

**Thank you for your support!**
BRINGING MORE “YES” TO YOUR REMEDIATION & RESTORATION PROJECT

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.
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Los Angeles • Phoenix • Sacramento • San Antonio • San Diego • San Francisco • Seattle

Abatix is a customer-first distributor where service, knowledge, and community matter.
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Being a part of the Accuserve Contractor Network is like having a growth-focused partner by your side to help accelerate the development of your business. We're built to provide you the things you need - jobs from the nation’s most preeminent carriers, administrative support, continuing education, and more - allowing you to focus on what matters most - growing your business.

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HEPA Pro UV Air Scrubber Specification Sheet

Purisystems Commercial Portable HEPA Air Cleaner
Built UV-C Light, Professional Water Damage Restoration for Air Scrubber | up to 2000 CFM | Stainless steel

PROVEN PERFORMANCE

- Superior purification performance
HEPA Pro UVGI Air Scrubber features built-in UV-C light technology, the perfect combination of UV disinfection function a three-stage filtration system that can quickly capture contaminant particles as small as 0.3 um, filter out most molds and viruses, and destroy 99.97% of the air at the source. Airborne pathogen structures that inactivate viruses and kill microorganisms. It also cracks the most stubborn odor molecules, effectively improving air purification.

- Safe and efficient, with stable structure
The entire machine is made of a one-piece stainless steel housing, which is strong and reliable, and also has some corrosion resistance. The control panel is equipped with a marine circuit breaker and a differential pressure gauge. It keeps the machine running smoothly and reminds you to change the filter regularly to improve the operational performance of the washing machine, making your operation safer and more efficient. In addition to the pre-filters, our washers use many filter materials. This combination allows you to use our filters as often as possible, reducing the cost of replacement.

- High air volume and low noise
HEPA Pro UVGI air scrubber has a 3-stage wind speed control (800/1400/2000 CFM), covering a wide range up to 20000 cu.ft. At the same time, the high-quality low noise motor helps us limit the noise to 70dBA, and the ultra-quiet rollers that roll smoothly won't make you worry about noise. It's widely used to clean the ambient air in workplaces, enclosed spaces, mold, asbestos and lead remediation, commercial or factory buildings, medical facilities, etc.

Features

- cETL Certified ✓
- Over 2000 cfm on High Speed ✓
- UV-C light disinfection ✓
- 3-stage Filtration, Pre Filter/ClapboardFilter/UV-C light ✓
- The Mechanical structure is stable and durable ✓
- Filter life reminder ✓
- Filter Change Light ✓
- Ultra-quiet bottom pulley ✓
- Power Cord Storage Function ✓
- 23ft AC cord with cord management ✓
- Maintenance Free Bearing Motor ✓
- Run Time Hour Meter ✓
American Restoration is proud to become an enterprise member of the RIA. We look forward to working together to promote the interests of the restoration industry and the lives of the people it touches every day.

The American Restoration family directly operates 8 entrepreneurial brands, employing over 650 team members across the United States; each a leader within their respective markets. Our foundation has been developed from over 40 years of industry experience with a culture built on strong customer service principles and a local focus.
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Aramsco is a national distributor providing contractors with products and services that include:

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» **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!**

**7:30am - 8:00pm**

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We put family first...

Including yours.

Happy employees are the driving reason for our success, which is why we treat every team member as an integral part of our family. We go the extra mile to welcome new employees into the family, and owners retain the freedom and flexibility to choose the level of involvement that works best for them. If you want to learn more, contact us today or stop by booth 105.

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We want to partner with your company!

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- Commercial account relationships with thousands of properties across the nation in retail, healthcare, hospitality, education and multi-family sectors.
- More than 1,000 employees, with an average tenure of over 10 years.

WHAT'S IN IT FOR YOU?
- Our goal is to honor the culture you created. We do this by building upon your company values and furthering employee development.
- Owners can choose to stay on with the company or develop an exit strategy goal.
- Our Large-Loss Division offers nationwide logistics support for equipment, supplies and manpower.
- Our dedicated Acquisitions Team will work with you every step of the way.
- We have the resources to fund acquisitions without financing conditions or contingencies.

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

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

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.
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The Contractors Coalition™ is All About Your Business

According to Forbes, 4 of the top 5 reasons for business failure are, poor planning, no vision, no marketing plan, and no action. The Contractors Coalition’s main purpose is to help bring clarity, direction, and action to 4 out of the five biggest factors that lead to success so you can put the odds of a thriving business clearly in your corner!

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- Workers Compensation
- General Liability
- Pollution Liability
- Professional Liability
- Commercial Auto
- Cyber Liability
- Employment Practices Liability
- Surety Bonds
- And much more

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.

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Serving restoration contractors nationwide with industry-leading equipment rentals allows you to expand project capabilities, equipment fleet, and project size.
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- NEXT TECH & NEXT PM!
- Customer Communications
- Production Rate Management
- Third Party Communications
- Project Documentation
- Crew Supervision
- Managing Changes
- Complex Project Management

Cape Canaveral
May 16th – 18th

Super Course
United Rentals

Booth Number 318

LARGE LOSS MASTERY

Booth Number 318

Business Development
June 6th – 8th

Our Allstar Guests
Neeley Kolsch
Jeff Carrier
Lane Larsen
Bernie Tobin

Tom McGuire
Jack Warkenthien
Tim Miller

Cape Canaveral

Booth Number 318
Show special 20% Off!

LARGE LOSS MASTERY

Booth Number 318
Show special 20% Off!

- Critical Path Management
- Work Plan Management
- Project Safety
- Equipment Management
- Drying Science/Equipment Sizing
- Hands-On Resort Case Study
- Jobsite Behavior
- 5 Steps to being a Super Tech
- United Rentals – Lift Certification
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- Heavy-duty odor eliminator.
- Hospital type disinfectant
- Kills SARS-Related Coronavirus 2, SARS-CoV-2, on hard non-porous surfaces in 30 seconds.
- Naturally dissipates. Leaves no residue.
- Made in the USA.

ProKure G
Cleans the Air You Breathe

- EPA Reg. No. 87508-2-89334.
- Eliminates odors caused by bacteria, mold, and mildew.
- DIY. No expensive machinery required.
- No harsh lingering smell after ventilation.
- Made in the USA.

ProKure D
Improve Air Quality

- Improves air quality
- Controls odor
- Provides CO2 protection for up to 30 days
- Made in the USA

Rhino Air Mover
- S1 Sprayer
- ThinkLite Air Monitor and Filtration

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We are looking to help 10 new clients that are spending at least $5K+ per month in Google Ad Spend.

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Contact Calendar Link: https://l.lead.me/ria-2023
Phone Number: (719) 867-0807
WHY PUROCLEAN IS GREAT FOR YOUR CANDIDATES

PuroClean is a world-class restoration franchise and leader in property emergency services. Our model offers entrepreneurs the opportunity to scale a large & diverse business that can be developed through single and multi-territory strategies. Our National Accounts, robust marketing, and “Elevations” program provide the support for building long-term value and help our owners deliver on the PuroClean culture, which is to do whatever it takes to respond, restore & rescue properties in their communities.

KEY TERRITORIES

Availability:
- Great
- Good
- Some

- The Gulf Ring
- Northern California
- Minneapolis/Saint Paul
- New Mexico/Arizona
- Philadelphia

97 Units Sold in 2022
45 Multi-Unit Owners Operating 109 Units

INVESTMENT REQUIREMENTS
- Total Cost: $200,000 – $220,000
- Franchise Fee: $55,000
- Equipment Package: $60,000*
- Vehicle Options: $55,000*
- Working Capital: $30,000–$50,000*

*(cost varies, purchase or lease options)

FRANCHISE BENEFITS
- $240 Billion Industry
- Highly Recession Resistant
- Largest Territories — 250K Population
- $1.5M State-of-the-Art Training Facility
- Regional Operations Support Team

CONTACT INFORMATION
- Phil LeBlanc
  (954) 379-5833
  pleblanc@puroclean.com

SERVANT LEADERSHIP
EXTREME OWNERSHIP
ACTIVE COLLABORATION
As IICRC certified restoration service professionals, we share a common goal: 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.

**PROFESSIONAL DEVELOPMENT**

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

- Expand your network of industry contacts
- 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.

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Nominated for the Contractor’s Choice Awards at RIA Industry Expo

We would love to connect with you to discuss our product and how we can be of service. If you are attending the Expo, please reach out so we can set up a one-on-one conversation, also please vote if you still can using this link for both. [http://drycheck.link/vote](http://drycheck.link/vote)

Product Overview

<table>
<thead>
<tr>
<th>Remote Monitoring</th>
<th>Daily Records</th>
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<tr>
<td>• Limited crew involvement at job site</td>
<td>• Accurate dry-log reporting + required data</td>
</tr>
<tr>
<td>• Reduction in labor, fuel and insurance costs</td>
<td>• Mobile access to data at anytime</td>
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<tr>
<td>• Alerts notify you 24x7 for the project life</td>
<td>• Faster claims process and payments</td>
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<tr>
<td>• Maximize your volume of jobs</td>
<td>• Color coded status for ease of use</td>
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<tr>
<td>• Stay ahead of schedule</td>
<td>• Fast and effective set up and calibrations make deployment a breeze</td>
</tr>
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Point of Contact

Wade Redd  
Richard Jackson

Info@drychecksystem.com  
833-477-6765  
www.DryCheckSystem.com

For questions and clarifications, please reach out now or at the RIA Industry Convention & Expo.
The Superior Alternative to Blue Tarps for Protecting a Building and its Contents After Disaster Strikes

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- WIND RESISTANT
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- AESTHETIC APPEARANCE
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- INSUROR APPROVED
- DISASTER-AREA PROVEN

NATIONAL COVERAGE

ANYWHERE IN ALL 50 STATES (Includes Alaska and Hawaii)

We are among the largest installers of emergency enclosure shrink-wrap by square foot in the United States, helping building owners in several of the most severely damaged areas protect their property from sustaining further damage.

WE PROVIDE POST-DISASTER SOLUTIONS

WHY CHOOSE STORMWRAPPERS?

FAST SERVICE
Our rapid response limits further building and property damage.

BETTER PROTECTION THAN TARPS, GUARANTEED
Unlike tarps which last only about a month, look unsightly and are leak prone, our shrink-wrap protects your property against further damage for six months, guaranteed with a finished look.

INSURANCE PROCESS ASSISTANCE
Our experience in navigating the insurance claims process can help the process move faster.

A PIONEER AND LEADER
StormWrappers was among the first providers of emergency enclosures using the superior shrink-wrapping alternative to traditional blue tarps. We are among the largest installers of emergency enclosure shrink-wrap by square foot in the United States, helping building owners in several of the most severely damaged areas protect their property from sustaining further damage.

HOW IT WORKS

1. A StormWrappers expert provides a detailed emergency enclosure plan and quote based on a detailed assessment of building damage and the immediate environmental conditions.

2. A StormWrappers project team addresses any structural issues necessary for a secure building wrap.

3. The team custom cuts and applies the wrapping material and then heat treats it to achieve a secure, leakproof shrink-wrap of the affected areas.

HOW WE WRAP

1. Inspect
2. Plan
3. Clear
4. Wrap
5. Heat
6. Clean-up

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Can Be Game - Changing

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How It Works

1. Client
2. WeScope
3. Client

WeScope delivers accurate estimates via a 3-step process: Gather 3D walk-throughs and photos of loss site and use the WeScope app to capture a video scope. WeScope then reviews the images and captures any additional details that may have been missed, cross-checking the estimate against carrier rules for accuracy. Within 24 to 48 hours, you will receive an approval-ready estimate.

Why The Fastest Growing Contractors Use WeScope

Outsourcing Estimators Saves Time and Money
Recruiting and keeping highly skilled professionals in the field of estimation requires significant investment.

Save Money Subscription Service
We do not bill for every deliverable. Receive one monthly bill versus hundreds of invoices.

Ease The Administrative Burden
Focus your employees on growing revenue - not on time consuming paperwork. WeScope handles all revisions and issues with carriers and TPAs.

Integration With Your Technology
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