



# 2021 DRA VENDOR GUIDE



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Vendor Scholarship Donor



**829 Studios, LLC.**

Peter Ross

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617-933-9824

829 Studios is a Boston-based integrated agency with a passion for performance marketing. Since 2007, we've been crafting marketing solutions that solve problems, convey messages and deliver meaningful experiences. With a focus on collaboration and innovation, we're a true partner that is serious about delivering exceptional outcomes with measurable results.

We have a diverse in-house team of designers, programmers and marketing specialists based in Boston. We're uniquely comprised of travelers, gamers, friends, adventurers, pet lovers, tea drinkers, sports fans and so much more. At 829, every individual has a voice and contributes to our ideas and success.



**Agave Pay, Inc.**

Greg Mallin

855-546-8749

[gmallin@agavepay.com](mailto:gmallin@agavepay.com)

Accept payments online 24 hours a day from anywhere – effortlessly. As a leader in payments, Agave gives Ranchers the ability to collect credit card, debit card and ACH (electronic check) payments from anywhere using our online and mobile applications. You will receive your funds faster, increase your cash flow and simplify your Back Office using tools and reports you need to reconcile payments quickly and accurately. Reports can be customized and defined for easy import into any reservations and accounting system. Upgrade your payment technology today – Contact us to learn more!



### Bandit Brand & Bandit Town

Jennifer McMillen, Brittany Burnett

562-682-1681

ladiesloveoutlaws@mac.com

Bandit Brand - Made in the USA Nostalgic American vintage style t-shirts. You can find us online at

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

We make our tees in our own lil Western town just outside of Yosemite called "Bandit Town" [www.bandittownusa.com](http://www.bandittownusa.com) where we are inspired by the Wild West, Country Music, and Good Times. We also host weddings, cook outs and concerts and a whole bunch of community events.

No trends forecasting, no seasons, no cares of what's "hot" or "in style". Just plain ole vintage style tees that are made to be genuinely loved by their owners. (Preferably while listening to Waylon Jennings). We also have an amazing offering of vintage clothing and boots, housewares, blankets and accessories.



### Carroll Companies

Emily DuVarney

828-268-6156

emily@clgco.com

Carroll Companies is a 50-year-old, family owned and operated leather company. We are proud to offer high quality leather products in diverse categories. Several products, including our home furnishings, are manufactured in the USA in our factories in North Carolina.

We specialize in manufacturing, warehousing, and distributing products from fine leather western-style home furnishings to premium leather western wear and ranch wear jackets, vests, and handbags. Our embroidery program allows you to personalize many products we sell.

Along with our attention to quality and detail, we hold customer service very high on our list. Offering personal attention to each customer's needs is important to us to build long lasting business relationships. We look forward to working with all the members of the Dude Ranchers' Association.



**Churchill Jerky Company**  
 Sean, Tyler & Rachel Churchill  
 619-633-9971  
 churchillcompany@yahoo.com

Hello to all the members of the Dude Ranch Association. Thank you for giving Churchill Jerky Company the opportunity to introduce ourselves to you.

We are very excited to introduce you to our top premium line of Beef Jerky.

We are a 100% family owned and operated premium beef jerky company. All our products are made in the USA with 100% natural USDA approved beef. We pride ourselves with providing our customers with the highest quality products & service.

We look forward to working with you to get the Churchill Jerky products at your ranch.

Please come visit us in person and see how we can help you.



**Conestoga Wagon Company®**  
 Jason Olsen  
 307-277-0525  
 jason@cwagons.com

The goal of our company is to make it easy for you to offer comfortable, superior built products to your guests. Over 5 years ago our innovative designers created the Conestoga® Wagon so the hospitality industry would have a unique accommodation with a new spirit of experience, previously not offered to the market. Then, after listening to you tell us your needs, our next product was the flexible turnkey Shower House that is delivered to you, ready to hook up to your utilities.

And now we announce our latest product – a combination Canvas Tent with an attached turnkey full bathroom separated from the sleeping area by a wooden wall.

Whether you are a property with a long history or a start-up, we assure you that our company will help bring you great ROI with quality products.



**DudeRanches.com**

Dean Ruffing

760-567-6005

dean@duderanches.com

The website developed by dude ranchers for dude ranchers – the only site with an advisory board that includes three past presidents of the DRA.

**EQUIPRIDE™**  
VITAMIN, MINERAL & DIGESTIVE AID

**EquiPride & EquiLix offered by  
SweetPro Feeds**

Rod Korte, rod@agribestfeeds.com

Lisa Rasmussen,

lisa@agapenaturals.com

Equilix / Equipride covers all of your bases with a full vitamin and mineral-packed, protein, energy, and a powerful digestive aid (ProBiotin®, a multi-prebiotic source), with fly factors to help your horses perform better on less forage – saving you money. Our new additive: Equilix & Equipride with GARLIC has shown more benefits than just the fly/tick and mosquito repellent. Garlic is a known inflammation fighter, boosts immune systems, and also helps in the aid of absorption of essential nutrients. Garlic not only compliments Equilix but gives it the advantage and longevity you look for in your equine animal.



### Gallagher

Sid Veale, Nancy Tulley

970-586-4407

sid\_veale@ajg.com

Wrangling COVID? Riding herd on Wildfires? Gallagher Insurance is here to help you navigate the ever changing waters of today's business climate. Let's face it, Guest Ranches have a lot of moving parts and requires a team that delivers the level of sophistication you need and the coverages to help you sleep at night. We offer a DRA endorsed insurance plan.

Call us for a comparative analysis of today's market and to receive multiple competitive bids! Way back in 1919, we started to insure dude ranches. Now we are international in scope. Our team of dude ranch specialists consist of Nancy Tulley, Hannah Burford, and myself. Dude ranch insurance is what we do, and we love it!



### Hat Co.

Joe Hagaman

dmarcum@hat-co.com

972-494-7169

Since 1927 Hatco has been producing the world's most famous western headwear brands Stetson, Resistol, & Charlie 1 Horse are the brands of choice from President of the United States to the working cowboy. Headquartered in Garland Texas, the official hat making capitol of Texas, and employing over 400 Americans, Hatco is the only company in the United States that purchases raw fur and manufactures it into a finished fur felt hat, maintaining a quality that is synonymous with its world famous brands.



## HUB International Mountain States Limited

John "Tote" Turner

307-732-5952

john.turner@hubinternational.com

The HUB Jackson office has been writing dude and cattle ranches policies since the mid-1980's. With over three decades of experience in the hospitality and agricultural ranching business, HUB knows where to go to find the right coverages for your ranch. Regardless of the type of outfitting your ranch is involved in, we have a program for you.

Our office is appointed with all of the major carriers that are competitive in the outdoor market. We have a great reputation in the dude ranching industry and our office is a short call away.

Get your ranch insured the right way today by calling us @ 307.732.5952. Looking forward to seeing you at the convention!



## InsideOut Solutions

Patricia McCauley, Ariel Ferree

360-683-5774 Ext. 302

pat@insideout.com

InsideOut creates integrated marketing solutions for your destination ranch. Marketing your ranch has never been more complicated, nor moved as fast as internet marketing strategies do today. Having a PR firm, SEM company and website developer all working independently is not in your ranch's best interest. Using a shotgun approach for your marketing won't bring you the results you desire. An all-inclusive integrated marketing plan will help you drive business and control your marketing budget and is measurable.

InsideOut Solutions is a full-service integrated marketing company with 20+ years of experience in marketing your ranch. We develop one plan that integrates your website with your social media, SEO, PPC, PR and provide you the tools to manage and measure your success.



### Kimes Ranch Jeans

Jeremy Jarrad, Garrett Cooper

888-512-0886

jj\_jarrad@yahoo.com

With a dream to create THE JEAN that was missing from the western world, Matt and Amanda sourced every element of their production-finding the best team of cutters, sewers, and washers until their product was undeniably the best fit and quality. We are the western wear leaders of quality in style, product and service. At Kimes Ranch, we intend to bring Western back to its roots by creating fashionable jeans with a classic feel. We are leading the trend by taking our fashion industry background and blending it with our western roots to make western fashion current. Where jeans were a timeless staple and simplicity and durability made them the cowboy's must-have. Kimes Ranch has made function and fit a priority, making our classic jean a standout necessity for all cowboys and girls. We provide the canvas for your unique western style.



### Leavitt Recreation & Hospitality Insurance

Damian Petty

253-531-4470

damian-petty@leavitt.com

Leavitt Recreation and Hospitality remains the endorsed provider of insurance for the Dude Ranchers' Association with Damian Petty serving as your point of contact. LRHI has served the outdoor recreation and hospitality industry for over 25 years in all 50 states with relationships with key carriers that have the ability to insure your dude ranch including liability, property, and worker's compensation.

We remain committed to the Association and in addition to attending the convention, we welcome opportunities to educate and inform dude ranch operators about the changes in the insurance industry and coverage specific to your operation. Please stop by and visit our booth!



### Montana Wild Rags

Tracy Taylor, Larry Patterson,  
Shelbie Massie

mtwildrags@yahoo.com

417-204-2323

MT Wild Rags are handmade to be beautifully fashionable but dependably functional as well! Available in 150+ prints, 100+ solids and endless custom option sized from babies to buckaroos, we have something for every one! We choose carefully selected materials for their beauty, durability, wash-ability and affordability. We have developed a superior rolled hem and offer a lifetime hem guarantee! We look forward to meeting you and helping you choose Wild Rags for your ranch!



### National Financial Partners

Heather Gillingham, Dan Schneider

heather.gillingham@nfp.com, 316-708-4632

dan.schneider@nfp.com, 520-906-9129

NFP is a leading insurance broker and consultant that provides employee benefits, specialized property and casualty, retirement, and individual private client solutions through our licensed subsidiaries and affiliates. Our expertise is matched by our commitment to each client's goals and is enhanced by our investments in innovative technologies in the insurance brokerage and consulting space.

NFP has more than 5,700 employees and global capabilities. Our expansive reach gives us access to highly rated insurers, vendors, and financial institutions in the industry, while our locally based employees tailor each solution to meet our clients' needs. We've become one of the largest insurance brokerage, consulting, and wealth management firms by building enduring relationships with our clients and helping them realize their goals. For more information reach out to Heather Gillingham or Dan Schneider.



**Oasis a Paychex Company**  
 Sage Husmann, Art Arguijo  
 shusmann@oasispeo.com, 760-710-9461  
 aarguijo@oasispeo.com, 619-452-5412

Meet Oasis: Oasis, a Paychex® Company, (is a National American Company).

Our Team at Oasis values the companies that we serve. We are proud that our Service, Support and Employees are based here in the United States of America. We work alongside of you to Empower your business. Assisting you with Core Administrative areas: Human Resources, Payroll, Compliance by keeping track of complex employment laws, Cyber Security Data Breach protection and Streamlining Technology. All of our services are customized to meet your business needs.

We look forward to connecting with you and building a long lasting business relationship with your organization and Oasis.



**Quiet Kat**  
 Pete Scales  
 pete@quietkat.com  
 970-328-2399 x27

QuietKat, the leader in high-powered electric mountain bikes, is focused on the adventurer who wants deeper access to the great outdoors to camp, hunt, fish and just explore. Riding a QuietKat e-bike into the backcountry has a low impact on the environment and offers a high return of fun and adventure.

Dude ranches and guest ranches offer a family vacation experience like no other destination and QuietKat products provide an amazing experience for guests. It is a perfect synergy with dude and guest ranches offering new experiences for their clients. QuietKat ebikes also make great utility vehicles for the ranch staff.

Come experience the power and capability of the QuietKat electric bicycles. We will have demo bikes available to ride throughout the conference, and special offers available to order bikes now and have them delivered in time for the busy summer season.



### Ranch Bookings

Matthieu Corrand

307-413-2324

[matt@ranchbookings.com](mailto:matt@ranchbookings.com)

We're honored to be back for our sixth convention! We build the software that makes your life easier and your guests happier.

Our more than 20 member ranches:

- Save their staff 30+ hours a week of office work
- Get more inquiries and bookings
- Make less mistakes

It's the system built for ranchers, by ranchers. Come catch up with us at our booth!



### Ranch Jewelry

Judy McMullin Stromme

602-370-2273

[ranchgifts@gmail.com](mailto:ranchgifts@gmail.com)

25 + years in the DRA. We brand deerskin gloves with your brand, ranch name, and logo.

- Branded rusted steel Christmas ornaments
- Branded silver stampede strings
- Branded silver jewelry: earrings, necklaces, charms, etc.

We provide your guests with a quality product with your name and brand. Advertising that your guests pay to take home.



## Romeo Bravo

Vince Sweeney, Paul Robertson,  
Kristin Williamson

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Romeo Bravo Software provides products and services that increase sales and profitability for businesses that focus on experiential hospitality and outdoor recreation. Our feature product, Lodge-ical, is a dedicated reservation and property management system used by dude and guest ranches for over 20 years. Romeo Bravo Software has added a number of significant enhancements to Lodge-ical, including online booking, QuickBooks integration and e-commerce solutions. We work with every customer to make sure Lodge-ical includes features that will make running your business easier and more profitable. We are proud of our commitment to customers, our team's experience and credibility, personalized customer service, and prompt customer support. Our software builds better adventures.

**THANK YOU** to all of our 2021 vendors! Unfortunately, due to the COVID-19 virus, we are not able to all meet in person this year. Please remember to keep these vendors at the top of your mind when purchasing items and services in 2021!

 **Leavitt Recreation  
& Hospitality Insurance**  
A Leavitt Group Insurance Agency



# 2021

## Moving Forward

*Your Team at Leavitt Rec*

605.423.4333 | [www.leavitt.com/lrh](http://www.leavitt.com/lrh)

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