

# Exhibitor Prospectus

# OSC17

Ohio Safety Congress & Expo

## March 8-10

Greater Columbus Convention Center



*"Be Safe **Ohio**"*  
~BWC

*"What's **Your**  
Safety Motto?"*

**Ohio** | Bureau of Workers' Compensation

# We welcome you to exhibit at ...

# OSC17

Ohio Safety Congress & Expo

Established in 1927, the **Ohio Safety Congress & Expo** is the largest and longest-running regional occupational safety, health and workers' compensation event in the United States. Exhibiting at OSC17 will help you meet new customers, strengthen existing relationships and reinforce your brand during the Expo Marketplace.

Last year's event set an all-time attendance record with **more than 7,000 attendees** from business and government on hand. The majority shop for products and services just like yours while they're at OSC.

## Discover the benefits

- Tradeshow leads are more cost-effective than cold calls.
- Advertising and promotional options bring extra attention to your product or service.
- Pre-show and post-show attendee registration lists provided upon request.
- Event activities are under one roof with hotel accommodations nearby.
- Educational session times are staggered to provide consistent traffic flow on the expo floor.
- Evening move-in hours let you install your booth after your workday.

## Important dates

<b>Dec. 2</b>	Last day for advance rates on booth space and promotional opportunities
<b>Dec. 2</b>	Last day seniority points are utilized for booth space location assignment
<b>Dec. 3 and after</b>	Booth space locations are first come, first serve as payment is received
<b>Jan. 17</b>	Last day for event guide print advertising, company listings or promotions
<b>Feb. 10</b>	Last day to order carpet and furnishings at advance rates
<b>Feb. 17</b>	Last day for hotel room reservations at discounted rates
<b>Feb. 21</b>	Last day to order electric and utilities at advance rates

**"Be Safe Ohio"**  
~BWC

**"What's Your Safety Motto?"**

Connect with us



800-644-6292  
614-728-6455

## Find your audience

As an exhibitor at OSC17 you have access to **thousands of private and public sector professionals** seeking products and services for their safety, health and workers' compensation programs.

The audience represents Ohio's diverse business landscape, including:

- Agriculture and landscaping;
- Chemical, environmental and mineral industries;
- Commercial and residential construction;
- Communications and utilities;
- Health care, medical, wellness and long-term care;
- Manufacturing, distribution and warehousing;
- Emergency response;
- Federal, state, and local government.

**Columbus' central location makes it convenient** for all business and government representatives to visit OSC17. Attendees include employers and employees who have many different job titles and work responsibilities.

- Company owners, presidents and chief executive officers
- Safety, health and risk managers
- Safety officers and consultants
- Loss prevention and control managers
- Human resource directors
- Workers' compensation managers and directors
- Health care and wellness personnel
- Physicians, nurses and clinicians
- Paralegals and attorneys
- Small business owners
- Ergonomists
- Industrial hygienists
- Engineers
- Security officers

*"This is the best organized and managed state safety show we attend. We always leave knowing we have booked new long-term business. Thank you and keep up the great work."*

*Mike Barnes  
Pro-Tek Sales / Slice*



**3 EASY  
WAYS**  
to participate

### 1. Exhibit .....page 4

Reach literally thousands of potential customers with a booth on the floor of the Expo Marketplace.

### 2. Promote .....page 6

Boost your promotional efforts with new options, such as on-course advertising and expo entry floor stickers.

### 3. Advertise .....page 8

Every OSC17 attendee gets an event guide. Reach this huge audience with an ad for your products and services.

***Don't miss out!  
Send your application  
and payment today.***

## Expo schedule

### Move in

Tuesday, March 7,  
4 to 9 p.m.

Wednesday, March 8,  
7:15 to 8 a.m.  
(hand-carry only)

### Expo Hours

Wednesday, March 8,  
8 a.m. to 4 p.m.

Thursday, March 9,  
8 a.m. to 3 p.m.

### Move out

Thursday, March 9,  
3 to 7 p.m.

### Dismantle notice

For the safety and security of participants, please make arrangements to staff your booth during the entire event. We do **NOT** permit early breakdowns. Violators are subject to two years probation or expulsion at future events.

## Pick your booth space

OSC17 will host more than 225 safety, health and workers' compensation product and service providers. **You can exhibit for as little as \$845.** Booth rates provide more value for your dollar as you increase the size of your space.

**Payment must accompany the application for booth space.**

Booth size	Advance rate through Dec. 2*	Standard rate after Dec. 2
10' x 10' interior	\$845	\$1,025
10' x 10' corner	\$1,025	\$1,025
10' x 20' interior	\$1,620	\$1,895
10' x 20' with one corner	\$1,800	\$1,925
10' x 30'	\$2,370	\$2,795
10' x 40'	\$3,095	\$3,670
20' x 20' island	\$3,095	\$3,670
10' x 50'	\$3,795	\$4,545
10' x 60'	\$4,470	\$5,395
20' x 30' island	\$4,470	\$5,395
10' x 70'	\$5,120	\$6,245
10' x 80'	\$5,745	\$7,070
<b>Bulk space</b> (beyond boundaries on floor plan)	\$3.96/sq. ft.	\$4.45/sq. ft.

\* For fairness and consistency among all exhibitors, BWC will not honor advance rates after Dec. 2. Please do not request special consideration.

**APPLY TODAY!**

## Generate on-site sales

You may sell your products and services on the Expo Marketplace floor. To be eligible, you must register online with the **Ohio Department of Taxation**. You must notify BWC of your registration with the Ohio Department of Taxation and your intent to sell products on the expo floor.

## Booth assignment

**Apply as soon as possible to improve your chance of receiving the booth of your choice.** If you are a returning exhibitor and apply by Dec. 2, you will receive priority consideration on booth location.

- For applications and payments postmarked by Dec. 2, BWC will assign booths factoring seniority and booth size; one point for each previous year of participation (seniority) in the Expo Marketplace multiplied by the quantity of 10' x 10' booths purchased for the event. (e.g., 10 years seniority and two 10' x 10' booths equates to 20 points). Transference of seniority points for mergers, acquisitions and company name changes are at the discretion of OSC event management.
- BWC will assign booths on a space available basis for applications and payments postmarked Dec. 3 or after.

## Booth amenities

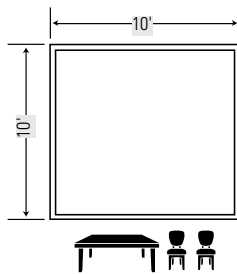
### Your OSC17 booth includes:

- 10' x 10' draped space with 8' back wall and 3' side walls (interior side walls not provided for multiple booth purchases);
- 6' skirted table in show colors and two side chairs per 100 sq. ft.;
- 7" x 44" sign with company name and booth number;
- Unlimited booth personnel;
- 24-hour security on Expo Marketplace perimeter;
- Company listing on OSC website;
- Company listing in event guide if application and payment are received by Jan. 17;
- Morning coffee service on show days;
- Attendance at educational sessions of your choice;
- Pre-show and post-show attendee lists, request on booth space application.

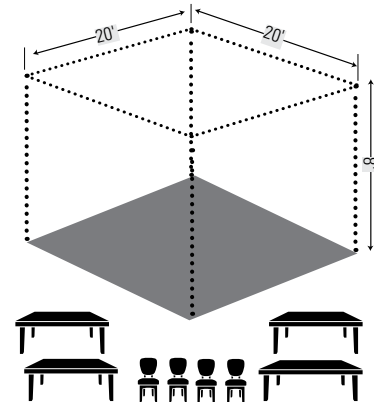
Additional amenities such as carpet, electricity, sales lead units and food and beverage ordering are available for purchase at a later date. BWC will provide pricing and order forms in the exhibitor services kit six to eight weeks prior to OSC17.

## Booth packages

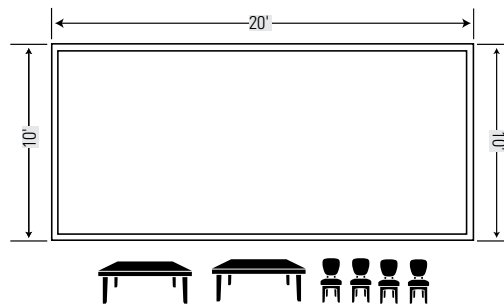
10' x 10'



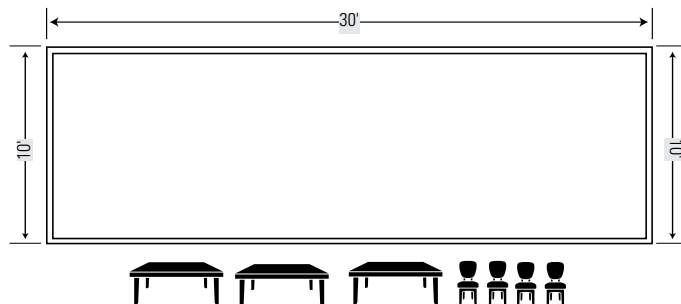
20' x 20' island



10' x 20'



10' x 30'







### Height requirements

Booth display materials may not exceed 8' in height. Those which exceed 3' in height must be within 5' of the back of the wall.



## Take your promotion to the next level

Go one step further than your competition. Direct traffic to your booth, generate awareness and reinforce your brand with promotional opportunities. Several options are available to fit your budget and goals.

Promotion	Advance rate through Dec. 2*	Standard rate after Dec. 2	Terms
Aisle sign sponsor	\$300	\$400	Nine available through Jan. 17
Expo entry floor sticker 	\$500	\$600	One available through Jan. 17
Concourse meter board 	\$400 per panel side	\$500 per panel side	Six panels available
Passport to Safety	\$200, plus product	\$250, plus product	23 available through Jan. 17
Profile/logo on OSC website 	\$150	\$200	One per exhibitor
Logo on OSC homepage 	\$400	\$500	Four available
New product showcase	\$300	\$400	14 available, one per exhibitor

### Aisle sign

Look up! Your company's logo will be visible high above the expo floor. With one or more Expo Marketplace aisle signs your exposure increases with every attendee glance.

**You will receive:**

- One double-sided aisle sign with your company logo below the official OSC17 aisle number;
- Multiple aisle signs are available for purchase, no limit per exhibitor, up to nine aisle signs are available;
- Signs produced, installed and removed by the exposition contractor (does not include creative services);
- Location not guaranteed, although every effort will be made to place aisle sign in same or nearest available aisle to your booth location;
- Aisle signs are available for pickup after OSC17, upon request.

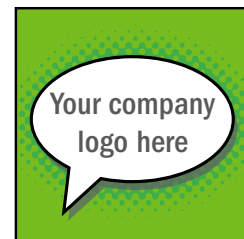


### Expo entry floor sticker

An exclusive branding advertisement placed in two locations inside the expo entrance doors.

**You will receive:**

- An approximately 3' x 3' floor sticker placed inside both sets of entrance doors inside the expo hall



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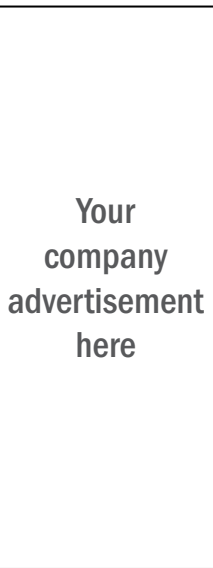
## Concourse meter board

NEW

Exclusively display your company advertising in the main concourse for all attendees to see.

### You will receive:

- Your company advertisement on one 1 meter x 8' panel of a two-sided free standing signage unit. Display your company logo, booth location, new product, slogan, website, etc. Customize your message and drive traffic to your booth.
- Six total panels are available. Your panel(s) are placed as determined by OSC17 staff and may be placed on an opposite side of an OSC17 informational/directional panel.



## Passport to Safety

Passport to Safety is a traffic-building promotion for OSC17 exhibitors. Attendees will use a passport to guide their visit through the Expo Marketplace in exchange for passport stamps from participating exhibitors. Attendees who receive the specified number of stamps are eligible for prizes. Prize drawings will take place during OSC17 expo hours.

In addition, to the passport fee of \$200 (advance rate), participating exhibitors must provide a pre-approved prize with a retail value of \$100 or more. Prize examples include e-reader, digital camcorder or camera, digital music player, GPS navigation system, iPod touch, sporting goods and gift cards. BWC will provide passport rules and a comprehensive list of pre-approved prizes to participating exhibitors. In addition, BWC will provide an OSC online wish list to assist with prize choices, ease of purchase and delivery to OSC headquarters prior to expo.

### You will receive:

- Guaranteed traffic to your booth;
- Your company name and booth number on the Passport to Safety;
- Your company name on passport signage;
- An event guide listing as a passport participant.

## Profile/logo on OSC website

NEW

The online exhibitor listing will feature your logo next to your company's profile. Also, your logo appears on the OSC17 interactive floor plan. When users place their cursor over your booth number, it activates your exhibitor info pop-up box.

## Logo on OSC homepage

NEW

Website presence is a cost-effective way to reach customers before, during and after the event. Your company logo will appear on the OSC17 homepage at [www.ohio-safetycongress.com](http://www.ohio-safetycongress.com). This logo will be connected to hyperlink to your company website.

Allow two weeks for your logo or hyperlink to appear.

### You will receive:

- Your company logo on [www.ohio-safetycongress.com](http://www.ohio-safetycongress.com) hyperlinked to your company website.

## New product showcase

Feature your product, a brief description and a photo in the OSC17 event guide and on the OSC17 mobile-friendly website.



*"Best show I attended for the past 10 years, and we do shows around the world."*





## Event location

### Greater Columbus Convention Center

400 N High St.  
Columbus, OH 43215  
614-827-2500

### Directions and parking

For more detailed information, visit the **Greater Columbus Convention Center website**.

### Hotel accommodations

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center, many offering discounted rates to OSC17 participants. **You must make reservations by Feb. 17, 2017 to receive the discounted rate.** Visit the **OSC17 website** for hotel locations and discounted rates as they become available.



## Previous exhibitors

The following safety, health and workers' compensation providers participated at OSC16.

1-888-OHIOCOMP  
3E Co.  
3-hab  
3M-Personal Safety Division  
Accuform Signs  
Acoustical Systems Inc.  
Action Supply Products Inc.  
Advanced Safety & Energy  
AEDS Direct  
Airfeet Insoles  
Airgas  
Airrosti  
ALERT Safety Products  
Allied Environmental Services Inc.  
Allstate Power Vac  
ALS Environmental  
AmCare Occupational Health Management Services  
American Producers Supply  
American Society of Safety Engineers (ASSE) of Central Ohio  
Ameritox  
Apollo Performance Gloves  
Argus-Hazco  
Ascent Risk Management  
August Mack Environmental Inc.  
AultComp MCO  
Barefoot Ergonomic Flooring by Beagle 1 Inc.  
Benefits 1 Group  
Bennette Design Group  
Bio-Care  
BioFit  
Blackline Safety  
Brady/SPC  
Breezer Mobile Cooling  
BrightGuy Inc.  
Brite Ears LLC  
BSA – Byrnes Sales Associates  
Buckeye BOP LLC  
Buckeye Tools & Supply Co. Inc.  
Bulwark Protective  
Burkins Ritchie & Associates LLC  
CareWorks  
CareWorks Comp  
Casella CEL Inc.  
Chemtron Corp.  
Claxon Communications  
CLMI Safety Training  
Columbia Southern University  
Compensation Solutions Inc.  
CompManagement  
CompManagement Health Systems Inc.  
CompSource TPA Inc.  
Concentra  
Control Analytics Inc.  
CorVel Ohio MCO  
County Fire Protection Inc.  
Crescent Electric Supply Co.  
Crowcon Detection Instruments  
Crown Matting Technologies  
Daniel A. Rodeno & Associates  
DAP Safety/Hearos  
DCP Solutions  
Deb USA Inc.  
DEKRA Insight  
Diverse Manufacturing Solutions LLC  
DuPont Protection Technologies  
EA Group  
EasyIH  
EHS Excellence Consulting LLC  
Employers Choice Plus  
Enovative Technologies  
ERG Environmental Services  
Ergo Advantage  
ERGOMAT Inc.  
ErgoShield by Powerstep  
Essilor Prescription Safety Eyewear  
Examintetics  
FallTech  
Fastenal  
Firefighter Safe  
Fit for Work  
Focal Upright  
Forklift Training Systems  
FRG Corp.  
Gateway Safety Inc.  
Genex Services  
Glavin Industries Inc.  
Glove Guard LP  
Goat Throat Pumps  
Goldenberg Schneider LPA  
Goodwill Industries of Akron Inc.  
Handling Concepts Inc.  
Hastings Air  
HD Supply White Cap  
Health Management Solutions Inc.  
HealthPostures

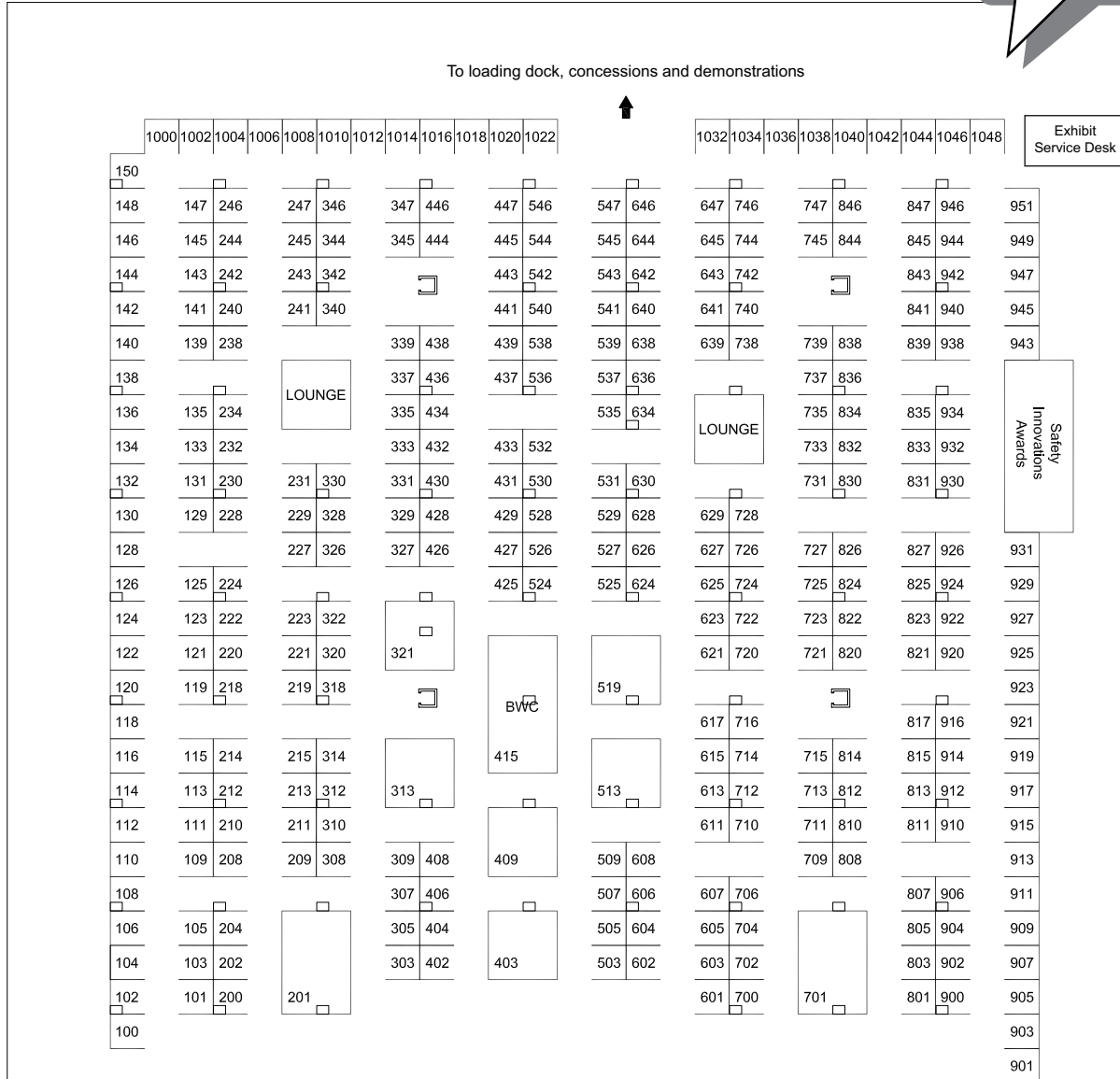
HearSafe Group Inc. (The)  
HelpNet EAP  
Hercules Industries Inc.  
Hometown Urgent Care  
Honeywell Safety Products  
Hughes Environmental  
HumaCare  
Hunter Consulting Co.  
Hy-Safe Technology  
HzW Environmental Consultants  
I.E. Monitoring Instruments Inc.  
ILLUMAGEAR  
Industrial Products LTD  
Industrial Safety & Training Services  
Industrial Scientific  
Inplant Enviro Systems 2000  
Instrumentation Systems Inc.  
Integrated Wellness Solutions  
Intrepid Industries Inc.  
iReportSource Inc.  
Item North America  
Jendco Safety Supply  
Johnson Technologies Corp.  
Kee Safety Inc.  
Keystone Safety  
Kinetics Noise Control Inc.  
Kirk Key Interlock Co LLC  
Klever Innovations  
Lehigh Outfitters  
Lewellyn Technology Inc.  
Libra Industries Inc.  
LIZard Apparel & Promotions LLC  
M3V Data Management  
Machine Safety Specialists  
Magid  
Majestic Glove  
Malta Dynamics  
Market Force Inc.  
Marlin Company (The)  
Martor USA  
Master Lock Co.  
Matrix Companies (The)  
McCormick Equipment Company Inc.  
McNaughton McKay Electric of Ohio  
MCR Safety  
Mercy Occupational Health Services  
Mid America OSHA Education Center  
Milagon, A Division of  
    NSS Enterprises Inc.  
Miller Electric Mfg. Co.  
Moldex Metric Inc.  
Mount Carmel Occupational Health  
    and Workplace Wellness  
MSA The Safety Company  
MSDSonline  
National Safety Apparel Inc.

National Safety Council  
    Northern Ohio Chapter  
Nesco Resource  
Nightstick by Bayco Products  
Nilfisk-Advance Inc.,  
    Industrial Vacuum Division  
North American Safety Products  
Northstar AED  
Northwind Safety Corp.  
NovaCare Rehabilitation  
Occupational Health Link Inc.  
Official Disability Guidelines (ODG)  
Ohio Army National Guard  
Ohio Association of  
    Occupational Health Nurses (OAOHN)  
Ohio Bureau of Workers' Compensation  
Ohio Industrial Commission  
Ohio Power Tool  
Ohio Tool Systems  
Ohio Utilities Protection Service  
OhioHealth Employer Services  
ORR Safety Corp.  
Paradigm Outcomes  
Physiotherapy Associates  
Precision Concrete Cutting  
Premier Safety & Service Inc.  
Prevent Blindness  
ProtectEar USA  
R on I Inc.  
R.C. Bremer Marketing Associates Inc.  
Red Flag Reporting  
Red Wing Brands of America  
ReMed  
RETEW  
RiskControl360®  
Rockwell Automation  
Rudolph Bros. & Co.  
Rupp Safety Associates Inc.  
Safe Floors Ohio LLC  
Safe Vision LLC  
SafeStart  
Safety Associates Inc.  
Safety Controls Technology  
Safety Performance Solutions  
Safety Shoe Distributors / Hytest  
safetyBUILT-IN  
Safex Inc.  
Samba Safety  
Schmalz  
SDSpro  
Seattle Glove Inc.  
Sequent  
SGS-Galson Laboratories  
Sheakley  
Sheakley UniComp Inc.  
Shieldmark

Shoe Sensation  
SHOWA  
SiteHawk  
SKC Inc.  
Slice Inc.  
Smart Step Flooring  
SOS Technologies / AED Results  
Sotaris LLP  
Southern Glove Mfg. Co. Inc.  
SPC Industrial – A Division of  
    Structural Plastics Corp.  
Spooner Inc.  
Spooner Medical Administrators  
SRI-Ergonomics,  
    The Ohio State University  
Stauffer Glove & Safety  
Superfeet  
Superior Glove Works  
Sure Foot Corp.  
SW Safety Solutions  
T K Group Inc.  
Targeting Customer Safety  
TEC Laboratories Inc.  
Thomas Production Training  
    Manuals LLC  
Towlift Inc.  
Tritech Fall Protection Systems  
U.S. Department of Labor OSHA  
U.S. Healthworks  
U.S. Safety Depot –  
    A Division of HP Products  
UL EHS Sustainability  
Unistrut Midwest/Erectastep  
United Sales Associates  
University of Findlay (The)  
US Fall Protection  
Veolia Environmental Services  
Vestil Mfg. Co.  
Visual Workplace Inc.  
Voluntary Protection Programs  
    Participants' Association (VPPPA)  
Walman Optical  
Walter A. Wood Supply Inc.  
Wearwell Inc.  
Weldas Co.  
Wells Lamont Industrial  
Werner Co.  
West Virginia University  
    Safety & Health Extension  
Wilcom Associates Inc.  
Wilson Bohannon Padlock Co.  
Wonder Grip USA Inc.  
Work Accessories Inc.  
Workstar Health Services

# OSC17 Expo Marketplace floor plan

**SPACE IS LIMITED!**



□ 4' x 4' COLUMN  
 ■ 10' X 10' BOOTHS

↑ EXPO ENTRANCE

Passport to Safety

↑ EXPO ENTRANCE

**Connect with us**



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Ohio Bureau of Workers' Compensation  
 13430 Yarmouth Drive  
 Pickerington, OH 43147  
**800-644-6292, 614-728-6455**  
 Fax 614-365-4971

**Ohio** Bureau of Workers' Compensation

*The 2016 expo sold out – 250 exhibiting companies and more than 20 on wait list. Don't miss out! Send your application and payment today.*