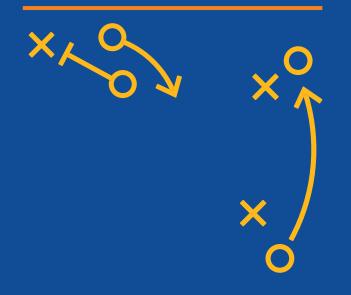


**March 7-9, 2018 •** Columbus

### Exhibitor Prospectus

### Safety – It's a Team Effort





Looking to reach thousands of potential customers under one roof? Then you can't afford to miss out on exhibiting at the **Ohio Safety Congress & Expo (OSC18)**.

Last year, more than **7,300** representatives from Ohio businesses and government attended safety congress, the **largest and longest-running regional occupational safety**, **health** and **workers' compensation event** in the United States.

Exhibit your products and services at OSC18 to **meet new customers** who are looking for products and services just like yours. With constant traffic flow in our Expo Marketplace and **access to attendee registration**, you're guaranteed to meet new customers and get solid sales leads.

Bring even more attention to your business with additional advertising and promotional choices at OSC18. **Get your name, products and services seen** with options ranging from advertising signs in the exhibit hall to the New Product Showcase in the event guide.

Exhibit at OSC18 and take your promotional game to the next level!

Exhibit • Floorplan

<u>Promote</u>

<u>Advertise</u>

Previous exhibitors

**Event info** 

# What our fans are saying

"The best state show in the USA!"

Ken Hopper — CLMI Safety Training

"Great job again this year!"

Rob Bennette – Bennette Design Group

"Look guys – you're the best show for attracting new customers and meeting our current customers."

Mike Barnes – Slice

"The OSC expo is always an excellent event, and is much better than many other similar state conferences."

Melissa Slimp – GloveGuard







### **Get** noticed

Showcase your products and services to thousands of private and public sector professionals at OSC18. The crowd represents Ohio's diverse business community, 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 easy for business and government representatives from all parts of Ohio to visit OSC18. 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



### Draw up a game plan

You've decided to **EXHIBIT** at OSC18. Now develop a winning game plan to reach literally thousands of potential customers at OSC18. Choose the size and type of booth space you'd like on the expo floor.



### Expo schedule

### PRE-GAME (move in)

Tues., March 6 ..... 4 to 9 p.m.

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

### **GAME TIME** (expo hours)

Wed., March 7 ..... 8 a.m. to 4 p.m.
Thurs., March 8 ... 8 a.m. to 2 p.m.

### **POST-GAME** (move out)

Thurs., March 8...2 to 6 p.m.

### Dismantle notice

For the safety and security of participants, please make arrangement 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

You can exhibit for as little as \$875. You may increase your visibility by purchasing a larger booth space. Booth rates provide more value for your dollar as you increase the size of your space.

Payment must accompany the application for booth space.

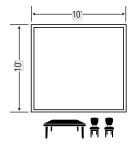
Booth size	Advance rate through Dec. 8*	Standard rate after Dec. 8		
10' x 10' interior	\$875	\$1,025		
10' x 10' corner	\$1,025	\$1,025		
10' x 20' interior	\$1,620	\$1,895		
10' x 20' with one corner	\$1,800	\$1,925		
10' x 30'	\$2,370	\$2,795		
10' x 40'	\$3,095	\$3,670		
20' x 20' island	\$3,095	\$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		
Bulk space (beyond boundaries on floor plan)	\$3.96/sq. ft.	\$4.45/sq. ft.		

<sup>\*</sup>For fairness and consistency among all exhibitors, BWC will not honor advance rates after Dec. 8. Please do not request special consideration.

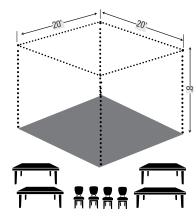


### **Booth space examples**

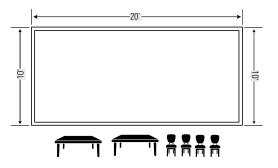
### 10' x 10'



#### 20' x 20' island



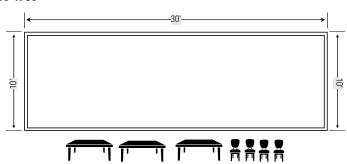
#### 10' x 20'



### 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.

#### 10' x 30'



### What's included

#### Your OSC18 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. 16;
- Morning coffee service on show days;
- Attendance at educational sessions of your choice;
- Pre-show and post-show attendee lists, upon request.

Additional amenities such as carpet, electricity, sales lead units and food and beverage are available for purchase at a later date. BWC will provide pricing and order forms in the exhibitor service center six to eight weeks prior to OSC18.

### **Booth assignment**

Apply as soon as possible to better your chance of receiving the booth of your choice. If you are a returning exhibitor and apply by Dec. 8, you will receive priority consideration on booth location.

- For applications and payments postmarked by Dec. 8, 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. 9 or after.

### Make sales at OSC18

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.



### **OSC18 Expo Marketplace floor plan**

To loading dock, concessions and demonstrations

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44	143	242		243	342			443	542	543	642	643	742			843	942	947	
42	141	240		241	340			441	540	541	640	641	740			841	940	945	
40	139	238		239	338	339	438	439	538	539	638	639	738	739	838	839	938	943	
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28				227	326	327	426	427	526	527	626	627	726	727	826	827	926	931	
26	125	224						425	524	525	624	625	724	725	824	825	924	929	
24	123	222		223	322	323	422					623	722	723	822	823	922	927	
22	121	220		221	320	321	420			521	620	621	720	721	820	821	920	925	
20	119	218		219	318					519	618							923	
18								B\	wc			617	716			817	916	921	
16	115	214		215	314	315	414	415		515	614	615	714	715	814	815	914	919	
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12	111	210		211	310			411	510			611	710	711	810	811	910	915	
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] 4' x	4' Colu	ımn					Passp	ort											]

Reserve your space today!

4' x 4' Column # 10' x 10' Booths

Passport to Safety

Entrance

Entrance



## Be an ALL-STAR!

Take your **PROMOTIONAL GAME** to the next level with options that fit your budget and goals. Direct traffic to your booth, generate awareness and reinforce your brand with these options.



Promotion	Advance rate through Dec. 8*	Standard rate after Dec. 8	Terms		
Aisle sign sponsor	\$300	\$400	Nine available through Jan. 16		
Expo entry floor sticker	\$500	\$600	One available through Jan. 16		
Concourse sign board	\$400 per panel side	\$500 per panel side	Six panels available		
Logo on OSC website profile	\$150	\$200	One per exhibitor		
Logo on OSC homepage	\$400	\$500	Four available		
New Product Showcase	\$300	\$400	10 available, one per exhibitor		
Passport to Safety	\$200, plus product	\$250, plus product	23 available through Jan. 16		

### Aisle sign sponsor

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 OSC18 aisle number;
- Multiple aisles 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 OSC18, upon request.



### Expo entry floor sticker

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

#### You will receive:

 An approximately 4' x 4' round or 4' x 6' rectangular floor sticker placed near both entrance doors inside the expo hall



Your company logo here



### Concourse sign board

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

#### You will receive:

- Your company advertisement on one 3' x 8' panel
  of a two-sided free standing sign. 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 OSC18 staff and may be placed on the opposite side of an OSC18 informational/directional panel.

Your company advertisement here

### Logo on OSC website profile

Display your logo in your online exhibitor profile, the comprehensive list of exhibiting companies and the OSC18 interactive floor plan. Logos will display after Dec. 8 or two weeks after we receive payment, whichever is later.

### Logo on OSC homepage

Website presence is a cost-effective way to reach customers before, during and after the event. Your company logo will appear on the OSC18 homepage at www.ohiosafetycongress.com. This logo will be linked to your company website. Allow two weeks for your logo or hyperlink to appear.

#### You will receive:

 Your company logo on www.ohiosafetycongress.com linked to your company website. Your company logo will appear on the landing page of the mobile app.

### **New Product Showcase**

Feature your product, a brief description and a photo in the OSC18 event guide, on the OSC18 website and mobile app.



### **Passport to Safety**

Passport to Safety is a traffic-building promotion for OSC18 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 OSC18 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.

### **ADVERTISE**

# Get your name out there

Be seen by thousands by advertising in the **OSC18 EVENT GUIDE**. With options ranging from a full-page advertisement to simply adding your logo to your company's description, you're bound to find something to fit your needs and budget.



Advertisement	Through Jan. 16	Size (in inches)	Artwork due	Availability			
Back cover (Exclusive)	\$1,200 color	8.5" x 11"	Jan. 16	One available; exclusive placement			
Expo floor plan banner (Exclusive)	\$500 color	1" x 4"	Jan. 16	One available; exclusive placement			
Inside front cover (Exclusive)	\$900 color	8.5" x 11"	Jan. 16	One available; exclusive placement			
Inside half page horizontal	\$500 color	7.125" x 4.625"	Jan. 16	Eight available; placement at BWC's discretion			
Inside 1/3 page square (Best value)	\$400 color	4.625" x 4.625"	Jan. 16	Four available; placement at BWC's discretion			
Inside 1/6 page vertical	\$300 color	2.125" x 4.625"	Jan. 16	10 available; placement at BWC's discretion			
Company logo (Most popular)	\$100	N/A	Jan. 16	One available per exhibitor			

BWC sells event quide advertisements on a first-come, first-serviced basis and are only secured with payment. BWC places advertising in the order received and at its discretion.

### Expo floor plan banner

Your company advertisement banner placed on expo floor plan page.



### **Company logo**

Your company logo placed next to company description.

Columbia Southers University 726 255-922-4295 www.schumbianachen adu A. futy ontine university that offers annociate, scalesce, and marker degrees. Offers degrees in cooperature cuttery and featily, evariamental strangement, and mark the seaso.	COUNTY FIRE	Olizaniar S. A.  013-024-0380 www.distania.com A Portuguese manufacturer of safety basis in polyseothase and PVC for different assass. Fee your best in account.
Compensation Solutions Inc. 209 889-779-7722	WHEND THE PARTY NAMED IN COLUMN	0/Usi Safety Equipment Inc. 129 900-343-1354 www.distable.com
Third early administrator specializing in claims	County Fine Protection Inc. 228 230-973-3600	A distributor of callety equipment including test and contractor supplies, the also provide safety training and offer professional safety speakers.
administration	Sales and service of the extrapolates, the	Diverse Manufacturing
CompManagement 424 800-825-6765 www.compmic.com	atoms, opinion and the pumps, bar-cade management, eat/emergency lights, bitchen bood suppression, back-flow security/	Solutions U.C. 1939 614-207-7418
Money compensation administrator providing claims management, alternative string (years)	Croscos Detection Instruments	Severage safety gates and ergonomic tables DOT Grove City
um discount program administration, safety services and unemployment compensation	WWW.COMCOT.us.	604-725-6068 www.002904-00-000
Complianagement Health Systems	Portage and fixed gas detectors equipment Crown Matting Technologies	Offering pre-employment, random, pod-acci dett and after-town drug and alcohol techny as well as employment and CDX physicals.
Comp X Medical Management	Eigenomic moting designed for a wide sarge of applications including set, dry, oby, non-conductive, and static designable	DuPort Co. 216 804-383-2000 DuPort.com
Prodes at your injured worker ancitory needs including temport, temporary, foreign worker regulation, have services, theseins	Basisi A. Bodesa & Associates	The industry lead and go-to source to information and products that leap areast unit. KEVLARIES, MOMERSEE, TRESSEE, and TOMMER are the conducts of performance.
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### **Art specifications**

Prepare advertising to size. Convert type to outlines and embed all links. Save as a CMYK high resolution PDF (300 dpi).

Upload artwork to your **exhibitor service center** account. OSC management will provide your log-in credentials after payment is processed.

**Call** Shereen Streeter at 614-644-7247 or email: Shereen.S.1@bwc.state.oh.us for questions concerning art preparation.

# Previous exhibitors

The following companies and organizations made OSC17 an important part of their overall marketing strategy. Join the growing number of businesses that have discovered the benefits of exhibiting at the largest and longest-running regional occupational safety, health and workers' compensation event in the U.S.

1-888-OHIOCOMP

3M-Personal Safety Division

Accuform

Acoustical Systems Inc.

Action Supply Products Inc.

**ACV** Enviro

Advanced Ergonomics Inc.

Advanced Safety & Energy

Airfeet Technologies

Airgas

Airrosti Rehab Centers

**ALERT Safety Products** 

Allied Environmental Services Inc.

AllOne Health

ALS

Alyfe Wellbeing Strategies AmCare Occupational Health

Management Services

American Producers Supply Co.

American Society of Safety Engineers

(ASSE) of Central Ohio

Ansell Health Care

Argus-Hazco

Armor Guys Inc.

ASAP!

Athletico Physical Therapy

August Mack Environmental

Barefoot Ergonomic Flooring

by Beagle 1 Inc.

BCH Electrical Consulting

Bearing Distribution Inc. - BDI

Benchmark Industrial Supply LLC

Bennette Design Group

Blackline Safety

Boplan USA

Brady Corp.

Breezer Holdings LLC/

Breezer Mobile Cooling

Brent Industries Inc.

BrightGuy Inc. Brite Ears LLC Brookville Glove Mfg.

Bureau Veritas North America Inc.

Burkins Ritchie & Associates LLC

C.A. Short Co.

Callard Co. (The)

CareWorks MCO

CareWorksComp

**CHC Wellness** 

Cintas Corp.

Claxon Custom Printing & Promotions

Cleveland State University

**CLMI Safety Training** 

Columbia Southern University

Compensation Solutions Inc.

CompManagement

CompManagement Health Systems Inc.

Comp-X Medical Management

Concentra

Conney Safety Products

Control Analytics Inc.
Convergence Training

CorVel Ohio MCO Inc.

County Fire Protection Inc.

Crowcon Detection Instruments

Crown Matting Technologies

Daniel A. Rodeno & Associates

Deb USA Inc. DEKRA Insight

Dentec Safety Specialists Inc.

Dikamar S. A.

DiVal Safety Equipment Inc.

Diverse Manufacturing Solutions LLC

DOT Grove City

DuPont Co. EA Group

Electrocomm Columbus Corp.

Elvex Corp.

Employers Choice Plus

**Enovative Technologies** 

Enpac LLC EnviroServe **ERG Environmental Services** 

Ergo Advantage FRGOMAT Inc.

Ergonomic Consultants &

Injury Prevention Services

ErgoShield by Powerstep

Ergotronix Inc.

Essilor Prescription Safety Eyewear

Examinetics

FallTech

Fastenal

Faztek LLC

Firefighter Safe

Fit for Work

Floormat.com Focal Upright

rocai oprigni

Forklift Training Systems

Foxfire – A Division of Marpac LLC

**Gateway Safety** 

GfG Instrumentation

Glavin Industries Inc.

Glove Guard I P

Goat Throat Pumps

Goldenberg Schneider LPA

Goodwill Industries of Akron Inc.

HAIX North America Inc.

Handling Concepts Inc.

Hastings Air Energy Control Inc.

HD Supply White Cap

Health Management Solutions Inc.

HearSafe Group Inc. (The)

Helly Hansen Workwear

ielly Hallsell vvolkweal

Hercules Industries Inc.

Hometown Urgent Care &

Occupational Health Honeywell

HR ProFile

Hughes Environmental

Hunter Consulting Co. Hy-Safe Technology

Hytest / Safety Shoe Distributors



HzW Environmental Consultants I.E. Monitoring Instruments Inc. Industrial Physical Capability Services Inc.

Industrial Safety & Training Services Industrial Scientific Corp. Inplant Enviro Systems 2000 Integrated Wellness Solutions

**IPAX** 

iReportSource Inc. Iron City Pipe & Supply Jendco Safety Supply Kee Safety Inc. Keystone Safety

Intrepid Industries Inc.

Kindred Healthcare Inc.
Kinetics Noise Control Inc.
Kirk Key Interlock Co LLC

KPA

Lehigh Outfitters Lewellyn Technology Inc.

LIZard Apparel & Promotions LLC

M3V Data Management Machine Safety Specialists Maersch Environmental and Safety Consulting

Magid

Majestic

Malta Dynamics

Market Force Inc. Marlin Co. (The)

Martor USA

Master Lock Co.

Matrix Companies (The)

MAX USA Corp. MB Kit Systems

McCormick Equipment Co. Inc.

McNaughton McKay Electric of Ohio

MCR Safety

Mercy Health – Occupational Services

Metabo

Mid America OSHA Education Center

Mid West Sales Agency Milagon, A Division of NSS Enterprises Inc.

Moldex Metric Inc. Motorcycle Ohio /

Ohio Department of Public Safety

Mount Carmel Occupational Health

MSA The Safety Company

National Federation of Independent

**Business** 

National Safety Apparel Inc. National Safety Compliance Inc. National Safety Council Ohio Chapter

Nesco Resource LLC Northstar AFD

Northwind Safety Corp. NovaCare Rehabilitation

NPS Corp.

Ohio Army National Guard
Ohio Association of Occupational
Health Nurses (OAOHN)

Ohio Bureau of Workers' Compensation Ohio Development Services Agency Ohio EPA — Division of Environmental

and Financial Assistance Ohio Industrial Commission

Ohio Manufacturers Association (The)

Ohio Power Tool Ohio Tool Systems Inc.

Ohio Utilities Protection Service OhioHealth Employer Services On-Site Testing Specialists Inc.

ORR Safety Corp.

Paramount Preferred Solutions Inc.

Pelsue Co.

Precision Concrete Cutting Premier Safety & Service Inc.

Prevent Blindness Primerica Inc.

ProBuilt Professional Lighting

ProtectEar USA

Protective Industrial Products Inc.

Pure Water Technology

R on I Inc.

R.C. Bremer Marketing Associates Inc.

Red Flag Reporting

Red Wing Brands of America

ReMed RETTEW

RIDGEPRO (The)

Risk Control Technologies Inc.

RiskControl360°

Rupp Safety Associates Inc.

Rust-Oleum Corp.

SafeStart

Safety Associates Inc.

Safex Inc.

Saf-T-Gard International Inc. Scott Systems International

SDSpro

Seattle Glove Inc. SGS-Galson Sheaklev

Shieldmark – Mighty Line Floor Tape

Shoe Sensation SHOWA SiteHawk

SKC Inc. Slice Inc.

SOS Technologies / AED Results

Sotaris LLP Spooner Inc.

Spooner Medical Administrators Inc.

Springstone Inc. SRI-Ergonomics,

The Ohio State University Stauffer Glove & Safety

STRYKER

Superior Glove Works USA LTD

Sure Foot Corp. SW Safety Solutions T K Group Inc.

Targeting Customer Safety Inc.

Tasco Corp.

TEC Labs

Tingley Rubber Corp.

Towlift Inc.

Travelers Alliance Group LLC Tritech Fall Protection Systems

TSI Inc.

U.S. Department of Labor OSHA

U.S. Healthworks U.S. Safety Depot –

A Division of HP Products

**UL EHS Sustainability** 

UltraTech International Inc.

Unik Sales LLC

Uniphos Envirotronic Inc.

Unistrut Midwest

**United Sales Associates** 

University of Alabama Birmingham

University of Findlay US SafetyGear Inc. Vallen Distribution Inc.

VelocityEHS

Veolia Environmental Services

Vestil Manufacturing Visual Workplace Inc. Walman Optical

Waltco

Walter A. Wood Supply Co.

Wearwell Inc. Weldas Co. LLC

Wells Lamont Industrial

Werner Co.

West Virginia University Safety & Health Extension

Westex by Milliken
Wil.Com Associates Inc.
Wilson Bohannan Padlock Co.

Work Accessories Inc. Work Accessories Inc. Workstar Health Services

### Don't let the clock run out x

The 2015, 2016 and 2017 expos all sold out. **Apply early for discounts** and improve your chances of getting the booth space and promotional opportunities you want.

Don't wait until late in the game. **RESERVE YOUR SPACE TODAY!** 

### www.ohiosafetycongress.com

### Important deadlines

Dec. 8	Last day for advance rates on booth space and promotional opportunities			
Dec. 8	Last day seniority points are utilized for booth space location assignment			
Dec. 9 and after	Booth space locations are first come, first serve as payment is received			
Jan. 16	Last day for event guide print advertising, company listings or promotions			
Feb. 9	Last day to order carpet and furnishings at advance rates			
Feb. 16	Last day for hotel room reservations at discounted rates			
Feb. 19	Last day to order electric and utilities at advance rates			

### **APPLY today!**

**NEW for OSC18!** Create a profile and complete your application online. **Click here** to get started.

### For additional information

**Ryan Miller**, *Expo Coordinator* Ohio Bureau of Workers' Compensation **614-728-6455** or 800-644-6292 Fax 614-365-4971

safetycongress@bwc.state.oh.us

### **Event location**

OSC18 will be held at the Greater Columbus Convention Center. It is surrounded by restaurants, shops and ample parking.

### **Greater Columbus Convention Center**

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

### **Directions and parking**

www.columbusconventions.com/park/directions-and-parking/

(Prepay parking opportunities will become more available closer to OSC.)

### **Hotel accommodations**

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center, many offering discounted rates to OSC18 participants. **Make reservations by Feb. 16, 2018, to receive a discount.** Visit the OSC18 website for hotel locations and discounted rates as they become available.

### Important! Please read

Please be aware of housing pirates claiming to be a representative of the Ohio Bureau of Workers' Compensation or show management asking you to book hotel rooms for OSC18. No authorized organization will contact you about Safety Congress hotels or housing. Ignore these pirating emails and calls. Additionally, unless you have initiated the communication, do not provide anyone with your personal information, especially a credit card number.

We strongly suggest you make hotel reservations with an official OSC18 hotel, using the website links or phone numbers provided on the OSC18 website.