

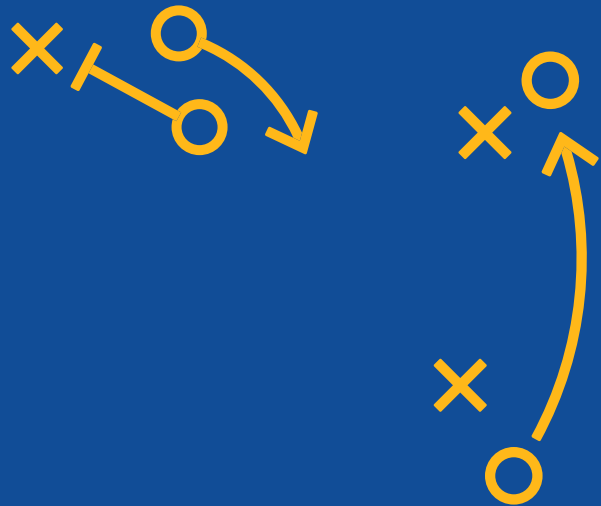


OHIO SAFETY CONGRESS & EXPO

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!

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.

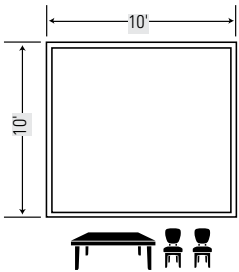
Payment must accompany the application for booth space.

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 <i>(beyond boundaries on floor plan)</i>	\$3.96/sq. ft.	\$4.45/sq. ft.

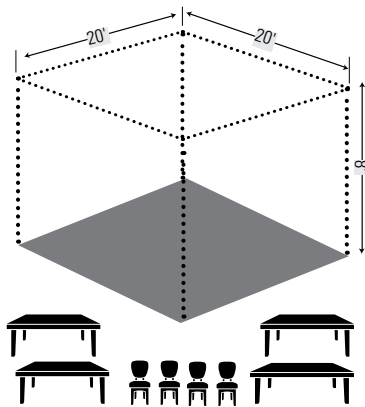
*For fairness and consistency among all exhibitors, BWC will not honor advance rates after Dec. 8. Please do not request special consideration.

Booth space examples

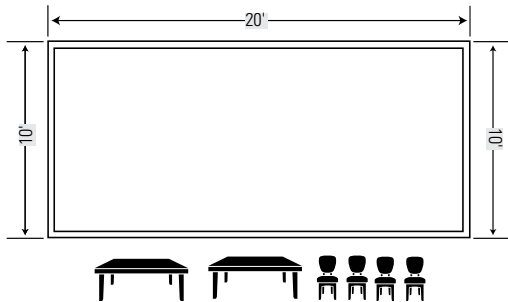
10' x 10'



20' x 20' island



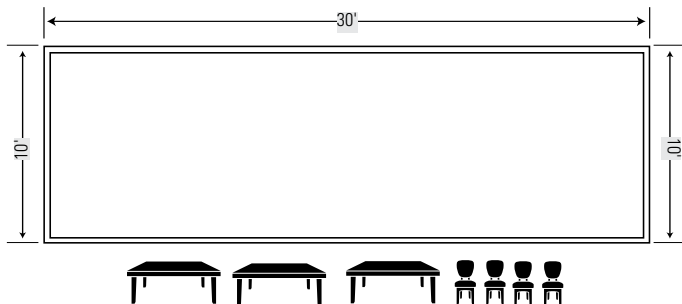
10' x 20'



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 post-marked 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



	1000	1002	1004	1006	1008	1010	1012	1014	1016	1018	1020	1022	1024	1026	1028	1038	1040	1042	1044	1046	1048	Exhibit Service Desk		
150																								
148	147	246		247	346		347	446		447	546		547	646		647	746		747	846		847	946	951
146	145	244		245	344		345	444		445	544		545	644		645	744		745	844		845	944	949
144	143	242		243	342					443	542		543	642		643	742					843	942	947
142	141	240		241	340					441	540		541	640		641	740					841	940	945
140	139	238		239	338		339	438		439	538		539	638		639	738		739	838		839	938	943
138				LOUNGE			337	436		437	536		LOUNGE			637	736		737	836				
136	135	234					335	434											735	834		835	934	
134	133	232					333	432		433	532					633	732		733	832		833	932	
132	131	230		231	330		331	430		431	530		531	630		631	730		731	830		831	930	
130	129	228		229	328		329	428		429	528		529	628		629	728							
128				227	326		327	426		427	526		527	626		627	726		727	826		827	926	931
126	125	224								425	524		525	624		625	724		725	824		825	924	929
124	123	222		223	322		323	422								623	722		723	822		823	922	927
122	121	220		221	320		321	420					521	620		621	720		721	820		821	920	925
120	119	218		219	318								519	618										923
118										BWC						617	716					817	916	921
116	115	214		215	314		315	414		415			515	614		615	714		715	814		815	914	919
114	113	212		213	312		313	412					513	612		613	712		713	812		813	912	917
112	111	210		211	310					411	510					611	710		711	810		811	910	915
110	109	208		209	308		309	408		409	508		509	608					709	808				913
108							307	406					507	606		607	706					807	906	911
106	105	204		205	304		305	404		405	504		505	604		605	704		705	804		805	904	909
104	103	202		203	302		303	402		403	502		503	602		603	702		703	802		803	902	907
102	101	200		201	300											601	700		701	800		801	900	905
100																								903
																								901

Safety
Innovations
Awards

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

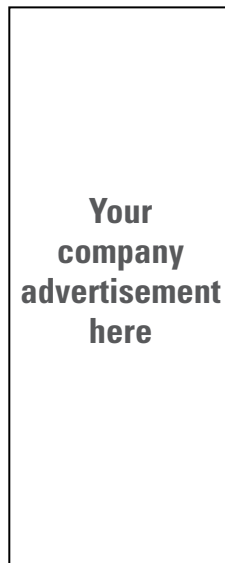


Concourse sign board

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.



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.

New Product Showcase **NEW!**

These exhibitors offer products recently introduced to the occupational safety and health market. Visit their booth in the Expo Marketplace to check out these new products.

Ergonomic Consultants and Injury Prevention Services 841
www.myergoplace.com
<http://www.myergoplace.com/Ergotron-WorkIt-S-Dual-Monitor-St-Stand-with-Worksurface>
 1471057 June
Product: ERGOTRON Sit to Stand Workstation
 Transform any surface into a personalized height adjustable desk. Change from a sitting to a standing position whenever you want. This sit-stand workstation moves your keyboard and display in one simple motion, making computing comfortable for prolonged periods.

iReportSource Inc. 150
www.ireportsource.com
 Voice: <https://youtu.be/ElimataWleU0>
Product: Employee Safety and Claim Management App and Web Platform
 A digital safety assistant allowing employees to easily collect EHS and workers' comp reports using an app and web portal to manage workflow. By gathering real-time data, stored all in one place, it eliminates the traditional paper and spreadsheet process. iReport uses data collected from near/mix and safety audits to assist with accident prevention. Our predictive analytics uses leading and lagging indicators to help employees make data-driven safety decisions, saving time, money and lives.

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.

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 <i>(Exclusive)</i>	\$1,200 color	8.5" x 11"	Jan. 16	One available; exclusive placement
Expo floor plan banner <i>(Exclusive)</i>	\$500 color	1" x 4"	Jan. 16	One available; exclusive placement
Inside front cover <i>(Exclusive)</i>	\$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 <i>(Best value)</i>	\$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 <i>(Most popular)</i>	\$100	N/A	Jan. 16	One available per exhibitor

BWC sells event guide advertisements on a first-come, first-served 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.



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 Streeer 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
ERGOMAT 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
Forklift Training Systems
Foxfire – A Division of Marpac LLC
Gateway Safety
GfG Instrumentation
Glavin Industries Inc.
Glove Guard LP
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
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
Intrepid Industries Inc.
IPAX
iReportSource Inc.
Iron City Pipe & Supply
Jendco Safety Supply
Kee Safety Inc.
Keystone Safety
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 AED
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
Sheakley
Shieldmark – Mighty Line Floor Tape
Shoe Sensation
SHOWA
SiteHawk
SKC Inc.
Slice Inc.
SOS Technologies / AED Results
Sotaris LLP
Spooner Inc.
Spooners 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 Bohannon Padlock Co.
Work Accessories Inc..
Work Accessories Inc.
Workstar Health Services

Don't let the clock run out

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.