

Charting your course
for success!



OHIO SAFETY CONGRESS & EXPO

Exhibitor Prospectus

March 28-30, 2006
Greater Columbus Convention Center



OHIO SAFETY CONGRESS & EXPO

Charting your course for success!

Dear Safety and Health Supplier,

Here is an opportunity to chart your course for success. The Ohio Safety Congress & Expo is the number-one choice for your company to introduce new products and services and to meet the people who make the safety decisions for their companies. The three-day show attracts more than 5,000 attendees and 200 exhibitors from all over the country, and offers 150 hours of educational sessions to Ohio employers and employees.

Reserve a booth today to make sure you are represented at the midwest's premier health and safety show, and get your company started on the right course for future success.

What we have to offer

The Ohio Safety Congress & Expo is the largest safety and health show in the midwest. Centrally located in Columbus, Ohio you are within 550 miles of more than half of the U.S. population, and downtown is just 10 minutes from Port Columbus International Airport. As the 15th largest U.S. city, Columbus has 22,000 hotel rooms citywide, 3,500 of them downtown (and more than 2,500 committable rooms adjacent to or close by the convention center).

The 2006 show will be held in downtown Columbus at the Greater Columbus Convention Center, which is known as an exhibitor-friendly facility. Exhibitor move-in and move-out is facilitated by easy dock access and a helpful, knowledgeable staff.

Take advantage of three days of exhibit hours to connect with existing customers and prospects, and to share information with a large number of people in a short period of time. The exhibit floor will close at 3:30 p.m. to allow you time to make important sales calls and follow up on leads the same day.

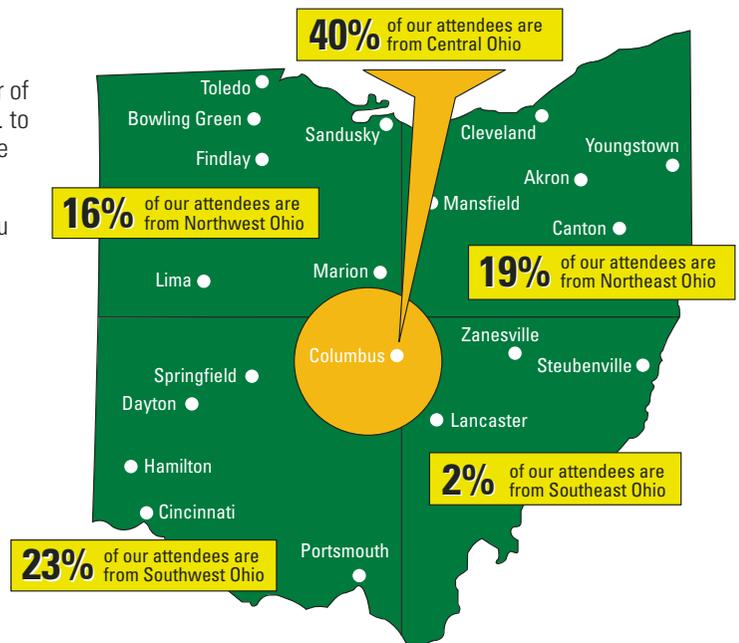
You will reach a receptive audience of key safety decision-makers if you offer products or services such as:

- Consulting;
- Ergonomics;
- Fall protection;
- Health and medical services;
- Industrial hygiene;
- Managed care organizations;
- Third-party administrators;
- Personal protection;
- Production safety;
- Rehabilitation;
- Safety equipment;
- Safety services;
- Training.

Bottom line



The Ohio Safety Congress & Expo is a great opportunity for your company to network with a large number of safety and health professionals at an affordable cost.



Your course for success

The Center for Exhibition Industry Research (CEIR) estimates that the average cost of a direct sales call is \$277 with an average of 4.3 calls made to close a sale; compared with an average cost of \$162 to reach an exhibit attendee.

This is what a *typical* exhibitor can expect to pay to exhibit at the Ohio Safety Congress & Expo:

Corner booth (10' x 10')*	\$825.00
120-volt electrical service*	\$70.00
Show manager's special*	\$170.25
(carpet, table, chairs, wastebasket)	

Estimated budget* **\$1,065.25**

* Excludes travel expenses and drayage.
Costs are based on 2005 advanced rates.

Move in:

9 a.m. to 4 p.m. Monday, March 27

Move out:

1 to 5 p.m. Thursday, March 30

For the safety and security of our attendees, please make arrangements to staff your booth during the entire event.

No early breakdowns are permitted

Expo hours:

8:30 a.m. to 3:30 p.m.	Tuesday, March 28
8:30 a.m. to 3:30 p.m.	Wednesday, March 29
8:30 a.m. to 1 p.m.	Thursday, March 30

Booth rates and deadlines:

Prior to Nov. 30, 2005

10' x 10' corner	\$825
10' x 10' interior	\$750
Each additional 10' x 10'	\$700
20' x 20' island	\$3,000

Nov. 30, 2005 and after

10' x 10'	\$900
Each additional 10' x 10'	\$850
20' x 20' island	\$3,500

Your booth purchase includes:

- Company name and booth number listed on our Web site, ohiobwc.com, after Nov. 30, 2005;
- 24-hour security;
- 7" x 44" sign with company name and booth number;
- Company name and booth number in our official program for all applications received before Nov. 30, 2005;
- Unlimited booth personnel permitted at no extra cost;
- Exhibitor lounge;
- A listing in the exhibitor directory for all applications received before Jan. 16, 2006;
- Pre- and post-show mailing lists upon request.

Exhibitor testimonials

"Over the years the Ohio Safety Congress has attracted quality people interested in every aspect of safety. I have found that a lot of them put it on their calendar year after year so they can find out what new safety products are on the market. Since we represent several manufacturers of safety equipment, we generally have new products to introduce. This show has been invaluable to us for this process. Of all the state safety shows we have exhibited at, the Ohio Safety Congress is by far the best!"

Denny Swigert, nine-year exhibitor
Targeting Customer Safety, Inc.

"As one of the largest exhibitors at the Ohio Safety Congress & Expo for 16 years, it obviously continues to be of great value to our company and our principles. While some safety expos have declined in recent years, Ohio continues to be recognized by our company as THE premier regional/state expo where we exhibit."

George J. Hayward, 16-year exhibitor
President, United Sales Associates

ALERT Safety Products believes that the Ohio Safety Congress & Expo offers us the best exposure to our current and potential new customers along with providing a powerful forum to introduce many of our unique and innovative products for forklift and pedestrian safety. For us it is our primary show of the year and we are never disappointed by the quality or quantity of visitors to our booth.

Bill Chernick, five-year exhibitor
President, Alert Safety Products





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For more information

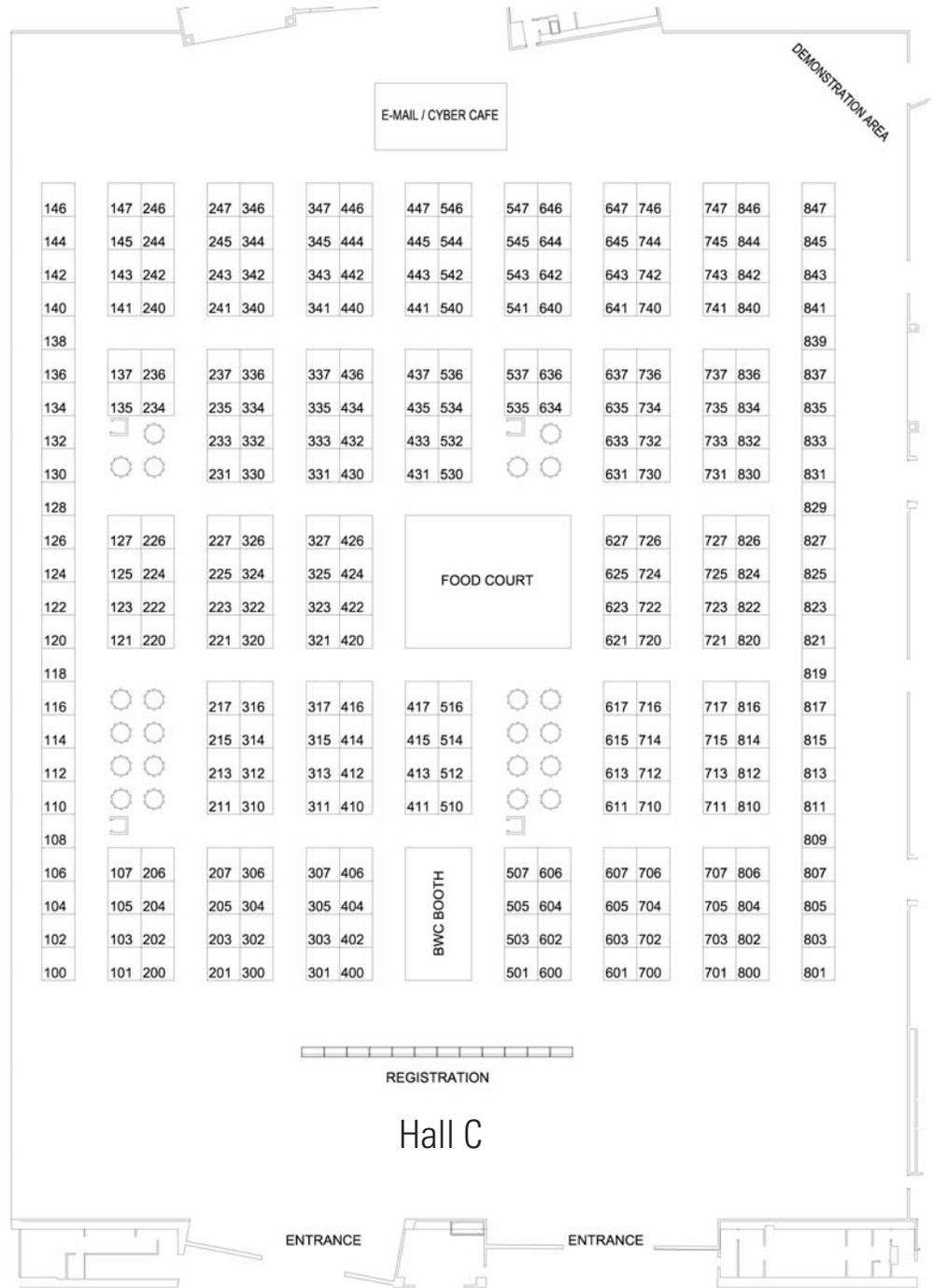
- Call 1-800-OHIOBWC, press 22 and then 2;
- Fax (614) 365-4971;
- E-mail SafetyCongress@ohiobwc.com;
- Visit ohiobwc.com, click on safety services.

Booth assignments:

Applications and payments postmarked no later than Oct. 30, 2005 will be assigned on a seniority basis. After Oct. 30, all applications with payment will be assigned as they are received on a space-available basis. Applications received after Jan. 16, 2006 may not appear in the exhibitor directory.

Booth space is limited

The Ohio Safety Congress & Expo draws key safety decision-makers from all over the state. So, don't miss your chance to meet with people who want to do business with you! Send your application and payment today.



BWC's Division of Safety & Hygiene
 13430 Yarmouth Drive
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 1-800-OHIOBWC

BWC
 Better Workers' Compensation
 Built with you in mind

Governor Bob Taft
 Administrator/CEO Tina Kielmeyer