

**Saving money. Saving lives.**

# OSC | 10

Ohio Safety Congress & Expo

## Exhibitor Prospectus



**March 30 to April 1**  
Greater Columbus Convention Center

**New this year! Two-day expo**  
**March 31 and April 1**

**Ohio** | Bureau of Workers' Compensation

### About the Ohio Safety Congress & Expo

The 2010 Ohio Safety Congress & Expo enters its 80<sup>th</sup> year of bringing Ohio buyers to a single location for their workplace safety and health needs. As a product or service provider you can showcase your items to over 5,000 safety-minded individuals. You will:

- Identify new sales opportunities;
- Expand your prospect base;
- Strengthen existing customer relationships;
- Establish your business as an industry leader; and
- Build visibility in the occupational safety and health market.

### You spoke, we listened

To make better use of your time and money, we implemented your most popular requests.

- Reduced to a two-day expo to give you more time in the office.
- Extended move-in hours to let you install after your business closes.
- Web site links to help buyers see your products 24/7.
- Product showcase to direct extra attention to your newest products.

### Who attends?

- Safety, health and risk managers
- Company owners, presidents and CEO's
- Human resource directors
- Safety officers and consultants
- Loss-prevention and control managers

### These businesses, plus many more, are represented at the Ohio Safety Congress & Expo

Abbott Laboratories	NetJets Services
Abercrombie & Fitch	The Ohio State University
American Electric Power	The Ohio State University Hospital
Anheuser Busch	Ohio Valley Electric Corp.
Ashland Inc.	Owens Corning
AT&T	Procter Gamble Co.
Avery Dennison	Quest Diagnostics
Avon Products	Qwest Communications Corp.
BASF	Retail Ventures Services Inc
Battelle Memorial Institute	Sauder Woodworking
Dayton Power and Light	Scotts Miracle Gro
Delphi Corp.	State of Ohio
Duke Energy	Step 2 Co.
Enerfab	The Dannon Co. Inc.
Frito-Lay	The Gap
GE Lighting	Timken Co.
Honda of America	UPS
JM Smucker Co.	WAL MART Stores Inc.
Kokosing Construction	Whirlpool Corp.
Longaberger Co.	White Castle
Miller Brewing Co.	Worthington Cylinder Corp.
MTD Products Inc.	Worthington Foods
National Lime & Stone Co.	Worthington Industries
Nationwide Children's Hospital	

And numerous more organizations in these industries:

- Agriculture;
- Chemical;
- Construction;
- Distribution;
- Emergency response;
- Food and beverage;
- Health care;
- Manufacturing;
- Mining;
- Metal fabrication;
- Small business;
- Transportation;
- Utilities; and
- Public entities such as cities, counties, schools and universities.

### Expanded employer participation

- Session emphasis on workers' compensation and emergency responders
- New programming to meet BWC training requirements for group-rating programs



### Booth packages

***Sign up early and save!***

10' x 10' interior booth  
\$800 by Jan. 31, \$950 thereafter

10' x 10' corner booth  
\$875 by Jan. 31, \$950 thereafter

Each additional booth  
\$750 by Jan. 31, \$900 thereafter  
Bulk space pricing is available upon request.

### Exhibitor schedule

The Ohio Safety Congress & Expo will offer three days of education but helps you keep money in your pocket with a two day expo. Evening move-in hours will let you serve customers during the day and install your booth after your business closes.

#### Move in

10 a.m. to 8 p.m. Tuesday, March 30

#### Expo hours NEW! Two-day expo

9 a.m. to 4 p.m. Wednesday, March 31  
(no sessions 11:30 a.m. to 1:30 p.m.)

9 a.m. to 4 p.m. Thursday, April 1  
(no sessions 11:30 a.m. to 1 p.m.)

#### Move out

4 to 7 p.m. Thursday, April 1  
For the safety and security of participants, please make arrangements to staff your booth during the entire event. We do not permit early breakdowns.

### Booth amenities

- 6' skirted table in show colors and one side chair
- 8' high back drape and 3' high side drape
- 7" x 44" sign with company name and booth number
- Unlimited booth personnel at no extra cost
- 24-hour security
- Company listing in Event Guide if payment received by Feb. 15
- Pre- and post-show mailing lists upon request (allow 10 to 14 business days for delivery)

\*Note: Carpet and electricity are not included in the booth fee.

### Booth space allocation

We will assign booths as stated below.

- We will assign exhibitors who have their applications and payments postmarked no later than Jan. 15 on a point system factoring seniority and booth size. Exhibitors will receive one point for each year of seniority in the Ohio Safety Congress & Expo. Multiply points by the quantity of booths purchased for the event (e.g. 10 years seniority and a 10' x 20' booth will receive 20 points).
- We will assign exhibitors who have their applications and payments postmarked after Jan. 15 on a space available basis.

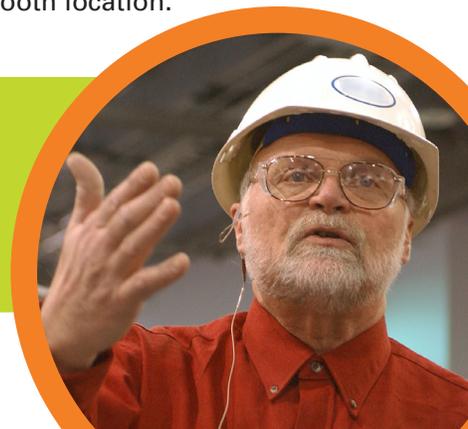
### Optional services

Exhibitors wishing to order equipment, furnishings or utilities beyond those provided in the booth fee may do so through the convention center or exposition service contractor. Order forms will be available approximately six weeks prior to the event.

### Space is limited!

Meet representatives from Ohio firms that want to do business with you. Send your application and payment today for best booth location.

OSC provides great exposure at a reasonable price.



## Advertising

Go one step further than your competition. Direct traffic to your booth, generate curiosity and reinforce your brand with an ad in safety congress materials or on the Web site. Several options are available to fit your needs and budget.

Act now, because space is limited.

### 1 New product showcase

The new product showcase allows buyers to browse recently released items in one convenient location. If your business introduced a product to the market in 2009 or 2010, you'll want to be included in this exclusive display. It's an affordable way to strengthen your presence at the event.

For only \$35 before Jan. 31 or \$50 thereafter, you will receive:

- Your product on display in front of the expo hall;
- An identification sign with your company name, product and booth number;
- Recognition in the Event Guide.

### 2 Event Guide

Circulation: 5,000 participants at the show. Advertising must be purchased by Jan. 31. Artwork deadline is Feb. 15. All ads will be printed in black and white. See page 5 for art specifications.

- Inside front cover: \$600
- Inside back cover: \$500
- Inside full page: \$400
- Inside half page: \$250
- Highlight feature: \$100 — Your company's listing featured in a highlighted block

Reserve your ad space today!

### 3 BWC/Ohio Safety Congress & Expo Web site

Web site presence is a low-cost way to reach customers before, during and after the event. Web site listings will appear on the safety congress exhibitor page at [ohiobwc.com](http://ohiobwc.com). Allow three weeks for your logo or hyperlink to appear. You must purchase a booth to be eligible for Web site links.

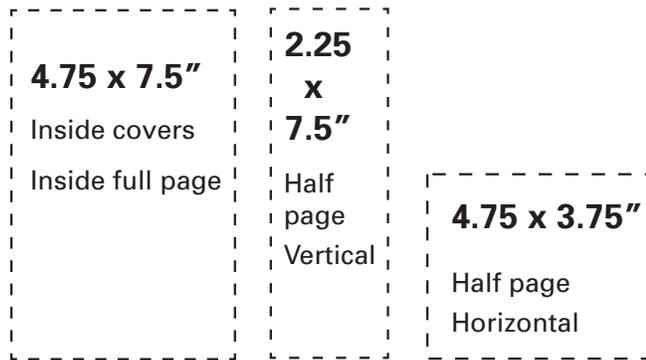
- Web site logo \$200 – Full color logo on safety congress exhibitor page
- Company name with added hyperlink \$35 by Jan. 31, \$50 thereafter



The Safety Congress Expo gives exhibitors exposure to thousands of potential customers.

**Art specifications**

Prepare advertising to size in grayscale. Convert type to paths and embed links. E-mail high-resolution PDF to donna.m.2@bwc.state.oh.us. You may also mail the PDF on CD to Donna Molnar, BWC Communications, 30 W. Spring St., 25<sup>th</sup> Floor, Columbus, Ohio 43215. Please call 614.466.2441 for questions concerning art preparation.



Highlight feature sample:

Sample Safety Co ..... 23  
 (123) 456-7890 www.webaddress.com  
 Safety products and services

**Columbus Convention Center**



**Sponsored by:**  
 Ohio Bureau of Workers' Compensation  
 13430 Yarmouth Drive, Pickerington, OH 43147  
 Phone 614-728-6455 Fax 614-365-4971  
 ohiobwc.com SafetyCongress@bwc.state.oh.us

**OSC | 10**  
 Ohio Safety Congress & Expo

Governor **Ted Strickland**  
 Administrator **Marsha P. Ryan**

**Ohio** Bureau of Workers' Compensation

# EXHIBIT SPACE AGREEMENT

## 2010 Ohio Safety Congress & Expo

March 30 to April 1 • Greater Columbus Convention Center



### Company information

Complete **as it should appear** in the Event Guide. This information will appear in the Event Guide if received by Feb. 15. Type or print clearly.

Company \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Web site \_\_\_\_\_  
 Product/service (175 characters or less) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Booth sign should read \_\_\_\_\_

### Exhibit contact information

Individual to receive all information on exhibit logistics and operations, including exhibitor services manual. **Unsigned contracts will not be processed.**

Contact name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ ZIP+4 \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_  
 Signature (required) \_\_\_\_\_  
 Additional contact \_\_\_\_\_  
 Email \_\_\_\_\_

### Agreement

This application, upon acceptance by the Ohio Bureau of Workers' Compensation's (BWC) Division of Safety and Hygiene, Ohio Safety Congress and Expo, hereafter referred to as Ohio Safety Congress and Expo, immediately creates a binding contract between you the exhibitor, and Ohio Safety Congress and Expo. YOUR SIGNATURE ABOVE SIGNIFIES YOUR INTENTION TO BE BOUND BY THE TERMS OF THIS CONTRACT. Ohio Safety Congress and Expo reserves the right to reject any exhibitor's application to participate in the Congress. The contract shall contain, without alteration, all the terms and conditions governing the agreement between Ohio Safety Congress and Expo and the exhibitor. Any alteration to the terms and conditions of the contract by an applicant shall immediately cause rejection of the exhibitor's application. Failure of any selected exhibitor to meet or perform within the terms and conditions set forth in the contract shall permit Ohio Safety Congress and Expo to immediately rescind or cancel the contract and to remove the exhibitor from the Ohio Safety Congress and Expo. In that event, no refund of the contract price will be made to the exhibitor.

In consideration of the space allotted we agree to comply with the conditions and rules set forth herein, and on the obverse. It is understood and agreed that, in the event of failure or inability to fulfill its contract for space rental or to furnish space due to fires, strike, authority of law, Act of God, or for any other cause or reason, Ohio Safety Congress and Expo agrees to refund all deposits and other monies paid hereunder. In that event, this agreement shall be deemed cancelled by mutual consent, and the Ohio Safety Congress and Expo shall be relieved from all responsibility thereunder. It is further understood and agreed that all exhibits are at the exhibitor's risk. OHIO ELECTIONS LAW: Exhibitor BTC hereby certifies that no applicable party listed in Divisions (I), (J), (Y) and (Z) of O.R.C. Section 3517.13 has made contributions in excess of the limitations specified under Divisions (I), (J), (Y) and (Z) of O.R.C. Section 3517.13.

### Booth space and advertising investment

Booth	January 31 and before	February 1 and after	Quantity	Cost	Total
10 x 10 interior	\$800	\$950	_____	\$ _____	
10 x 10 corner	\$875	\$950	_____	\$ _____	
Each additional	\$750	\$900	_____	\$ _____	
New product showcase	\$ 35	\$ 50	Limit 1	\$ _____*	
Web site hyperlink	\$ 35	\$ 50	Limit 1	\$ _____	
Total booth					\$ _____
<b>Advertising</b>					
Event Guide inside front cover	\$600	N/A	_____	\$ _____	
Event Guide inside back cover	\$500	N/A	_____	\$ _____	
Event Guide inside page full	\$400	N/A	_____	\$ _____	
Event Guide inside page half	\$250	N/A	_____	\$ _____	
Event Guide highlight	\$100	N/A	_____	\$ _____	
Web site logo	\$200		_____	\$ _____	
Total advertising					\$ _____
<b>Amount enclosed</b>					\$ _____

\* Attach product description and release date

### Method of payment

Payment must accompany application. Remit to:

- 13430 Yarmouth Dr., Pickerington, OH 43147
- Fax 614-365-4971
- SafetyCongress@bwc.state.oh.us

q Check (payable to Ohio Safety Congress)

q MasterCard/Visa    q American Express

Card number \_\_\_\_\_

Expiration date (mm/yyyy) \_\_\_\_\_

Cardholder's name (print as appears on card) \_\_\_\_\_

Authorized signature (required) \_\_\_\_\_

### Booth location

Indicate your preference for booth locations. We will attempt to accommodate requests, but cannot guarantee placement.

1. \_\_\_\_\_ Describe your location preference: \_\_\_\_\_
2. \_\_\_\_\_ I would like to be located near: \_\_\_\_\_
3. \_\_\_\_\_ I prefer not to be located near: \_\_\_\_\_

### Event Guide product category

Check no more than three of the following categories for your free listing in the Event Guide. The first three items will be listed if more than three categories are selected. Deadline for inclusion in the Event Guide is Feb. 15. Additional listings are available for booths 10 x 30 or larger. Contact BWC for details.

- |                   |                           |                            |                    |                         |
|-------------------|---------------------------|----------------------------|--------------------|-------------------------|
| q Consulting      | q Health/Medical Services | q Personal Protection      | q Safety Equipment | q Training              |
| q Environmental   | q Incentives/Awards       | q Production Safety        | q Safety Services  | q Workers' Compensation |
| q Ergonomics      | q Industrial Hygiene      | q Publications/Promotional | q Safety Signage   | q Other                 |
| q Fall Protection | q MCO/TPA                 | q Rehabilitation           | q Security         |                         |

**DESCRIPTION OF BOOTHS** – Booths are 10' x 10' unless otherwise indicated. Cloth drapery material will consist of an eight feet high back wall, and side partitions measuring 36 inches high. Display materials between adjoining booths shall be limited to a height of not more than 36 inches. Display materials in booths where wall space is not available, or in booths which are back to back shall not extend above exhibitor's name panel at back of booth.

Booths shall not contain displays which are disruptive to the Ohio Safety Congress and Expo. Booths shall strictly conform to these specifications. Any deviations from the specifications of this section entitled "DESCRIPTION OF BOOTHS" including, but not limited to, displays which extend beyond their designated boundaries into aisles, displays which block other displays, and displays and/or exhibitors which are disruptive to the Ohio Safety Congress and Expo, shall be a violation of this contract and shall be grounds for removal of the exhibitor from the Ohio Safety Congress and Expo.

Exhibitor shall be responsible for making its exhibit accessible to persons with disabilities as required by the Americans With Disabilities Act and shall hold Ohio Safety Congress and Expo harmless from any consequence of exhibiting or failure in this regard.

Products and services must be safety and health related. Exhibitor shall not in any manner indicate that a BWC endorsement or approval of exhibitor's product or service has been given by BWC. Ohio Safety Congress and Expo reserves the right to prohibit or require the removal of any display or exhibit or any part of an exhibit, which it deems unsuitable, or not in keeping with the character of the trade show basis.

**BOOTH SPACE ALLOCATION** – Applications and payments postmarked no later than Jan. 15 are assigned on a point system factoring seniority and booth size; one point for each year of seniority in the Ohio Safety Congress & Expo; multiply points by the quantity of booths purchased for the event (e.g. 10 years seniority and a 10' x 20' booth will receive 20 points.) Applications and payments postmarked after Jan. 15 are assigned on a space available basis.

Regardless of points, every effort will be made not to place competitors in adjacent booths. It is the responsibility of the exhibitor to provide a clear description of primary products and services and major competitors.

**BOOTH SERVICES AND EQUIPMENT** – Rental price of booths does not include the cost of carpet, custom furnishings and equipment, labor, freight handling or other special services or utilities beyond that included in the booth fee. Order forms containing complete rates and information for all services will be sent in advance of the show.

**ELECTRIC, WATER, GAS, TELEPHONE, CUSTOM CLEANING** – All connections will be made by the appropriate contractor. Electrical outlets are not a part of booth space. A separate outlet must be ordered for all equipment to be connected. All orders for service must be received by the appropriate contractor two weeks prior to Congress. Forms will be sent to each exhibitor which will list the utilities and rates for such service. All expenses for utilities are to be paid by the exhibitor.

**BOOTH PERSONNEL** – All booths must be kept open and properly staffed during exhibit hours. Premature packing and/or dismantling will not be permitted.

**INSTALLING AND DISMANTLING EXHIBITS** – All packing crates and boxes must be removed from the exhibit floor one hour before show opens. All display materials must be removed from the facility three hours after show closes. Overtime rates will apply before 7 a.m. and after 5 p.m. each day.

**SHIPPING** – Do not ship exhibits directly to the convention facility. Storage facilities for packing cases, crates and boxes are not available at the facility. Information regarding shipping and storage of booth materials will be furnished with the exhibitor manual. Carts may be provided by the service contractor on a first-come, first-served basis. It is recommended that you bring your own carts.

**CANCELLATION AND REFUNDS** – All cancellation requests must be received in writing. Cancellation requests received through Jan. 31 will be refunded less a \$75.00 processing fee or defer payment to next Safety Congress. Cancellation requests received Feb. 1 through Feb. 28 will be refunded 50% or defer payment to next Safety Congress. Cancellation requests received Mar. 1 and after will not be refunded or deferred. Cancelled booths will be filled at the discretion of management.

**CONTRACT FOR SPACE** – All contracts are subject to the rules herein given. All applications must be accompanied by a check or paid with MasterCard, Visa or American Express to cover the total cost of the space assigned.

No exhibitor shall assign, sublet or apportion the whole or any part of the space allotted, nor exhibit therein, nor permit any other party to exhibit therein, any other goods than those manufactured or handled by the exhibitor in the regular course of their business, nor permit

any representative or firm or company not exhibiting to solicit business or take orders in their space without the written permission from the Safety Congress Manager.

The exhibitor must comply with and be bound by all laws, ordinances and regulations of the country, state, county and city, and wherever applicable, of the police and fire departments.

**USE OF FACILITY** – Agents, solicitors and representatives of exhibitors selling commercial products shall not be permitted to use sample rooms or space elsewhere in the Convention Center for display of their products. Advertising, solicitation and distribution of literature of commercial products shall not be permitted except from the exhibit booths.

**PRODUCT SALES** – Exhibitors may choose to sell products and services on the exhibit floor. To be eligible, exhibitors must register, in person, with the Ohio Department of Taxation. To find the nearest office of the department of taxation, visit [www.tax.ohio.gov](http://www.tax.ohio.gov), click on "Contact Us" located at the top right of the page, click on "Taxpayer Services" link. Exhibitors must notify Ohio Safety Congress & Expo of their registration with the Ohio Department of Taxation. Exhibitors by selling products and services on the exhibit floor warrant that they are complying with all federal, state, and local laws in the conduct of their Safety Congress activities.

**NEW PRODUCT SHOWCASE** – Exhibitors with a new product that was introduced January 1, 2009 or later may sign up to display the product in the showcase. Exhibitors must indicate interest on the front of this contract and provide description of the product. New products must be submitted to registration during move-in hours. Products must be retrieved within one hour of show closing. Show management will provide showroom security, but is not responsible if item is stolen or damaged. Product must be no larger than 24" x 24". Photos may be submitted for larger products but the product must be available for viewing at the exhibitors' booth.

**FOOD AND BEVERAGE** – The rights to all concessions are reserved by the convention facility, and the exhibitor will not be permitted to sell or distribute any soft drinks, tobacco products, confections or food for consumption on the premises without permission from the convention facility or the facility's exclusive food service provider.

**MUSIC** – Music may not be played in any form without the proper license of copyrighted music.

**LIABILITY** – It is expressly understood that the Ohio Safety Congress and Expo does not assume responsibility for extra charges for carpenter work, shelving, wiring, special decoration, furnishings, etc.

Although a night watchman will be on duty, this does not guarantee exhibitors against loss by theft or otherwise. It is expressly understood that Ohio Safety Congress and Expo and the convention facility will not be responsible for loss or damage which might ensue from any cause in connection with transfer, installation, maintenance, removal of exhibits, or management of convention. Ohio Safety Congress and Expo will not be responsible in any way for goods while in storage.

Ohio Safety Congress and Expo and their officers, staff members, employees, agents, and representatives shall not, under any condition or circumstances, be responsible for any loss sustained by any exhibitor or any other person by reason of fire, theft, water, injuries, or for any actions whatsoever. All rules and regulations which are supplementary to this contract are not a part of this contract, and in no way shall become a part of this contract.

Ohio Safety Congress and Expo and the facility will use the necessary reasonable care for prevention of any losses, personal or material. Each exhibitor agrees that it shall assume sole responsibility for any damages to property or injuries to person, and shall indemnify, defend, and hold harmless the Ohio Safety Congress and Expo, the security firm, the convention facility, the general contractor and all of their collective officers, employees, agents and members for any and all alleged claims and liabilities which might ensue from any cause whatsoever, including any actions of any kind generally, and specifically, personal injuries to any exhibitors, officer, staff members, employees, agents, representatives, attendees and guests. It is understood that all fees, costs and expenses incurred by an exhibitor that are caused by any legal actions shall be the sole responsibility of the exhibitor and reimbursement shall not be sought against the Ohio Safety Congress and Expo; however, the Ohio Safety Congress and Expo shall be reimbursed by the seeking exhibitor for costs, fees and expenses that are incurred and expended resulting from any action. Exhibitors shall obtain their own insurance.

BWC reserves the right to remove any exhibitor, its assignees, or subletters from the Ohio Safety Congress and Expo in the event the exhibitor violates any of these rules or provisions of the contract. All matters not explicitly covered in these rules are subject to the decision of Ohio Safety Congress and Expo management. All exhibitors must abide by decisions made by management.



13430 Yarmouth Drive, Pickerington, Ohio 43147  
614-728-6455 Fax 614-365-4971  
SafetyCongress@bwc.state.oh.us