

Columbus Convention Center

Expo: March 28 to 29
Congress: March 27 to 29

OSC | 12

Ohio Safety Congress & Expo

Exhibitor Prospectus

WELL AT

HOME.

SAFE AT

WORK.

OSC12



Well at home. Safe at work. That is what the Ohio Bureau of Workers' Compensation (BWC) wants for every business and worker in Ohio. Furthermore, that's why we're inviting you to participate in the 2012 Ohio Safety Congress & Expo (OSC12). This annual event is the largest and longest-running occupational safety, health and workers' compensation event in Ohio.

BWC recognizes that safe, healthy workers are the lifeblood of Ohio's businesses. A healthy worker leads to higher productivity, lower health costs for the employer and lower prices of goods and services for consumers. BWC is looking forward to working with you to support Ohio businesses in their efforts to keep workers Well at Home, Safe at work.

Five thousand representatives from businesses, organizations and government entities attend OSC12. These participants shop for services, industrial supplies, safety equipment and gear at this two-day Expo Marketplace.

The OSC12 schedule offers efficient use of your time and money.

- o Event activities are held under one roof, with nearby hotel accommodations and incentives for visiting the Expo Marketplace.
- o Educational session times are staggered to allow for more consistent traffic flow on the expo floor.
- o Evening move-in hours let you install your booth after your workday.
- o Website links help buyers see your products 24/7 before, during and after the OSC12.
- o The product showcase area directs extra attention to your newest products.
- o Advertising and promotional options bring extra attention to your product or service.

Important dates

- Dec. 15** Last day for early rate on booth space and promotional opportunities
- Dec. 15** Last day to receive seniority points for booth assignment
- Jan. 31** Last day to order Event Guide advertising
- Feb. 10** Last day for company listing in Event Guide
- Feb. 10** Deadline for advertising artwork
- Mar. 1** Deadline to reserve hotel rooms at discounted rates
- Mar. 1** Deadline to order additional furnishings at advance rates
- Mar. 14** Deadline to order electric and utilities at advance rates

Expo Schedule

Move-in 10 a.m. to 8 p.m.
Tuesday, Mar. 27

7 to 7:30 a.m.
Wednesday, Mar. 28
(hand-carry only)

Expo Hours 8 a.m. to 4 p.m.
Wednesday, Mar. 28

8 a.m. to 1 p.m.
Thursday, Mar. 29

Move-out 1 to 5 p.m.
Thursday, Mar. 29

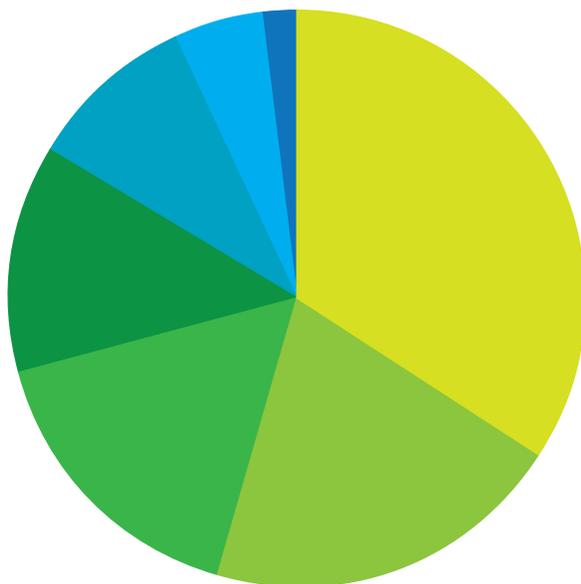
For the safety and security of participants, please make arrangements to staff your booth during the entire event. We do NOT permit early breakdowns.

Audience

OSC12 Expo Marketplace attracts a diverse audience of Ohio businesses, government and educational institutions. Many of these businesses and institutions consider it their sole resource for current safety, health and workers' compensation products and services.

The audience is as diverse as Ohio's business landscape, representing numerous industries and market segments.

- Agriculture and landscaping
- Automobile
- Chemical
- Commercial and residential construction
- Communications
- Emergency response
- Federal, state, and local government
- Health care, wellness and long-term care
- Manufacturing, distribution and warehousing



- Occupational safety and health (34%)
- Workers' compensation (21%)
- Human resources (16%)
- Environmental (13%)
- Security (9%)
- Rehabilitation and medical (5%)
- Other (2%)

As an exhibitor, you will encounter thousands of business and government professionals seeking quality products and services for their safety, health and workers' compensation programs.

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

Reserve Your Booth



OSC12 will host more than 200 safety, health and workers' compensation product and service providers at the event. Don't miss your chance to meet new customers, cultivate existing relationships and reinforce your brand and messaging.

You can exhibit for as little as \$800. You may also choose to 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. Sign up today!

Booth rates

Booth size	Advance rate through Dec. 15 *	Standard rate after Dec. 15
10 X 10	\$800	\$950
10 X 10 (corner)	\$900	\$950
10 X 20	\$1,575	\$1,850
10 X 20 (one corner)	\$1,675	\$1,850
10 X 30	\$2,325	\$2,750
10 X 40	\$3,050	\$3,625
20 X 20 (four corners)	\$3,050	\$3,625
10 X 50	\$3,750	\$4,500
Bulk space (beyond floor plan boundaries)	\$3.75/ sq. ft.	\$4.25/ sq. ft.

*For fairness and consistency among all exhibitors, BWC will not honor discounted rates after Dec. 15. Please do not request special consideration.



Booth amenities

Your OSC12 booth purchase includes:

- 10' x 10' draped space with 8' back wall and 3' side walls (interior side walls not provided for multiple booths);
- 6' skirted table in show colors and one side chair per 100 sq. ft.;
- 7" x 44" sign with company name and booth number;
- Unlimited booth personnel badges;
- 24-hour security around the Expo Marketplace perimeter;
- Company listing on OSC12 website;
- Company listing in the Event Guide if BWC receives the application and payment by Feb. 10;
- Morning coffee service on show days;
- Admittance to the educational sessions;
- Attendee list 30 days after OSC12, upon request.

You may choose to order electricity, booth carpet, additional tables or services beyond those provided in the booth fee. We will provide pricing and order forms in the exhibitor services kit approximately eight weeks prior to OSC12.

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 before Dec. 15, you will receive priority consideration on a booth location of your choice.

- For applications and payments postmarked through Dec. 15, we will assign booths factoring seniority and booth size. We will assign one point for each year of seniority in the Ohio Safety Congress & Expo 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).
- We will assign booths on a space available basis for applications and payments postmarked after Dec. 15.

Product and services 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 at tax.ohio.gov. In addition, you must notify BWC of your registration with the Ohio Department of Taxation and your intent to sell on the expo floor.

Promotional Opportunities

Go one step further than your competition. Direct traffic to your booth, generate curiosity and reinforce your brand with product displays and advertisements. Several options are available to fit your budget and goals.

- o **New!** Passport to Safety
- o New product showcase
- o Website link with company name or logo
- o Cyber Café sponsor
- o Badge lanyard sponsor



Promotional pricing

Item	Advance rate through Dec. 15	Standard rate after Dec. 15	Terms
New product showcase	\$35	\$50	One per qualifying exhibitor
OSC12 website Company name hyperlink	\$50	\$75	One per exhibitor
OSC12 website Company logo hyperlink	\$150	\$200	12 available
Passport to Safety (New!)	\$200	\$200	25 available through Feb. 10
Cyber Café	\$1,000	\$1,000	One available
Badge lanyard	\$1,000	\$1,000	One available

Promotional Opportunities *cont.*

New product showcase

The new product showcase allows buyers to browse recently released items in one convenient location. If you introduced a product to the market in 2011 or will do so in 2012, you are eligible for this exclusive display. It's an affordable way to announce your latest product or service to Ohio businesses.

You will receive:

- Your product on display in the Expo Marketplace;
- A sign with your company name, product and booth number;
- Recognition in the Event Guide and the OSC12 website.

BWC will provide exposition security but is not responsible if products are stolen or damaged. Product must be no larger 24"h x 24"w x 24"d. Photos may be submitted for larger products, but the product must be available for viewing at the exhibitor's booth.

Web link and logo

Website presence is a low cost way to reach customers before, during and after the event. Website listings will appear on the OSC12 exhibit page at ohiobwc.com. Allow three weeks for your logo or company name hyperlink to appear. You must purchase a booth to be eligible for a website link or logo. A website logo or company name hyperlink makes it convenient for customers to learn more about your business.

NEW! Passport to Safety

OSC12 is offering Passport to Safety — a traffic building promotion for the Expo Marketplace. Attendees will use a passport to guide their journey through the Expo Marketplace in exchange for a passport stamp from participating exhibitors. Attendees who receive the specified number of stamps will be eligible for daily prize drawings and the grand prize drawing at the conclusion of OSC12.

By participating, you will receive:

- Your company name on the Passport to Safety;
- Your booth number on the Passport to Safety;
- Increased booth traffic.

Cyber Café

OSC12 participants can surf the Web, submit session evaluations and print a certificate of attendance at the Cyber Café in the Expo Marketplace. As a sponsor of this area, you will receive:

- Logon page and screensaver with your company logo;
- Thank you signage at expo entrance;
- Acknowledgement in Event Guide and on the OSC12 website.

You may provide logo mouse pads at your discretion for 10 stations.

Badge lanyard

OSC12 participants must display an OSC12 badge for admittance to all educational sessions and the Expo Marketplace. As a lanyard sponsor, you will receive:

- OSC12 and your logo printed on badge lanyards for the first 2,500 attendees;
- Thank you signage at expo entrance;
- Acknowledgement in Event Guide and on OSC12 website.

Available through Jan. 31

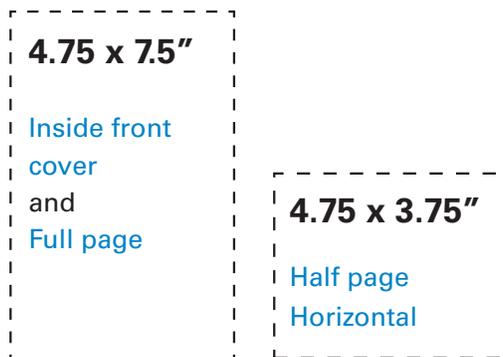
Event Guide Advertising

Each participant will receive the Event Guide upon arrival at OSC12. It is a comprehensive guide to all activities during the conference and expo. Participants also use it as reference material after the event.

You must purchase advertising by Jan. 31. The artwork deadline is Feb. 10. We will place ads in the Event Guide at BWC’s discretion, in the order in which we received payment.

Advertising rates

Item	Through Jan. 31	Artwork due	Terms
Inside front cover (F/C)	\$700	Feb. 10	One available
Inside front cover (B/W)	\$600		
Inside full page	\$400	Feb. 10	Placement at BWC’s discretion
Inside half page	\$300	Feb. 10	Placement at BWC’s discretion
Highlight feature	\$100	NA	One available per exhibitor



Sample Safety Co23
 (123) 456-7890 www.webaddress.com
 Safety products and services

Inside front cover

Full color or black/white
 Act now! Exclusive placement, only one spot is available.

Inside full page

Black/white
 The best value for your advertising dollar.

Inside half page

Black/white
 An affordable option for budget-conscious advertisers.

Highlight feature

The highlight feature will help your Event Guide listing stand out among the rest. We will print your name and product description in reverse font on a shaded background. This is a simple option, which brings extra attention to your presence in the Event Guide.

Art specifications

Prepare advertising to size in grayscale (unless inside front cover purchased in color). Email high resolution PDF to Donna.Molnar@bwc.state.oh.us. Please call 614-466-2441 for questions concerning art preparation.

Hotel Accommodations

Hotels are conveniently located within a five-minute walk of the Columbus Convention Center and offer discounted rates to OSC12 participants. The discount rates and codes will be available online. You must make reservations by March 1, 2012 to receive the discounted rate.



Photo credit: Randall L. Schieber

Crowne Plaza

33 E. Nationwide Blvd.
Columbus, Ohio 43215
800-338-4462 or 614-461-4100
\$112 per night, plus tax; \$15 per day parking

Drury Inn

88 East Nationwide Blvd.
Columbus, OH 43215
800-325-0720 or 614-221-7008
\$94 per night, plus tax; \$12 per day parking

Hampton Inn

501 N. High St.
Columbus, Ohio 43215
800-426-7866 or 614-559-2000
\$113 per night, plus tax; \$18 per day parking

Event Venue



Photo credit: Randall L. Schieber

OSC12 will be held at the Greater Columbus Convention Center. It is located in the center of Ohio, the center of Columbus, and is surrounded by restaurants, shops, hotels and ample parking.

Greater Columbus Convention Center

400 N. High St.
Columbus, Ohio 43215
800-626-0241

OSC | 12

Ohio Safety Congress & Expo

Congress
March 27 to 29

Expo Marketplace
March 28 to 29

Space is limited!

Meet the Ohio businesses that want to do business with you. Send your application and payment today to get the best booth location.

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
Twitter @Ohiobwc #OSC12

Greater Columbus Convention Center Hall C

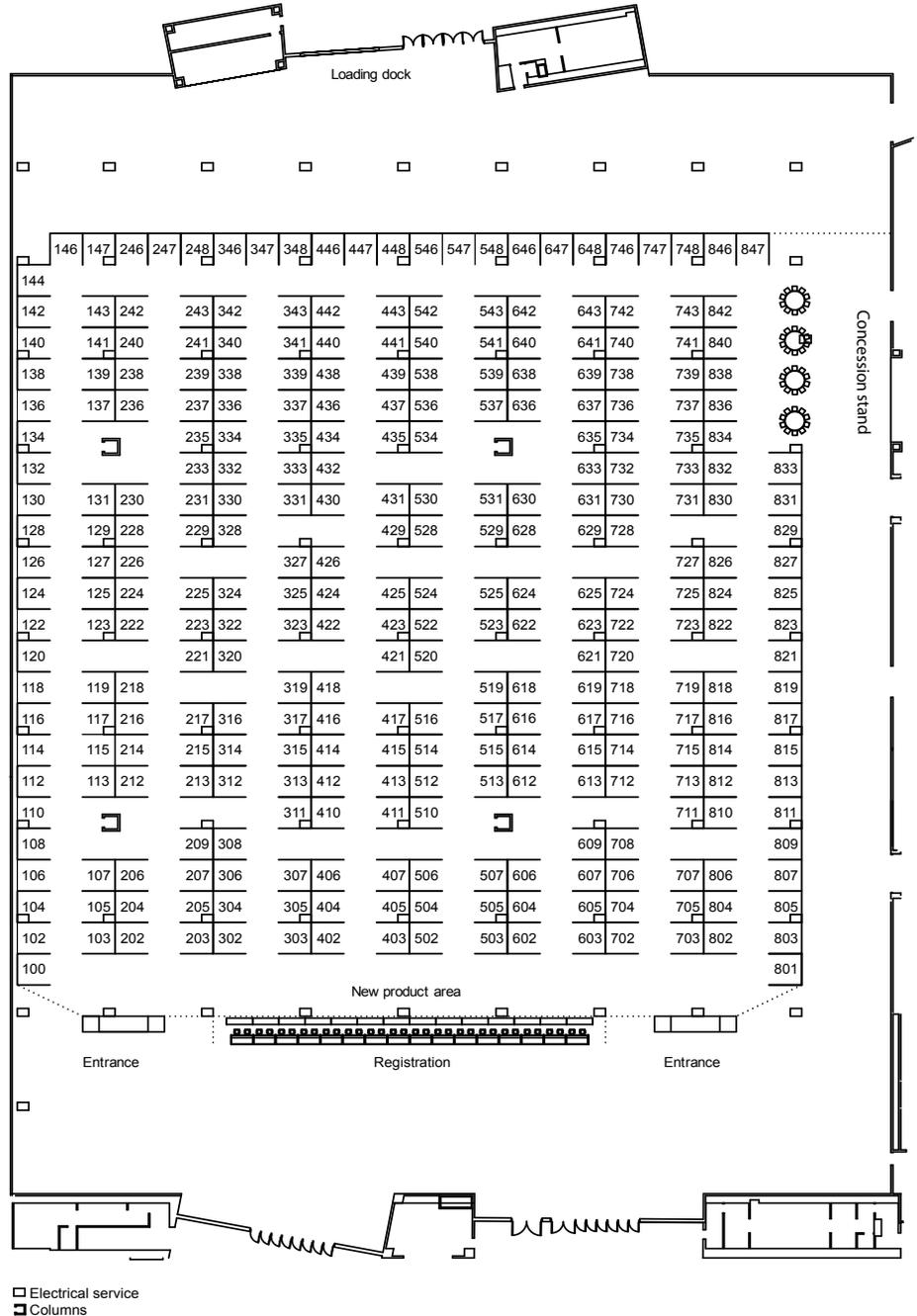


Exhibit Space Agreement • 2012 Ohio Safety Congress & Expo

Congress: March 27 to 29 • Expo: March 28 to 29

Company Information

Complete this agreement as it should appear in the Event Guide. Omit abbreviations. Company information will appear in the Event Guide if received by Feb. 10.

Type or print clearly

Company: _____

Phone: _____

Web site: _____

Product/service (175 characters or less, complete sentences, no abbreviations. BWC may edit text for brevity at its discretion)

Company FTID# (will not appear in Event Guide): _____

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 code: _____

Phone: _____ Cell: _____

Email: _____

Signature (required): _____

Additional contact: _____

Title: _____

Phone: _____ Cell: _____

Email: _____

Agreement

This application, upon acceptance by the Ohio Bureau of Workers' Compensation's (BWC) Division of Safety and Hygiene, Ohio Safety Congress & Expo hereafter referred to as BWC, immediately creates a binding contract between the Exhibitor and BWC. AN AUTHORIZED SIGNATURE ABOVE SIGNIFIES THE EXHIBITOR'S INTENTION TO BE BOUND BY THE TERMS OF THIS CONTRACT. BWC reserves the right to reject an Exhibitor's application to participate in the Ohio Safety Congress & Expo. The contract shall contain, without alteration, all the terms and conditions governing the agreement between BWC 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 to meet or perform within the terms and conditions set forth in the contract shall permit BWC to immediately rescind or cancel the contract and to remove the Exhibitor from the Ohio Safety Congress and Expo. In that event, the Exhibitor will not receive a refund.

In consideration of the space allotted the Exhibitor agrees to comply with the conditions and rules set forth herein, and on the reverse. 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 reason, BWC agrees to refund all deposits and other monies paid hereunder. In that event, this agreement shall be deemed cancelled by mutual consent, and BWC 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 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.

Participation Opportunities

Booth Space	Advance rate through Dec. 15	Standard rate after Dec. 15	
10 x 10	\$ 800	\$ 950	_____
10 x 10 (corner)	\$ 900	\$ 950	_____
10 x 20	\$ 1,575	\$ 1,850	_____
10 x 20 (1 corner)	\$ 1,675	\$ 1,850	_____
10 x 30	\$ 2,325	\$ 2,750	_____
10 x 40	\$ 3,050	\$ 3,625	_____
20 x 20 (4 corners)	\$ 3,050	\$ 3,625	_____
10 x 50	\$ 3,750	\$ 4,500	_____
Bulk space (call for quote)	_____	_____	_____
Total Booth			\$ _____
Promotions	Advance rate through Dec. 15	Standard rate after Dec. 15	
New product showcase	\$ 35	\$ 50	_____
Web site company link	\$ 50	\$ 75	_____
Web site logo link	\$ 150	\$ 200	_____
Passport to Safety	\$ 200	\$ 200	_____
Cyber Café	\$ 1,000	\$ 1,000	_____
Lanyard	\$ 1,000	\$ 1,000	_____
Total promotional			\$ _____
Advertising	Through Jan. 31	Artwork Due	
Event Guide inside front cover (color)	\$700	Feb. 10	_____
Event Guide inside front cover (b/w)	\$600	Feb. 10	_____
Event Guide inside page full	\$400	Feb. 10	_____
Event Guide inside page half	\$300	Feb. 10	_____
Event Guide highlight	\$100	Not required	_____
Total advertising			\$ _____
Amount enclosed			\$ _____

Payment

Method of payment

BWC will not accept applications without payment in full. Check or authorized signature of credit cardholder must accompany application. **BWC will contact Exhibitor to obtain credit card information.**

Select payment method

Check (must enclose check payable to Ohio Safety Congress)

MasterCard/Visa/American Express (BWC will call for card number)

Cardholder's name (print as appears on card)

Cardholder's ZIP code

Authorized signature (required)

Remit agreement and payment to:

BWC/Ohio Safety Congress & Expo

13430 Yarmouth Drive

Pickerington, OH 43147

SafetyCongress@bwc.state.oh.us

Local number: 614-728-6455

Toll-free: 1-800-OHIOBWC (1-800-644-6292)

Fax: 614-365-4971

Booth Location

BWC will attempt to accommodate location requests and avoid proximity to similar products or services. BWC cannot guarantee placement.

Description of display materials: _____

Booth number preferences 1st Choice _____ 2nd Choice _____ 3rd Choice _____

Location preference (near/not near) _____

Event Guide Product Category

Exhibitors may select three categories for a free listing in the Event Guide. BWC will select the first three categories if more than three are checked. Deadline for inclusion in the Event Guide is Feb. 10. BWC will provide additional listings, upon request, for booths 10' x 30' or larger. Contact BWC for details.

- | | | | |
|--|--|---|--|
| <input type="checkbox"/> Consulting | <input type="checkbox"/> Incentives/Awards | <input type="checkbox"/> Publications/Promotional | <input type="checkbox"/> Security |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Industrial Hygiene | <input type="checkbox"/> Rehabilitation | <input type="checkbox"/> Training |
| <input type="checkbox"/> Ergonomics | <input type="checkbox"/> MCO/TPA | <input type="checkbox"/> Safety Equipment | <input type="checkbox"/> Workers' Compensation |
| <input type="checkbox"/> Fall Protection | <input type="checkbox"/> Personal Protection | <input type="checkbox"/> Safety Services | <input type="checkbox"/> Other |
| <input type="checkbox"/> Health/Medical/Wellness | <input type="checkbox"/> Production Safety | <input type="checkbox"/> Safety Signage | |

Exhibit Space Agreement • 2012 Ohio Safety Congress & Expo

Congress: March 27 to 29 • Expo: March 28 to 29

Terms and Conditions

1. Description of Booths – Booths are 10' x 10' unless otherwise indicated. Cloth drapery material will consist of a back wall measuring eight feet high, 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 rear of booth. Booths shall not contain displays which are disruptive to BWC. 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 & Expo, shall be a violation of this contract and shall be grounds for removal of the Exhibitor from the Ohio Safety Congress & 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 BWC and the Ohio Safety Congress & Expo harmless from any consequence of exhibiting or failure in this regard.

2. Eligibility of Exhibitors – Eligibility is limited to companies who supply products and/or services specifically related to the following industries: safety and health, workers' compensation, human resources, security, risk management, medical and rehabilitation. Additional companies that are deemed appropriate by BWC are also eligible. BWC reserves the right to deny participation to any company whose business is determined, at BWC's sole discretion, to be inappropriate for the exhibition.

BWC shall have the sole right to determine the eligibility of exhibits, including, but not limited to: companies, products, systems, services, booth graphics, printed matter distributed at the conference, souvenirs, giveaways, costumes and booth personnel attire, and all other exhibition features and activities.

The Exhibitor agrees not to display products or literature that are not regularly sold or distributed by him/her, except as deemed acceptable by BWC to illustrate the applications of his products.

Exhibitor shall not in any manner indicate that a BWC endorsement or approval of its product or service has been given by BWC.

It is the Exhibitor's responsibility to receive prior written approval from BWC for any product demonstration or display which is not within standard industry procedures and/or may be questionable in nature.

BWC reserves the right to alter or close any questionable exhibit that does not obtain prior written authorization. No refund shall be due under such circumstances.

BWC 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 Ohio Safety Congress & Expo.

3. Booth Space Allocation – Applications and payments postmarked no later than Dec. 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 multiplied by the quantity of 10' x 10' booths purchased for the event (e.g. 10 years seniority and two 10' x 10' booths will receive 20 points.) BWC will assign booths on a space available basis for applications and payments postmarked after Dec. 15.

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.

4. Booth Services, Equipment, Electric and Utilities – Booth fees do not include the cost of carpet, custom furnishings and equipment, labor, freight handling, electricity or other special services or utilities beyond that included in the booth fee. 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. BWC will provide order forms containing rates and information for services, equipment, electric and utilities in advance of the Ohio Safety Congress & Expo. All expenses for services, equipment, electric and utilities are to be paid by the Exhibitor.

5. Booth Personnel – During exhibit hours all booths must be kept open and properly staffed. Premature packing and/or dismantling will not be permitted and may result in permanent removal from the Ohio Safety Congress & Expo.

6. Installing and Dismantling Exhibits – 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 may apply before 7 a.m. and after 5 p.m. each day.

7. Shipping – Exhibitors are not permitted to ship exhibit materials directly to the convention facility. Storage facilities for packing cases, crates and boxes are not available at the facility. BWC will provide advance shipping and storage instructions in advance of the Ohio Safety Congress & Expo. Carts may be provided by the service contractor on a first-come, first-served basis. BWC recommends that Exhibitors provide their own cart.

8. Cancellation and Refunds – BWC must receive all cancellation requests in writing. Cancellation requests received through Jan. 31 will be refunded less a \$75.00 processing fee or the Exhibitor can defer payment to next Ohio Safety Congress & Expo. Cancellation requests received Feb. 1 through Feb. 29 will be refunded 50% or Exhibitor can defer the payment to next Ohio Safety Congress & Expo. Cancellation requests received Mar. 1 and after will not be refunded or deferred. BWC reserves the right to resell any cancelled booth space, promotions or advertising.

9. Contract for Space – All contracts are subject to the rules herein given. All applications must be accompanied by full payment in the form of check or authorized credit card signature to cover the total cost of booth space, promotions and advertising.

No Exhibitor shall assign, sublet or apportion the whole or any part of the booth space, promotions or advertising, 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 BWC.

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.

10. 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 facility for product sales or display. Advertising, solicitation and distribution of literature of commercial products shall not be permitted except from the exhibit booths.

11. Product Sales – Exhibitors may choose to sell products and services from their purchased booth space. To be eligible, Exhibitors must register online with the Ohio Department of Taxation at tax.ohio.gov.

Exhibitors must notify BWC of their intent to sell products on the expo floor and provide proof of 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 Ohio Safety Congress & Expo activities.

12. New Product Showcase – Exhibitors with a new product introduced to the market in 2011 or will be introduced in 2012 may purchase product display space in the New Product Showcase. Exhibitors must indicate interest on 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. BWC will provide showroom security, but is not responsible if product 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.

13. 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.

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

15. Liability – It is expressly understood that BWC 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 BWC 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. BWC will not be responsible in any way for goods while in storage. BWC and its 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 a part of this contract, including but not limited to the Exhibitor prospectus. BWC 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 BWC, the Ohio Safety Congress & 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 BWC or the Ohio Safety Congress & Expo; however, BWC shall be reimbursed by the seeking Exhibitor for costs, fees and expenses that are incurred and expended resulting from any action. Exhibitors shall obtain insurance to cover damage or loss to exhibit material and public liability insurance against injury to the person or property of others.

16. Authority of Show Management – BWC reserves the right to remove any Exhibitor, its assignees, or subletters from the Ohio Safety Congress & 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 & Expo management. All Exhibitors must abide by decisions made by management.