



PREVENTION + CARE

OSC | 13

Ohio Safety Congress & Expo

Exhibitor Prospectus



April 9 to 11, 2013

**Greater Columbus
Convention Center**

ohiobwc.com
1-800-OHIOBWC



[@OhioBWC](https://twitter.com/OhioBWC) (#OSC13)



**Bureau of Workers'
Compensation**

Governor John R. Kasich
Administrator/CEO Stephen Buehrer



2013 Ohio Safety Congress & Expo

Important dates

- Dec. 31** Last day to be awarded seniority points for booth assignment
- Jan. 15** Last day for early rate on booth space and promotional opportunities
- Jan. 31** Last day to order advertising
- Feb. 15** Last day for to order Passport to Safety
- Feb. 15** Last day for company listing in the Event Guide
- Feb. 15** Last day to submit advertising artwork
- Mar. 4** Last day to submit Passport prizes
- Mar. 8** Last day to order additional furnishings at advance rates
- Mar. 22** Last day to reserve hotel rooms at discounted rates
- Mar. 27** Last day to order electric and utilities at advance rates

Prevention + Care - Working together. You can link everything BWC does to preventing workplace incidents or helping injured workers recover. These principles help keep Ohio workers safe, injured workers achieve better outcomes and reduce costs for Ohio businesses.

We invite you to exhibit at the 2013 Ohio Safety Congress & Expo (OSC13). This annual conference and tradeshow is the largest and longest-running occupational safety, health and workers' compensation event in Ohio.

Five thousand representatives from businesses, organizations and government entities attend OSC13. They shop for services, industrial supplies, safety equipment and gear. You can meet new customers, cultivate existing relationships and reinforce your brand during OSC13's two-day Expo Marketplace.

The OSC13 schedule allows efficient use of your time and money.

- Event activities are held under one roof with hotel accommodations nearby.
- Educational session times are staggered to allow for more consistent traffic flow on the expo floor.
- Evening move-in hours let you install your booth after your workday.
- Website links help buyers see your products 24/7 before, during and after OSC13.
- Advertising and promotional options bring extra attention to your product or service.
- Incentives are available to help increase visits to the Expo Marketplace.





Audience

As an exhibitor at OSC13 you will encounter thousands of business and government professionals seeking products and services for their safety, health and workers' compensation programs. These participants have work responsibilities in one or more of these areas:

- Occupational safety, health and wellness;
- Industrial hygiene, ergonomics and engineering;
- Rehabilitation and medical;
- Workers' compensation;
- Human resources;
- Environmental;
- Security.

The audience represents Ohio's diverse business landscape.

- 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

The centralized location of Columbus, Ohio makes it convenient for all business representatives to visit OSC13. They include:

- 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.



Expo schedule

Move in

Tuesday, April 9
10 a.m. to 7 p.m.

Wednesday, April 10
7 to 7:30 a.m. (hand-carry only)

Expo hours

Wednesday, April 10
8 a.m. to 4 p.m.

Thursday, April 11
8 a.m. to 12:30 p.m.

Move out

Thursday, April 11
12:30 to 5 p.m.

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



Booths

OSC13 will host more than 200 safety, health and workers' compensation product and service providers at the event. You can exhibit for as little as \$800. 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.

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. 31, you will receive priority consideration on a booth location of your choice.

- For applications and payments postmarked by Dec. 31, BWC will assign booths by 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 equates to 20 points).
- BWC will assign booths on a space available basis for applications and payments postmarked Dec. 16 or later.

Product 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. You must notify BWC of your registration with the Ohio Department of Taxation and your intent to sell products on the expo floor.

Payment must accompany the application for booth space. Sign up today!

Booth size	Advance rate through Dec. 15 ^{Jan. 15} *	Standard rate after Dec. 15 ^{Jan. 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 (beyond boundaries on floor plan)	\$3.75/sq. ft.	\$4.25/sq. ft.

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

Booth amenities

Your OSC13 booth purchase 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 one side chair 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 is received by Feb. 15 ;
- Morning coffee service on show days;
- Attendance at educational sessions of your choice.

Additional amenities such as carpet, electricity and sales lead units are available for purchase at a later date. Six to eight weeks prior to OSC13 you will receive an exhibitor services kit, including pricing and order forms.



Promotional opportunities

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

Promotion	Advance rate ^{Jan. 15} through Dec. 15	Standard rate ^{Jan. 15} after Dec. 15	Terms
Badge lanyard	\$1,500	\$1,500	One available
Registration bag	\$1,500	\$1,500	One available
Mobile application	\$1,000	\$1,000	Two available
Passport to Safety	\$200, plus product	\$200, plus product	25 available through Feb. 15
Website company logo link	\$150	\$200	12 available
Website company name link	\$50	\$75	One per exhibitor

Badge lanyard

OSC13 participants must display an OSC13 badge for admission to educational sessions and the Expo Marketplace. We will provide logo badge lanyards to the first 2,500 participants who pick up a badge at OSC13. As a lanyard sponsor you will receive:

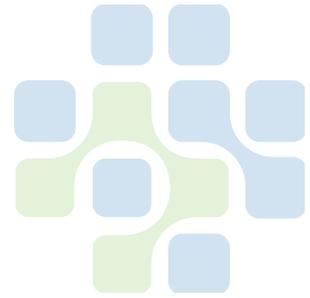
- OSC13 and your logo printed on badge lanyards for the first 2,500 attendees;
- Signage at expo entrance;
- Recognition in Event Guide and on OSC13 website.

Registration bag

OSC13 participants will receive a bag for carrying literature, session materials and other items they gather during the event. As a registration bag sponsor, you will receive:

- OSC13 and your logo printed on registration bags for the first 2,500 expo visitors;
- Signage at expo entrance;
- Recognition in Event Guide and on OSC13 website.





Web logo and company name link

Website presence is a low-cost way to reach customers before, during and after the event. Website listings will appear on the OSC13 exhibit page at ohiobwc.com. Allow three weeks for your logo or 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 products and services.

You will receive:

- Your company name on ohiobwc.com hyperlinked to your company website; or
- Your company logo on ohiobwc.com hyperlinked to your company website.

Mobile application

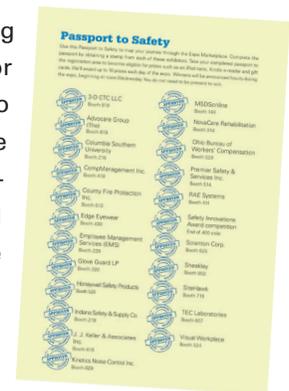
This user-friendly app for iPhones, Android phones and BlackBerrys provides online access to the OSC13 event schedule, sessions, presenters, exhibitor lists, floor plans, to-do lists and social media. We first offered the mobile app to OSC participants in 2012. It received more than 700 downloads. We expect even more downloads this year.

As a mobile app sponsor you will receive:

- A rotating banner ad on the dashboard of the mobile app, which leads to your company website;
- Your company name, on mobile app signage;
- Recognition in the Event Guide and the OSC13 website.

Passport to Safety

After much success last year, we are again offering Passport to Safety – a traffic-building promotion for OSC13 exhibitors. Attendees will use a passport to guide them through the Expo Marketplace where they will collect passport stamps from participating exhibitors. Attendees who receive the specified number of stamps will be eligible for prizes. Prize drawings will take place throughout OSC13, with a grand prize drawing at the conclusion of the event. In addition to the passport fee of \$200, 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 and gift cards. Participating exhibitors will receive the Passport rules and a comprehensive list of pre-approved prizes.



You will receive:

- Your company name and booth number on the Passport to Safety;
- Your company name on Passport signage;
- Guaranteed traffic to your booth.



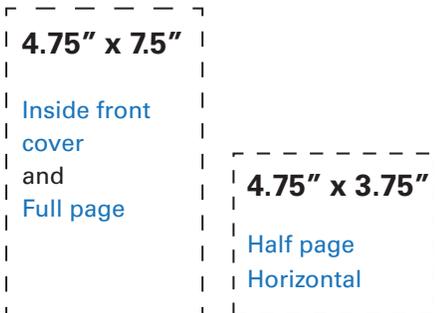
Event Guide advertising

Each OSC13 participant will receive an Event Guide upon arrival at OSC13. It is a comprehensive guide to all activities during OSC13. Participants also use it as reference material after the event.

Advertisement	Through Jan. 31	Artwork due	Terms
Inside front cover (Full color)	\$700	Feb. 15	One available
Inside front cover (Black/white)	\$600		
Inside full page	\$400	Feb. 15	Placement at BWC's discretion
Inside half page	\$300	Feb. 15	Placement at BWC's discretion
Highlight feature	\$100	N/A	One per exhibitor

BWC will place advertising in the Event Guide at its discretion by the order in which it receives payment.

Page specifications



Inside front cover

Full color or black/white
Act now for exclusive placement
Only one 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

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

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 listing in the Event Guide.

Art specifications

Prepare advertising to size in grayscale (unless inside front cover purchased in color). Save as high resolution (300 dpi) PDF. Email to Donna.Molnar@bwc.state.oh.us or mail on CD to Donna Molnar, BWC Communications Dept., 30 W. Spring St., 25th Floor, Columbus, OH 43215. Call 614-466-2441 for questions concerning art preparation.



Hotel and travel

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center and offer discounted rates to OSC13 participants. The discounts will be available through the links below or by using the group code when you call to make a reservation. You must make reservations by March 22, 2013 to receive the discounted rate.



Hyatt Regency Columbus

350 N. High St.
Columbus, Ohio 43215
\$119 per night plus tax; \$20 per day valet; \$10 per day self-park at Chestnut Garage
1-888-421-1422 or 614-463-1234
Group code: Ohio Safety Congress & Expo
Online reservations

Hampton Inn

501 N. High St.
Columbus, Ohio 43215
\$115 per night, plus tax; \$15 per day parking
800-426-7866 or 614-559-2000
Group code: SAF
Online reservations

Drury Inn

88 East Nationwide Blvd
Columbus, OH 43215
\$99 per night, plus tax; \$12 per day parking
800-325-0720 or 614-221-7008
Group code: Ohio Safety Congress 2013
Online reservations

Greater Columbus Convention Center

400 N. High St.
Columbus, Oh 43215
800-626-0241
www.columbusconventions.com



Kevin Cross/Greg Miller Photography

2012 Exhibitors

The following safety and health providers participated in the 2012 Ohio Safety Congress & Expo.

1-888-OHIOCOMP

3-D ETC LLC

3E Co.

3M

44Tools.com

Accelerated Rehabilitation

Accuform Signs

Acoustical Systems Inc.

Action Supply Products Inc.

Advantage Surveillance Inc.

Advocare Group (The)

Airfeet Insoles Inc.

Airgas

Alert Safety Products

Allied Environmental Services Inc.

AmCare Occupational Health

Management Services

American Society of Safety

Engineers

Amerisafe Services

Ansell Healthcare

Argus-Hazco

Beagle 1 Inc.

Beeline Purchasing

Berne Apparel Co.

BioFit Engineered Products

Blundstone Footwear

Brady/SPC Corp.

Brite Ears LLC

Building Trades Institute

Bureau Veritas, North America

C.A. Short

Campus Fire Safety and the

Fire Code Academy

CareWorks

CareWorks Consultants Inc.

Caster Connection Inc.

Chemwatch North America

Columbia Southern University

CompManagement Health

Systems Inc.

CompManagement Inc.

Conestoga-Rovers & Associates

Confined Space Training Services

Control Analytics Inc.

CorVel Corp.

County Fire Protection Inc.

Coyne Textile Services

Custom Protect Ear

Daniel A. Rodeno & Associates

Deviser Inc.

Draeger Safety Inc.

DuPont Protection Technologies

EA Group

Edge Eyewear

EHS Excellence Consulting

Electrocomm Columbus Corp.

Employee Management Services

Employers Choice Plus

ErgoGenesis

Ergomat LLC

ERS of Ohio Inc.

Essilor Prescription Safety Eyewear

Examintics

FabEnCo Inc.

Fauske & Associates LLC

Fisher Safety

Forklift Training Systems

Frank Gates Managed Care Services

Frank Gates/Avizent

Galson Laboratories

Gateway Safety Inc.

GfG Instrumentation Inc.

Glavin Industries Inc.

Global Environmental Products Ltd.

Glove Guard LP

Goodwill Industries of Akron

Grainger

Greater Cleveland Safety Council

Guardian Fall Protection

Handel Co. (The)

Handling Concepts Inc.

Health Management Solutions

Hercules Industries Inc.

HexArmor

Hometown Urgent Care &

Workcare Center

Honeywell Safety Products

HTI Inc.

Hughes Environmental

Hunter Consulting Co.

Hyttest Safety Shoes

HzW Environmental Consultants

Indiana Safety & Supply Co.

Industrial Products LTD

Industrial Scientific Corp.

Inplant Enviro Systems 2000

Instrumentation Systems Inc.

Integrated Corp. Health

Integrated Wellness Solutions

Integrity Aquatic LLC

Intrepid Industries Inc.

IPAX Cleanogel Inc.

item North America

J. J. Keller & Associates Inc.

Jendco Safety Supply

Job Safety Software Inc.

Kee Safety

KERAMIDA Inc.

Kinetics Noise Control Inc.

Lakeland Industries Inc.

Lehigh Outfitters

MTech Company

Magid Glove & Safety

Mahoning Valley Safety Council

MANCOMM

Market Force Inc.

Martor USA

Masimo

Matrix Companies

Mazzella Lifting Technologies

McNaughton McKay Electric Co.

MCR Safety

Medtox Laboratories

Meridian Investigative Group

Mid America OSHA

Educational Center

Minute Men HR Management

Services Inc.

Mobile Awareness LLC

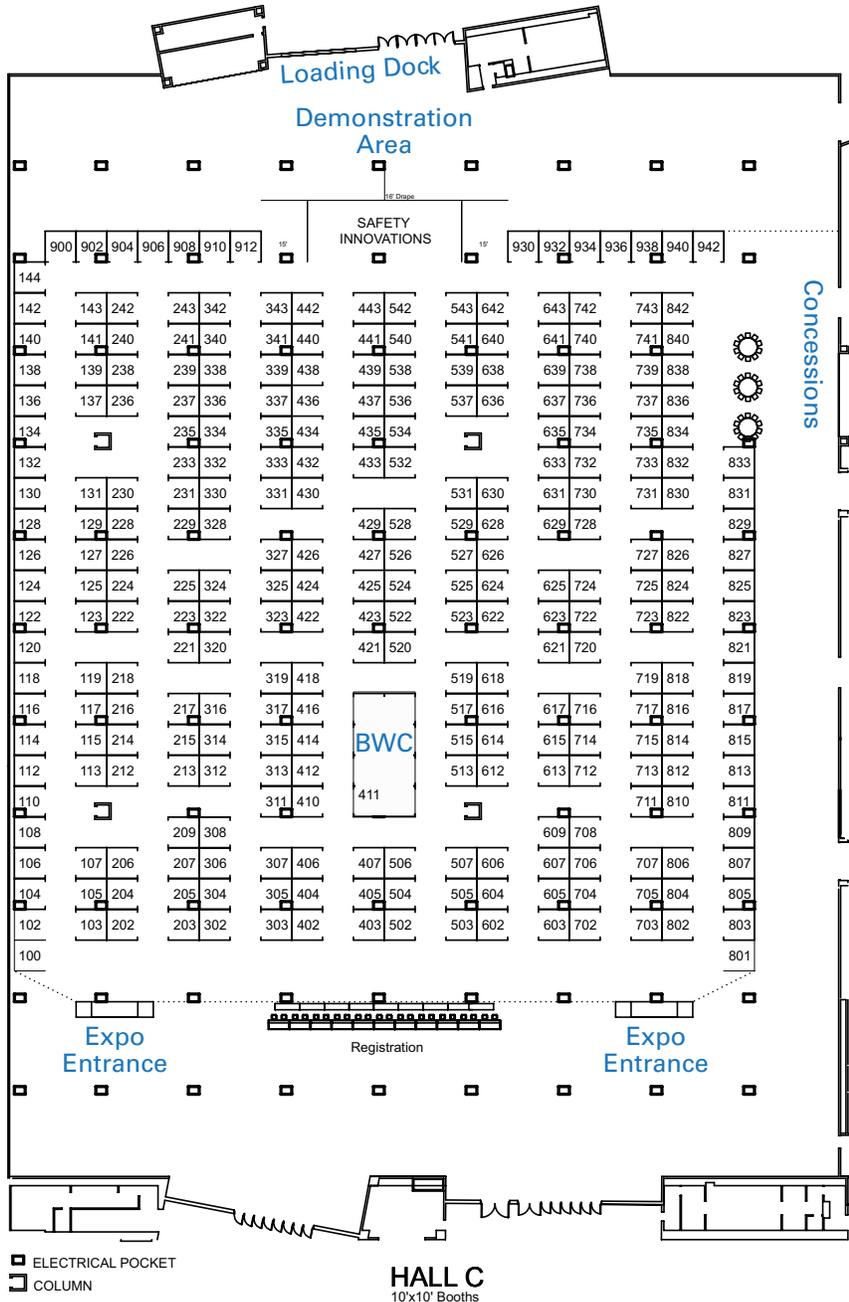
Moldex Metric
 Mount Carmel Health System
 MSA - The Safety Company
 MSDSONline®
 MSDSpro LLC
 Mutual Industries/Gann Safety
 Nanofilm
 National Safety Council, Northern
 Ohio Chapter
 Nesco Resource
 Nilfisk Industrial Vacuums
 Northwind Safety Corp.
 NovaCare Rehabilitation
 Novelty Advertising Co. (The)
 Oberon Co.
 O'Brien's Safety Services LLC
 Ohio Bureau of Workers'
 Compensation
 Ohio Department of Alcohol &
 Drug Addiction Services
 Ohio Department of Public Safety –
 Motorcycle Ohio
 Ohio Employee Health Partnership
 Ohio Industrial Commission
 Ohio Industrial Equipment
 Ohio State University Occupational
 Medicine (The)
 Ohio Utilities Protection Service
 OhioHealth WorkHealth
 OK-1 Mfg. Co.
 OneSource Employee Management
 Orr Safety Corp.
 PICS Inc.
 Premier Safety & Service Inc.
 Prevent Blindness Ohio
 Pro-Tek Sales
 PS Doors
 R.C. Bremer Marketing Associates
 Inc.
 RAE Systems
 Red Wing Brands of America
 RiskControl360®
 Riverside Mfg. Co.
 Rupp Safety Associates Inc.

Safety Associates Inc.
 Safety Controls Technology (SCT)
 Safety Council of Greater Columbus
 Safety Solutions Inc.
 SafetyToday
 Safex Inc.
 Scantron Corp.
 Scioto Community
 Securitas Security Services
 USA Inc.
 Seelaus
 Sequent
 Sheakley
 Sheakley UniComp Inc.
 Shieldmark Inc.
 Showa Best Glove Inc.
 SiteHawk
 SKC Inc.
 SOS Technologies and AED Results
 Sotaris LLP
 Southern Glove Mfg. Co. Inc.
 Spooner Inc.
 Stauffer Glove & Safety
 STOKO Skin Care (Evonik)
 Superior Glove Works
 SVS Safety
 Targeting Customer Safety Inc.
 TEC Laboratories Inc.
 The University of Findlay, All
 Hazards Training Center
 Tingley Protective Footwear and
 Clothing
 TK Group Inc.
 Toledo Optical Laboratory Inc.
 Trittech Fall Protection Systems
 U.S. Department of Labor, OSHA
 U.S. Safety
 United Sales Associates
 US Healthworks
 US Safety Gear
 USA Mobile Drug Testing
 Vestil Mfg. Co.
 Visual Workplace
 Weldas Co.

WellSteps
 West Virginia University Safety &
 Health Extension
 Westex Inc.
 Wilson Bohannon Padlock Co.
 Work Accessories Mats and Insoles
 WorkAbility
 Working Partners®
 Workstar Health Services
 Worldwide Protective Products
 Zee Medical Service Inc.
 ZOLL Medical Corp.



Greater Columbus Convention Center



Space is limited!
Meet Ohio business representatives who want to do business with you. Send your application and payment today.

Congress
April 9 to 11

Expo Marketplace
April 10 to 11

Sponsored by:
Ohio Bureau of Workers' Compensation
13430 Yarmouth Drive
Pickerington, OH 43147
800-ohiobwc, 614-728-6455
Fax 614-365-4971
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SafetyCongress@bwc.state.oh.us
Twitter@OhioBWC #OSC13