

OSC | 14

Ohio Safety Congress & Expo

Your Pathway to Safety
Exhibitor Prospectus

Education

01



02

Exposition

Innovation

03



March 25 to 27, 2014

Greater Columbus Convention Center

www.bwc.ohio.gov
1-800-644-6292



@OhioBWC #OSC14

Ohio

Bureau of Workers'
Compensation



2014 Ohio Safety Congress & Expo

Every company takes a different **Pathway to Safety**. Some value the increase in productivity, others recognize the cost benefits. But the main reason most companies pursue the path is because it's the right thing to do. While safety takes many forms and each journey is unique, all pathways lead to one thing – goods and services. That's where you come in.

We invite you to exhibit at the 2014 Ohio Safety Congress & Expo (OSC14). This annual conference and tradeshow is the largest and longest-running state occupational safety, health and workers' compensation event in the United States. Six thousand representatives from the business community and government attend OSC14. They shop for services, industrial supplies, safety equipment and gear.

Important dates

- Dec. 1** Last day to be awarded booth assignment priority points
- Dec. 31** Last day for an advance rate on booth space and promotional opportunities
- Jan. 31** Last day to order advertising and submit artwork for the Event Guide
- Feb. 15** Last day for company listing in Event Guide and select promotions (badge lanyard, Passport to Safety, aisle sign and floor sticker)
- Feb. 28** Last day to order carpet and additional furnishings at advance rates
- Mar. 3** Last day to reserve hotel rooms at OSC14 rates
- Mar. 13** Last day to order electric and utilities at advance rates

Benefits

Your time is valuable, and tradeshow leads are more cost-effective than cold calls. OSC14 provides access to Ohio business and government decision makers so you can:

- Acquire new leads;
- Strengthen existing relationships;
- Reinforce your brand;
- Generate sales.

The OSC14 schedule allows efficient use of your time.

- **Evening move-in hours** let you install your booth after your workday.
- **Educational session times are staggered** to provide consistent traffic flow on the expo floor.
- **Event activities are held under one roof** with hotel accommodations nearby.



Expo schedule

Move in

Tuesday, March 25
10 a.m. to 7 p.m.

Wednesday, March 26
7 to 7:30 a.m.
(hand-carry only)

Expo Hours

Wednesday, March 26
8 a.m. to 4 p.m.

Thursday, March 27
8 a.m. to 12:30 p.m.

Move out

Thursday, March 27
12:30 to 5 p.m.

Dismantle notice

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

As an exhibitor at OSC14, you will encounter thousands of business and government professionals seeking products and services for their safety, health and workers' compensation programs.

The audience represents Ohio's diverse business landscape.

- Agriculture and landscaping
- Chemical and mineral industries
- Commercial and residential construction
- Communications and utilities
- 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 OSC14. These participants have work responsibilities in many areas and represent many occupations.

- 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
- Engineers
- Environmental specialists
- Security



Booth space

OSC14 will host more than 200 safety, health and workers' compensation product and service providers at the expo. 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.

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

Booth size	Advance rate through Dec. 31 *	Standard rate after Dec. 31
10 X 10	\$800	\$950
10 X 10 (corner)	\$950	\$950
10 X 20	\$1,575	\$1,850
10 X 20 (corner)	\$1,725	\$1,850
10 X 30	\$2,325	\$2,750
10 X 40	\$3,050	\$3,625
20 X 20 (island)	\$3,050	\$3,625
10 X 50	\$3,750	\$4,500
Bulk space (beyond floorplan boundaries)	\$3.75/sq. ft.	\$4.25/sq. ft.

* For fairness and consistency among all exhibitors, BWC will not honor advance rates after Dec. 31. Please do not request special consideration.



Booth assignment

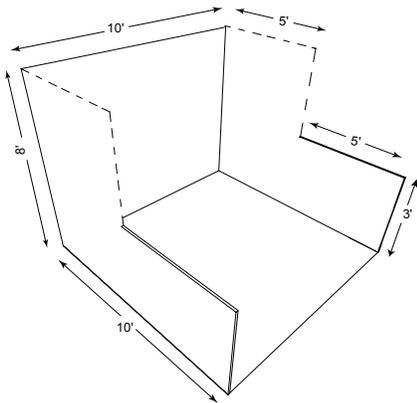
Apply as soon as possible to better your chance of receiving the booth of your choice. If you are a returning exhibitor and apply by Dec. 1, you will receive priority consideration on a booth location of your choice.

For applications and payments postmarked by Dec. 1, 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 of seniority and the purchase of two 10' x 10' booths equates to 20 points).

BWC will assign booths on a space available basis for applications and payments postmarked Dec. 2 or after.

Product sales

You may sell your products and services on the Expo Marketplace floor, once you have registered online with the Ohio Department of Taxation at tax.ohio.gov. Notify BWC upon completing your registration with the Ohio Department of Taxation about your intent to sell products on the expo floor.



Booth amenities

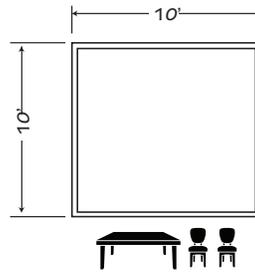
Your OSC14 booth includes:

- 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 OSC14 website;
- Company listing in Event Guide if application and payment are received by Feb. 15;
- Morning coffee service on show days;
- Attendance at educational sessions of your choice;
- Post-show attendee list, upon request.

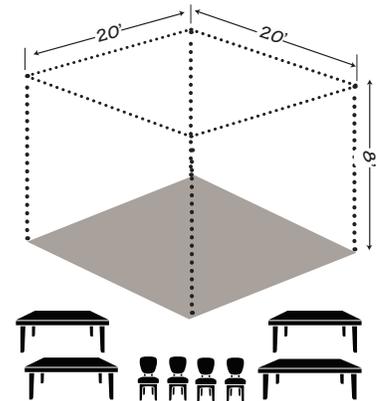
Additional amenities such as carpet, electricity, sales lead units and food and beverage ordering are available upon special request. We will provide pricing and order forms in the exhibitor services kit six to eight weeks prior to OSC14.

Booth packages

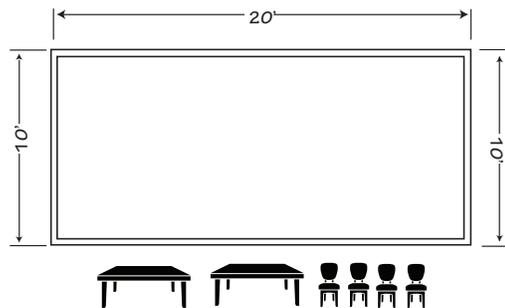
10' x 10' booth



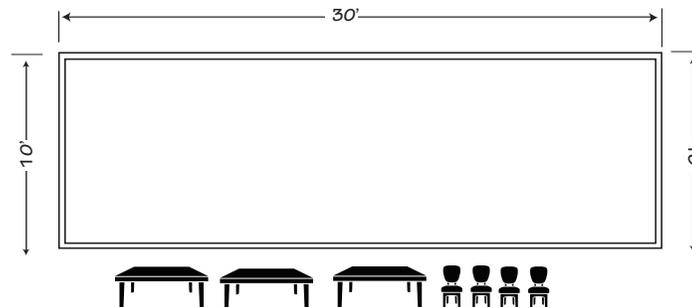
20' x 20' island



10' x 20' booth



10' x 30' booth



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.

Promotional opportunities

Go one step further than your competition. Direct traffic to your booth, generate awareness and reinforce your brand with OSC14 promotional opportunities. Several options are available to fit your budget and goals.

Promotion	Advance rate through Dec. 31	Standard rate after Dec. 31	Terms	Deadline
Badge lanyard	\$1,500	\$1,500	Two available	Feb. 15
Mobile application	\$750	\$750	Two available	N/A
Aisle sign	\$400	\$500	Eight available	Feb. 15
Passport to Safety	\$200, plus product gift	\$200, plus product gift	25 available	Feb. 15
Floor sticker	\$250	\$350	One available per 100 sq. ft. booth	Feb. 15
Website company logo link	\$200	\$300	12 available	N/A
Website company name link	\$50	\$75	One per exhibitor	N/A

Badge lanyard

OSC14 participants are required to display an OSC14 badge for admission to educational sessions and the Expo Marketplace. This includes the following promotion opportunities for your company or business:

- OSC14 and your logo printed on badge lanyards for the first 2,500 attendees;
- Signage at expo entrance;
- Recognition in Event Guide and on OSC14 website.

Mobile application

This user-friendly app for iPhones, Android phones and Blackberries provides online access to the OSC14 event schedule, sessions, presenters, exhibitor lists, floor plans, to-do lists and social media.

You will receive:

- A rotating banner ad on the dashboard of the mobile app which leads to your company website;
- An identification sign with your company name, product and booth number;
- Recognition in the Event Guide and the OSC14 website.

Aisle sign

Elevate your company's visibility by placing your logo on one or more Expo Marketplace aisle signs. Your logo will be viewed every time visitors look up to follow their pathway through the exposition.

You will receive:

- One 4' x 3' double-sided banner with your company logo below the official OSC14 aisle banner with aisle number;
- Multiple aisles available for purchase;
- No limit per exhibitor;
- 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 exhibitor's booth location.

Passport to Safety

Passport to Safety is a traffic-building promotion for OSC14 exhibitors. Attendees use the passport to guide their visit through the Expo Marketplace. Participating exhibitors will stamp a passport when an attendee visits their booth. Attendees who receive the specified number of stamps will be eligible for prizes. Prize drawings will take place during OSC14, expo hours.

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 passport rules and a comprehensive list of pre-approved prizes.

You will receive:

- Guaranteed traffic to your booth;
- Your company name and booth number on the Passport to Safety provided in the event guide;
- Your company name on all Passport signage.

Floor sticker

Stand out among the crowd with your company logo placed on the floor in front of your booth. This is a great way to lead people to your booth and bring an extra boost of attention to your company.

You will receive:

- One 3' x 3' full color, adhesive vinyl floor sticker centered on the floor in front of your booth, within two feet of your booth boundary;
- One sticker per 100 sq. ft. booth;
- Stickers with your artwork produced, installed and removed by the exposition contractor.

Website logo link or 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 OSC14 exhibitors' page at www.bwc.ohio.gov. Allow two 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 one of the following on BWC's website:

- Your company name hyperlinked to your company website;
- Your company logo hyperlinked to your company website.

Whatever you did to draw 6,000 attendees, keep on doing it. It was one of our top regional safety shows that we've exhibited in during the past 20 years.

Matt Gauerke, President
Gauerke Associates

Event Guide advertising

Each OSC14 participant will receive an Event Guide upon arrival at OSC14. It is a comprehensive guide to all activities during OSC14. Participants also use it as reference material after the event.

Advertisement	Rate	Size	Deadline	Terms
Inside front cover; full page	\$900 color	4 ^{1/4} x 7 ^{1/2}	Jan. 31	One available; choose b/w or color, exclusive placement
	\$800 B/W	4 ^{1/4} x 7 ^{1/2}	Jan. 31	
Inside full page	\$500 color	4 ^{1/4} x 7 ^{1/2}	Jan. 31	Best value; placement at BWC's discretion
	\$400 B/W	4 ^{1/4} x 7 ^{1/2}	Jan. 31	
Inside half page	\$400 color	4 ^{1/4} x 3 ^{3/4}	Jan. 31	Budget conscious choice; placement at BWC's discretion.
	\$300 B/W	4 ^{1/4} x 3 ^{3/4}	Jan. 31	
Highlight feature	\$100	N/A		Simple option; one per exhibitor; company high lighted in Event Guide

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

Art specifications

Prepare advertising to size in grayscale (for B/W) or CMYK for full color. Convert type to paths and embed links for 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 accommodations

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center and offer discounted rates to OSC14 participants. Reservations must be made by March 3, 2014 to receive the OSC14 rate.

Hyatt Regency Columbus

350 N. High St.
Columbus, OH 43215
888-421-1422 or 614-463-1234
\$125 per night, plus tax;
\$16 discounted self-parking at nearby Chestnut Street garage; \$25 discounted valet parking
Group code Ohio Safety Congress & Expo
[Reservations](#)

Hampton Inn

501 N. High St.
Columbus, OH 43215
614-559-2000
\$118 per night, plus tax; \$23 per day valet parking
Group code SAC

Drury Inn

88 East Nationwide Blvd.
Columbus, OH 43215
800-325-0720 or 614-221-7008
\$105 per night, plus tax; \$12 per day parking
Group code Ohio Safety Congress 2014
[Reservations](#)

Hilton Columbus Downtown

401 N. High Street
Columbus, OH 43215
614-384-8600
\$132 per night, plus tax; \$20 per day self parking; \$24 per day valet parking
Group code SAFETY
[Reservations](#)

Red Roof Inn Columbus Downtown

111 E. Nationwide Blvd.
Columbus, OH 43215
800-733-7663 or 614-224-6539
Government rate \$99 per night, plus tax; \$10 per day parking
Group code OBWC14
Must provide government identification upon check-in to receive this rate.

Event location

OSC14 will be held at the Greater Columbus Convention Center. It is within one block of each hotel and is surrounded by restaurants, shops and ample parking.

Greater Columbus Convention Center

400 N. High St.
Columbus, OH 43215
614-827-2500



photo credit: by D.G. Olshavsky

2013 Exhibitors

More than 200 leading companies and organizations exhibited at OSC13.

1-888-OHIOCOMP
 3E Co.
 3M-Personal Safety Division
 Accelerated Rehabilitation
 Accuform Signs
 Acoustical Systems Inc.
 Action Supply Products Inc.
 Advanced Industry Supplies
 Advanced Safety & Energy
 Aegis Sciences Corporation
 Airfeet Insoles Inc.
 Airgas
 Alert Safety Products
 Allied Environmental Services Inc.
 AmCare Occupational Health
 Management Services
 American Producers Supply
 American Society of Safety
 Engineers
 Arrow Solutions LLC
 Argus-Hazco
 ASI Health Services
 ATC-Diversified Electronics
 AultComp MCO
 Aultworks Occupational Medicine
 BasicSafe
 Beagle 1 Inc.
 Benefits 1 Group
 Berne Apparel Co.
 BioFit Engineered Products
 BrightStar Care of Ohio
 Brite Ears LLC
 Bullard
 Bureau Veritas, North America
 BW Technologies by Honeywell
 C.A. Short
 CareWorks
 CareWorks Consultants Inc.
 CavCom Inc.
 Chemical Analytics Inc.
 Columbia Southern University
 CompManagement Health Systems
 Inc.
 CompManagement Inc.
 CompSource TPA Inc.
 Conestoga-Rovers & Associates

Control Analytics Inc.
 CorVel Corp.
 County Fire Protection Inc.
 Crossfire Safety Eyewear
 Crowcon Detection Instruments
 CSTS Global
 D.L. Steiner Inc.
 Daniel A. Rodeno & Associates
 DiVal Safety Equipment Inc.
 DuPont Protection Technologies
 EA Group
 Eagle Industrial Tools
 EHS Excellence Consulting
 Electrocomm Columbus Corp.
 Employers Choice Plus
 ErgoGenesis
 Ergomat LLC
 ERS of Ohio Inc.
 Essilor Prescription Safety Eyewear
 EtQ Inc.
 Examinetics
 FabEnCo Inc.
 FallTech
 Fauske & Associates LLC
 First Settlement Physical Therapy
 Frank Gates Managed Care Services
 Frank Gates
 G & K Services
 Galson Laboratories
 Gateway Safety Inc.
 GfG Instrumentation Inc.
 Glavin Industries Inc.
 Glove Guard LP
 Goodwill Industries of Akron Inc.
 Greater Cleveland Safety Council
 Hagemeyer North America
 Handel Co. (The)
 Handling Concepts Inc.
 Happy Feet USA Inc.
 Health Conservation Inc. (HCI)
 Health Management Solutions
 Hercules Industries Inc.
 HexArmor
 Hometown Urgent Care & Workcare
 Center
 Hondros College
 Honeywell Safety Products
 HTI Inc.
 Hughes Environmental
 Hunter Consulting Co.
 Hytest Safety Shoes
 HzW Environmental Consultants
 Industrial Environmental Monitoring
 Instruments Inc.
 Industrial Products LTD
 Inplant Enviro Systems 2000
 Institute for Ergonomics, The Ohio
 State University

Institute for Safety and Health
 Management
 Instrumentation Systems Inc.
 Integrated Wellness Solutions
 Intrepid Industries Inc.
 IPAX Cleanogel Inc.
 Item North America
 Jendco Safety Supply
 Job Safety Software Inc.
 Ketchum and Walton Co.
 Kinetics Noise Control Inc.
 Ladder Man
 Lakeland Industries Inc.
 Life Safety Enterprises Inc.
 Lifeline Inc.
 M3V Data Management
 Magid Glove & Safety
 MANCOMM
 Market Force Inc.
 Marlin Co. (The)
 Martor USA
 Masimo
 Matrix Companies
 MCR Safety
 MedQuest Evaluators
 Mentis Neuro Rehabilitation
 Mid America OSHA Educational
 Center
 Mid West Sales Agency
 Minute Men HR Management Services
 Inc.
 Moldex Metric
 Mount Carmel
 MSA - The Safety Company
 MSDSONline®
 MSDSpro LLC
 National Safety Apparel Inc.
 National Safety Council Northern Ohio
 Chapter
 Nesco Resource
 Nilfisk Industrial Vacuums
 Norgren Automation Solutions, LLC
 Northwind Safety Corp.
 NovaCare Rehabilitation
 Novelty Advertising Co. (The)
 Ohio Bureau of Workers'
 Compensation
 Ohio Department of Alcohol & Drug
 Addiction Services
 Ohio Department of Job & Family
 Services
 Ohio Department of Public Safety
 Ohio Development Services
 Ohio Industrial Commission
 Ohio Industrial Equipment
 Ohio Steel Industries
 Ohio Utilities Protection Service
 OhioHealth WorkHealth
 OneSource Employee Management

Orr Safety Corp.
Otis Instruments Inc.
PICS Inc.
Premier Safety & Service Inc.
Prevent Blindness Ohio
ProtectEar USA
Pro-Tek Sales
Qualified Safety
RAE Systems
R.A.K. Welding and Industrial Sales
Rainbow Rehabilitation Centers Inc.
R.C. Bremer Marketing Associates
Inc.
Red Wing Brands of America
RiskControl360®
RKI Instruments Inc.
Rockwell Automation
Rupp Safety Associates Inc.
Safex Inc.
Safety Associates Inc.
Safety Controls Technology
Safety Jacks
Safety Management Group of
Indiana Inc.
Safety Pros LLC
Safety Solutions Inc.
SafeVision LLC
Salisbury by Honeywell
Scantron Corp.
Schmalz Inc.
Securitas Security Services
SES Environmental
Sheakley
Shieldmark Inc.
Showa Best Glove Inc.
Simmers Crane & Design Services
SIS USA Inc.
SiteHawk
SKC Inc.
SOS Technologies and AED Results
Sotaris LLP
Southern Glove Mfg. Co. Inc.
Spilfyter
Spooner Inc.
Superfeet Worldwide Inc.
Superior Glove Works
SVS Safety
Targeting Customer Safety Inc.
TEC Laboratories Inc.
TenCate Protective Fabrics
The Career Center- Adult Technical
Training
The StayFit Plan
The University of Findlay All Hazards
Training Center
Tingley Protective Footwear and
Clothing
T K Group Inc.
Toledo Optical Laboratory Inc.

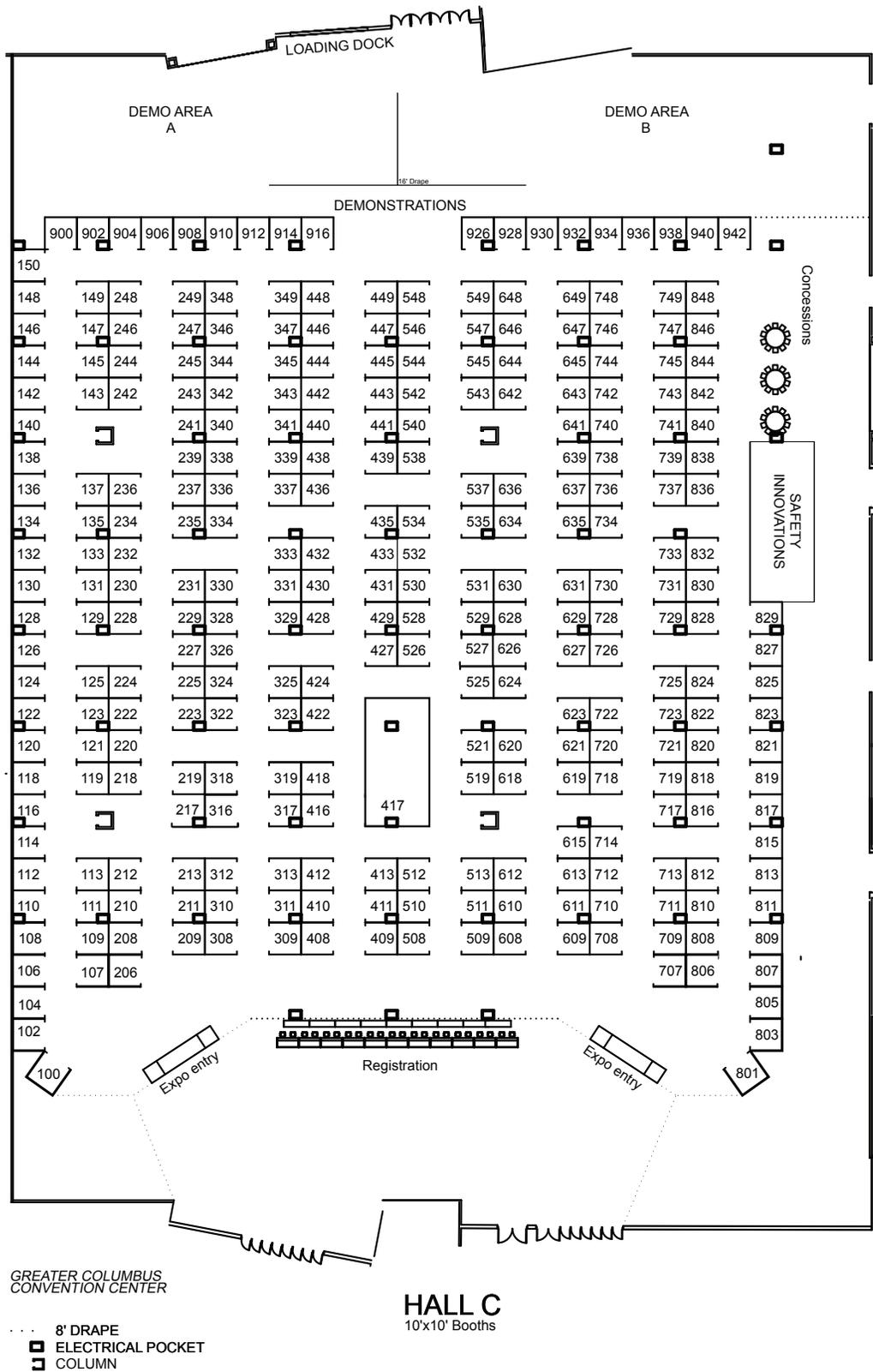
Tritech Fall Protection Systems
U.S. Department of Labor, OSHA
U.S. Healthworks Medical Group
U.S. Safety Depot
UL Workplace Health and Safety
UltraTech International Inc.
United Sales Associates
U.S. Safety
U.S. Safety Gear
Vestil Mfg. Co.
Visual Workplace
VSP
Weldas Co.
Wells Lamont Industrial
Werner Co.
West Virginia University Safety &
Health Extension
Westex Inc.
Wet Surface Solutions, LLC
White Cap Construction Supply
Wilson Bohannon Padlock Co.
Work Accessories
Working Concepts
Workstar Health Services
Worldwide Protective Products
Zee Medical Service Inc.

2014 Exhibitors

(Your name here)

We look forward to partnering with you at OSC14

OSC14 Expo Marketplace Floorplan



Sponsored by:
Ohio Bureau of Workers' Compensation
13430 Yarmouth Dr.
Pickerington, OH 43147

1-800-644-6292, 614-728-6455
Fax 614-365-4971
www.bwc.ohio.gov
SafetyCongress@bwc.state.oh.us
Twitter @OhioBWC #OSC14