



Your road to safety

March 9-11 • Greater **Columbus** Convention Center

www.bwc.ohio.gov • 1-800-644-6292 • Twitter: @OhioBWC #OSC16

EXHIBITOR PROSPECTUS



2016 OHIO SAFETY CONGRESS & EXPO

WE WELCOME YOU TO EXHIBIT at the 86th annual Ohio Safety Congress & Expo.

The Ohio Safety Congress & Expo (OSC16) annual conference and exposition was established in 1927. It is the largest and longest-running regional occupational safety, health and workers' compensation event in the United States. You can meet new customers, strengthen existing relationships and reinforce your brand during the OSC16 Expo Marketplace.

More than 6,000 representatives from business and government attend. They shop for services, industrial supplies, ergonomic products, wellness solutions, safety equipment and gear.

BENEFITS

- Tradeshow leads are more cost-effective than cold calls.
- Event activities are held under one roof with hotel accommodations nearby.
- Educational session times are staggered to provide consistent traffic flow on the expo floor.
- Evening move-in hours let you install your booth after your workday.
- Advertising and promotional options bring extra attention to your product or service.
- Pre-show and post-show attendee registration lists provided upon request.



DEC 10	Booth locations assigned based on seniority points
DEC 10	Advance rates expire on booth space and promotional opportunities
DEC 11 <i>and after</i>	Booth locations assigned as applications are received
JAN 15	Last day to appear in Event Guide and order print advertising or promotions
FEB 12	Order deadline for carpet and furnishings at advance rates
FEB 19	Reservation deadline for hotel rooms at discounted rates
FEB 19	Order deadline for electric and utilities at advance rates

Your road to safety

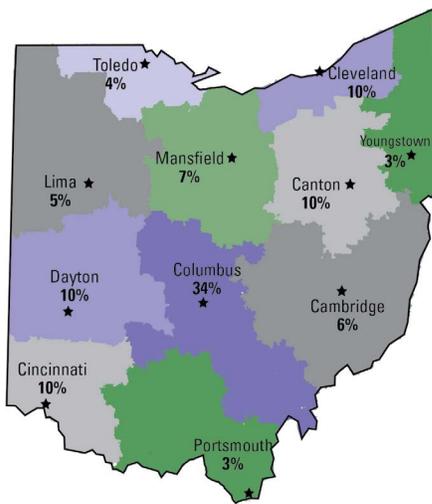
Audience

As an exhibitor at OSC16, you have **access to thousands of private and public sector professionals** seeking products and services for their safety, health and workers' compensation programs.

The audience represents Ohio's diverse business landscape, including:

- Agriculture and landscaping;
- Chemical, environmental and mineral industries;
- Commercial and residential construction;
- Communications and utilities;
- Emergency response;
- Federal, state and local government;
- Health care, medical, wellness and long-term care;
- Manufacturing, distribution and warehousing;
- Workers' compensation.

Percentage of Attendance by Ohio Region in 2015



The central location of Columbus makes it **convenient for all Ohio business and government representatives to visit OSC16**. Attendees include employers and employees who have many different job titles and work responsibilities.

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

3 EASY WAYS
to participate



EXHIBIT

page 4

PROMOTE

page 6

ADVERTISE

page 8

EXPO SCHEDULE

Move in

Tuesday, March 8,
3 p.m. to 8 p.m.

Wednesday, March 9,
7 to 7:30 a.m. (hand-carry only)

Expo Hours

Wednesday, March 9,
7:30 a.m. to 4 p.m.

Thursday, March 10,
7:30 a.m. to 12:30 p.m.

Move out

Thursday, March 10,
12:30 to 4:30 p.m.

Dismantle notice

For the safety and security of participants, please make arrangement to staff your booth during the entire event. We do **NOT** permit early breakdowns. Violators are subject to two years probation or expulsion at future events.

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 www.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.

Booth space

OSC16 will host more than 200 safety, health and workers' compensation product and service providers. You can exhibit for as little as \$845. Booth rates provide more value for your dollar as you increase the size of your space. Last year (OSC15), booth spaces sold out nearly a month beforehand. Reserve your booth space promptly.



Payment must accompany the application for booth space.

Booth size	Advance rate through Dec. 10 *	Standard rate Dec. 11 and after
10' x 10' interior	\$845	\$995
10' x 10' corner	\$995	\$995
10' x 20' interior	\$1,620	\$1,895
10' x 20' with 1 corner	\$1,770	\$1,895
10' x 30'	\$2,370	\$2,795
10' x 40'	\$3,095	\$3,670
20' x 20' island	\$3,095	\$3,670
10' x 50'	\$3,795	\$4,545
10' x 60'	\$4,470	\$5,395
20' x 30' island	\$4,470	\$5,395
10' x 70'	\$5,120	\$6,245
10' x 80'	\$5,745	\$7,070
Bulk space (beyond boundaries on floor plan)	\$3.96/sq. ft.	\$4.45/sq. ft.

**For fairness and consistency among all exhibitors, BWC will not honor advance rates after Dec. 10. 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. 10, you will receive priority consideration on booth location.

For applications and payments postmarked by Dec. 10, OSC 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. For example, 10 years seniority and two 10' x 10' booths equates to 20 points. Transference of seniority points for mergers, acquisitions and company name changes are at the discretion of OSC event management.

BWC will assign booths on a space available basis for applications and payments postmarked Dec. 11 or after.

BOOTH AMENITIES

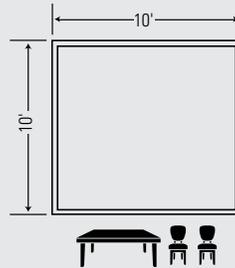
Your OSC16 booth includes:

- 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. (maximum four side chairs);
- 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 are received by Jan. 15;
- Morning coffee, hot tea and water service on show days;
- Attendance at educational sessions of your choice;
- Pre-show and post-show attendee lists, upon request.

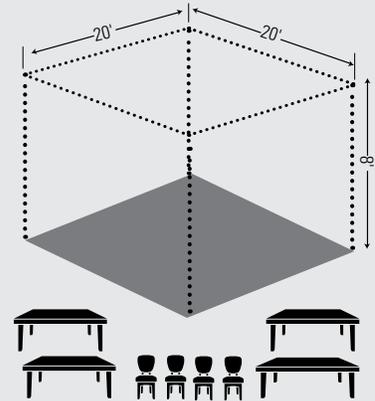
Additional amenities such as carpet, electricity, sales lead units and food and beverage are available for purchase later. BWC will provide pricing and order forms in the exhibitor services kit, six to eight weeks prior to OSC16.

Booth packages

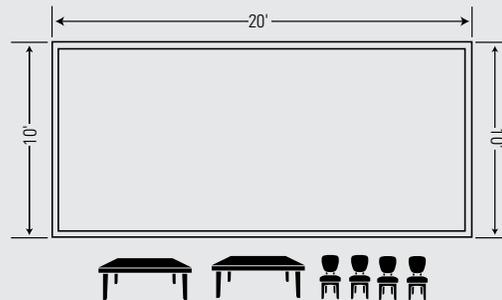
10' x 10'



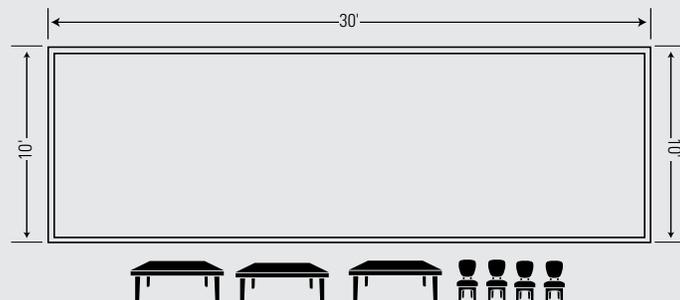
20' x 20' island



10' x 20'



10' x 30'



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 promotional opportunities. Several options are available to fit your budget and goals.

Promotion	Advance rate through Dec. 10 *	Standard rate after Dec. 10	Terms
Aisle sign sponsor	\$300	\$400	Nine available through Jan. 15
Concourse graphic panels NEW	\$400 per panel	\$500 per panel	Six panels available through Jan. 15
Road Map to Safety	\$200, plus product	\$250, plus product	25 available through Jan. 15
Website company logo link	\$250	\$300	12 available
Website company name link	\$50	\$75	One per exhibitor
Website advertising bundle	\$500	\$600	Four available

Aisle sign

Look upward, your company's logo will be visible high above the expo floor. With one or more Expo Marketplace aisle signs your exposure increases with every attendee glance.

You will receive:

- One double-sided aisle sign with your company logo below the official OSC16 aisle number;
- Multiple aisles signs are available for purchase, no limit per exhibitor, up to nine aisle signs are available;
- 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 your booth location;
- Aisle signs are available for pickup after OSC16, upon request.



NEW Concourse graphic panels

Have an impactful view; company advertising in the main concourse for all attendees to see. Display your company logo, booth location, new product, slogan, website, etc. Customize your message and drive traffic to your booth.

You will receive:

- Your company advertisement on one 3' x 8' panel of a four-sided kiosk wrapping a column in the main concourse;
- Limit two panels per kiosk, six total panels available on three kiosks.



Road Map to Safety

Road Map to Safety is a traffic-building promotion for OSC16 exhibitors. Attendees will use a road map to guide their visit through the Expo Marketplace in exchange for road map stamps from participating exhibitors. Attendees who receive the specified number of stamps are eligible for prizes. Prize drawings will take place during OSC16 expo hours.

In addition, to the road map fee of \$200 (advance rate), 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, sporting goods and gift cards. BWC will provide road map rules and a comprehensive list of pre-approved prizes to participating exhibitors. In addition, BWC will provide an OSC online wish list to assist with prize choices, ease of purchase and delivery to OSC headquarters prior to expo.

You will receive:

- Guaranteed traffic to your booth;
- Your company name and booth number on the Road Map to Safety;
- Your company name on road map signage;
- An event guide listing as a road map participant.



Your road to safety

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 OSC16 exhibit page at www.bwc.ohio.gov. A website logo or company name hyperlink makes it convenient for customers to learn more about your products and services before, during and after OSC16.

Allow two weeks for your logo or hyperlink to appear.

You will receive:

- Your company name on www.bwc.ohio.gov hyperlinked to your company website or
- your company logo on www.bwc.ohio.gov hyperlinked to your company website.

Website advertising bundle

Get your name out there with a package of digital products that direct attendees to your website.

You will receive:

- A rotating banner ad on the dashboard of the OSC16 mobile app, which leads to your company website. (This user-friendly app for iPhones, Android phones and Blackberries provides online access to the OSC16 event schedule, sessions, presenters, exhibitor lists, floor plans and social media.);
- Company logo link on OSC16 website;
- Company name link on OSC16 website.

Great Job with the event! The Expo was well attended and we're looking forward to exhibiting next year.

~Robert Bennette
Bennette Design Group Inc.



EVENT LOCATION

BWC will hold OSC16 at the Greater Columbus Convention Center. Restaurants, shops and ample parking are nearby.

Greater Columbus Convention Center

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

<https://www.columbusconventions.com/>

Directions and parking

<https://www.columbusconventions.com/directionsandmaps.php>

Hotel accommodations

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center. Many hotels offer discounted rates to OSC16 participants. You must make reservations by Feb. 19, 2016 to receive the discounted rate. Visit the OSC16 website on www.bwc.ohio.gov for hotel locations and discounted rates as they become available.

Previous exhibitors

The following safety, health and workers' compensation providers participated at OSC15.

1-888-OHIOCOMP
3M-Personal Safety Division
Accuform Signs
Acoustical Systems Inc.
Action Supply Products Inc.
Advanced Safety & Energy
Advantage Products Corp.
Airfeet Insoles
Airgas
Alert Safety Products
Allied Environmental Services Inc.
ALS Environmental
AmCare Health Management Services
American Board of Independent
Medical Examiners
American Producers Supply
American Society of Safety Engineers
Ansell
Apollo Performance Gloves
Argus-Hazco
Ascent Risk Management
Barefoot Ergonomic Flooring
Benefits 1 Group
Bennette Design Group
Bio-Care
BodyBilt by EroGenesis
BrightGuy Inc.
Brite Ears LLC
Burkins Ritchie & Associates LLC
BW Technologies by Honeywell/
Honeywell Analytics
C & E Sales Inc.
C.A. Short
Cannon Cochran Management Services Inc.
CareWorks
CareWorks Consultants Inc.
Casella CEL
CavCom Inc.
Chapman Innovations
Chemwatch
Columbia Southern University
Columbus VA Ambulatory Care Center
Compensation Solutions Inc.
CompManagement
CompManagement Health Systems Inc.
CompSource TPA Inc.
Concentra
Conestoga-Rovers & Associates
Control Analytics Inc.
CorVel Corp.
County Fire Protection Inc.
Crescent Electric Supply Co.
Crown Matting Technologies
CSTS Global
Deb USA Inc.
DuPont Protection Technologies
EA Group
Edge Eyewear
EHS Excellence Consulting
Electrocomm Columbus Corp.
Employers Choice Plus
Enovative Technologies
Environmental & Safety Solutions Inc.
Ergo Advantage
ERGOMAT Inc.
ErgoShield by Powerstep
Essilor Prescription Safety Eyewear
Examinetics
EZ LifLine
FallTech
Focal Upright
Forklift Training Systems
Garden Center Maintenance LLC
GfG Instrumentation Inc.
Glavin Industries Inc.
Global Glove & Safety Manufacturing Inc.
Glove Guard LP
Goat Throat Pumps
Goodwill Industries of Akron Inc.
Greater Cleveland Safety Council (The)
Guardian Fall Protection
Handel Co. (The)
Handling Concepts Inc.
Hasselman Marketing & Communications
HazMat Solutions Inc.
Health Management Solutions Inc.
HearSafe Group Inc. (The)
Helly Hansen
Hercules Industries Inc.
Hometown Urgent Care
Honeywell Safety Products
Horizon Signal Technologies
Hudson WorkWear Co.
Hughes Environmental
Hunter Consulting Co.
Hytest Safety Shoe Distributors
HzW Environmental Consultants
ICC Compliance Center
Industrial Commission of Ohio
Industrial Products LTD
Industrial Safety & Training Services
Industrial Scientific

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
 Janz Corporation (The)
 Jendco Safety Supply
 Kinetics Noise Control Inc.
 Lehigh Outfitters
 Libra Industries Inc. of MI
 M3V Data Management
 Magid Glove & Safety
 Market Force Inc.
 Marlin Co. (The)
 Marpac Corp.
 Martor USA
 Massaging Insoles
 Master Lock Co.
 Matrix Companies
 McNaughton McKay Electric of Ohio
 MCR Safety
 Mid America OSHA Education Center
 Milagon
 Miller Electric Mfg. Co.
 Moldex Metric Inc.
 Mount Carmel Occupational Health
 and Wellness
 MSA - The Safety Company
 MSDSonline®
 National Safety Apparel Inc.
 National Safety Council Northern
 Ohio Chapter
 Nesco Resource
 Nilfisk-Advance Inc.,
 Industrial Vacuum Division
 Northstar AED
 Northwind Safety Corp.
 NovaCare Rehabilitation
 Novelty Advertising Co. (The)
 Ohio Army National Guard
 Ohio Association of Occupational
 Health Nurses (OAHN)
 Ohio Bureau of Workers' Compensation
 Ohio Industrial Equipment
 Ohio Department of Public Safety/
 Motorcycle Ohio
 Ohio Oil & Gas Safety Council
 Ohio Tool Systems Inc.
 Ohio Utilities Protection Service
 OhioHealth Employer Services
 OneSource Employee Management
 ORR Safety Corp.
 Paradigm Outcomes
 Premier Safety & Service Inc.

Prevent Blindness Ohio
 ProBuilt Professional Lighting
 ProtectEar USA
 PS DOORS
 R.C. Bremer Marketing Associates Inc.
 RAE Systems by Honeywell
 RCI Safety
 Red Wing Brands of America
 RETTEW
 Revco Industries Inc.
 RiskControl360®
 RIT Safety Solutions
 Rockwell Automation
 Rupp Safety Associates Inc.
 Safe Floors Ohio LLC
 Safe Vision LLC
 SafeStart
 Safety Associates Inc.
 Safety Corp.
 Safety Jacks
 SafetyWorld
 Safex Inc.
 Samba Safety
 Schmalz Inc.
 SDSpro
 SGS-Galson Laboratories
 Sheakley
 Shieldmark Inc. – Mighty Line
 Shoe Sensation
 SHOWA
 SiteHawk
 SKC Inc.
 Slate Rock Safety
 Slice Inc.
 SOS Technologies / AED Results
 Sotaris LLP
 Southern Glove Mfg. Co. Inc.
 SPC Industrial - A Division of Structural
 Plastics Corp.
 Spooner Inc.
 Spooner Medical Administrators
 SRM & Associates
 St. Vincent Charity Occupational
 Health and Wellness
 Stauffer Glove & Safety
 Superfeet Worldwide Inc.
 Superior Glove Works
 SVS Safety
 SW Gloves
 T K Group Inc.
 Targeting Customer Safety Inc.
 Tasco
 Thomas Production Training Manuals LLC
 Tingley Rubber
 Total Safety U.S. Inc.
 Trittech Fall Protection Systems
 U.S. Department of Labor OSHA
 U.S. Healthworks of Ohio

UL Workplace Health and Safety
 UltraTech International Inc.
 United Sales Associates
 University of Findlay (The)
 US Fall Protection
 US SafetyGear Inc.
 Veolia Environmental Services
 Vestil Mfg. Co.
 Vision Service Plan (VSP)
 Visual Workplace Inc.
 VPPPA Inc.
 Waldorf College
 Walman Optical
 Walter A. Wood Supply Inc.
 Weldas Co.
 Wells Lamont Industrial
 Werner Co.
 West Virginia University
 Safety & Health Extension
 Westex by Milliken
 White Cap Construction Supply
 Wilson Bohannon Padlock Co.
 Work Accessories Inc.
 Working Concepts
 Workstar Health Services
 Worldwide Protective Products
 Zee Medical Service Inc.

Great job by all staff.
I promote the benefits
of the Ohio Show
whenever I can.

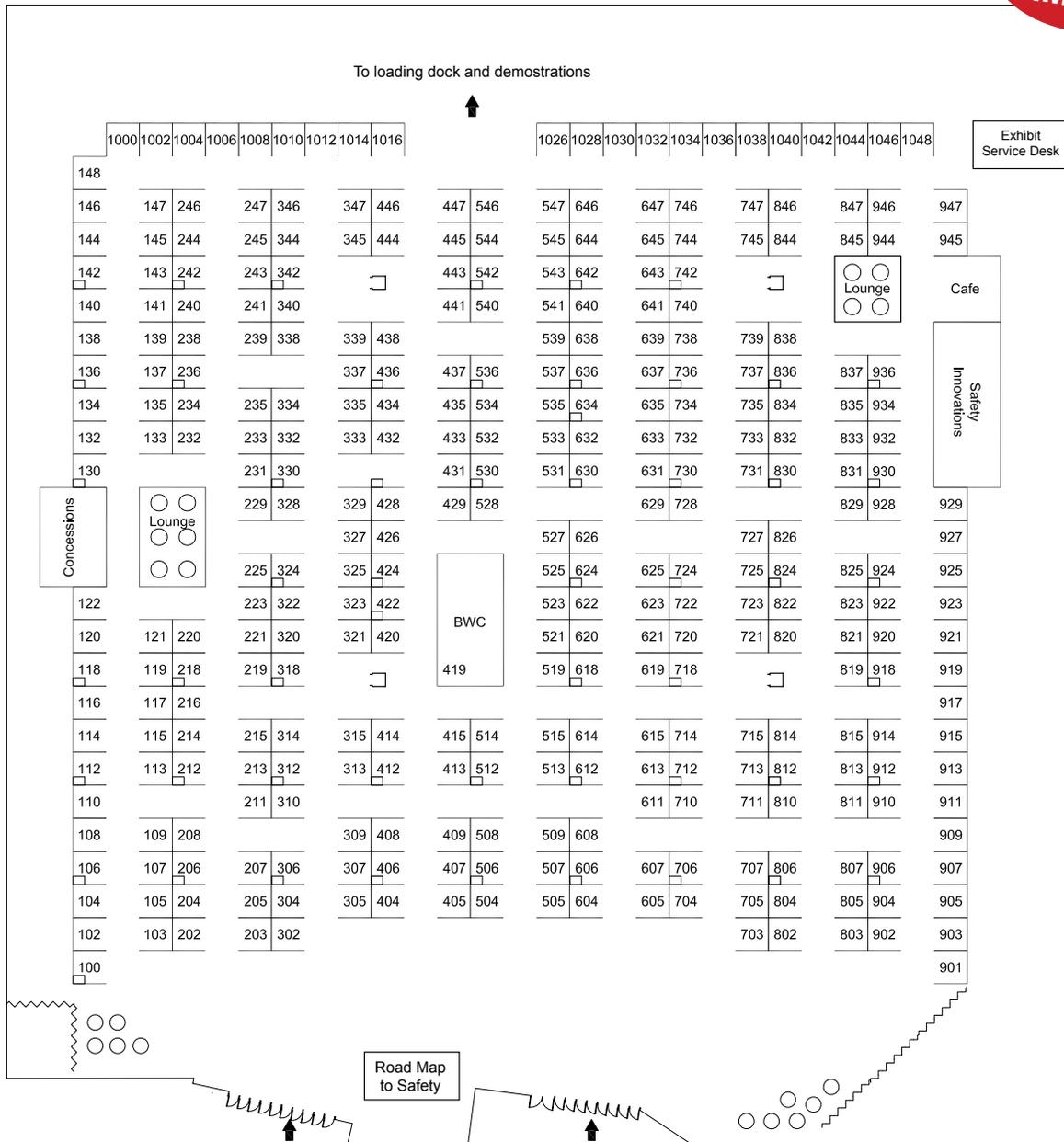
~Mike Barnes
 Pro-Tek Sales/Slice



OSC16 Expo Marketplace floor plan

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

SPACE IS LIMITED!



- ELECTRICAL POCKET
- 4' x 4' COLUMN
- SEATING
- ▤ 10' X 10' BOOTHS

Registration located in Hall E

HALL D



Connect with us



614-728-6455

Your road to safety

Ohio

Bureau of Workers' Compensation