

OSC | 15

Ohio Safety Congress & Expo

Exhibitor Prospectus



IMAGINE  INNOVATE  INSPIRE

March 31 to April 2, 2015
Greater Columbus Convention Center



IMAGINE INNOVATE INSPIRE

Imagine your product in every workplace

Innovate the work environment

Inspire productivity, safety and success

Benefits

OSC15 allows efficient use of your time and money.

- 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 registration lists, upon request.

2015 Ohio Safety Congress & Expo

We invite you to exhibit at the 85th annual Ohio Safety Congress & Expo. The Ohio Safety Congress & Expo (OSC15) annual conference and tradeshow is the largest and longest-running occupational safety, health and workers' compensation event in Ohio.

More than 6,000 representatives from business and government attended OSC14 to shop for services, industrial supplies, safety equipment and gear. You can meet new customers, strengthen existing relationships and reinforce your brand during OSC15's two-day Expo Marketplace.

Important dates

Dec. 1	Last day booth locations are assigned based on seniority points
Dec. 2	Booth locations now assigned as applications are received
Dec. 15	Advance rates expire on booth space and promotional opportunities
Jan. 30	Last day to appear in Event Guide and order print advertising or promotions
Mar. 13	Order deadline for additional furnishings at advance rates
Mar. 13	Reservation deadline for hotel rooms at discounted rates
Mar. 17	Order deadline for electric and utilities at advance rates

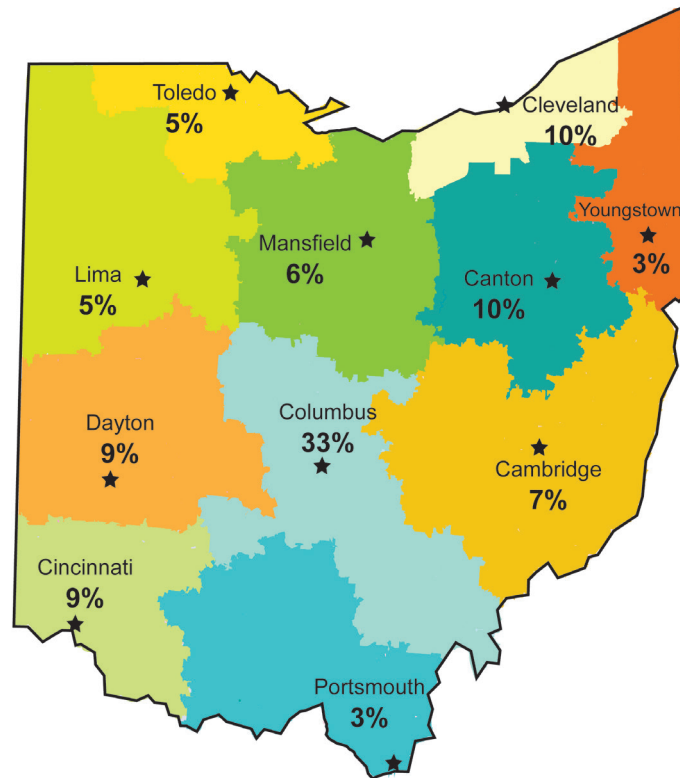
Audience

As an exhibitor at OSC15 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
- Environmental
- Health care, wellness and long-term care
- Manufacturing, distribution and warehousing
- Emergency response
- Federal, state, and local government

Percentage of Attendance by Ohio Region in 2014



The central location of Columbus makes it convenient for Ohio business representatives to visit OSC15. 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

Expo schedule

Move in

Tuesday, March 31
10 a.m. to 7 p.m.

Wednesday, April 1
7 to 7:30 a.m. (hand-carry only)

Expo Hours

Wednesday, April 1
7:30 a.m. to 4 p.m.

Thursday, April 2
7:30 a.m. to 12:30 p.m.

Move out

Thursday, April 2
12:30 to 5 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.

Booth Space

OSC15 will host more than 200 safety, health and workers' compensation product and service providers. 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. Apply today!

Booth Size	Advance rate through Dec. 15 *	Standard rate after Dec.15
10' x 10' interior	\$800	\$950
10' x 10' corner	\$950	\$950
10' x 20' interior	\$1,575	\$1,850
10' x 20' with 1 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 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 Dec. 15. Please do not request special consideration

Product sales

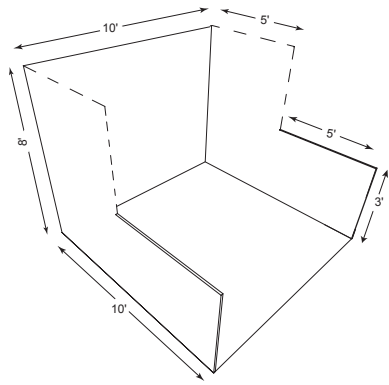
You may sell your products and services on the Expo Marketplace floor. To be eligible, you must register online with the Ohio Department of Taxation at www.tax.ohio.gov. You must notify BWC of your registration with the Ohio Department of Taxation and your intent to sell products on the expo floor.

Booth assignment

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

For payments received or 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 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. 2 or after.



Booth amenities

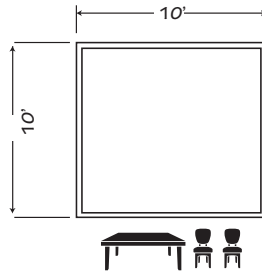
Your OSC15 booth includes:

- 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 OSC website;
- Company listing in Event Guide if application and payment are received by Jan. 30;
- Morning coffee service on show days;
- Attendance at educational sessions of your choice;
- Pre-show and post-show attendee lists, upon request.

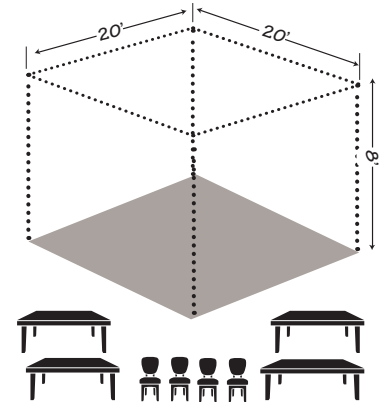
Additional amenities such as carpet, electricity, sales lead units and food and beverage ordering are available for purchase at a later date. BWC will provide pricing and order forms in the exhibitor services kit six to eight weeks prior to OSC15.

Booth packages

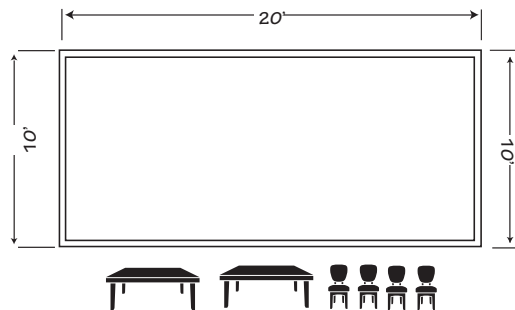
10' x 10' booth



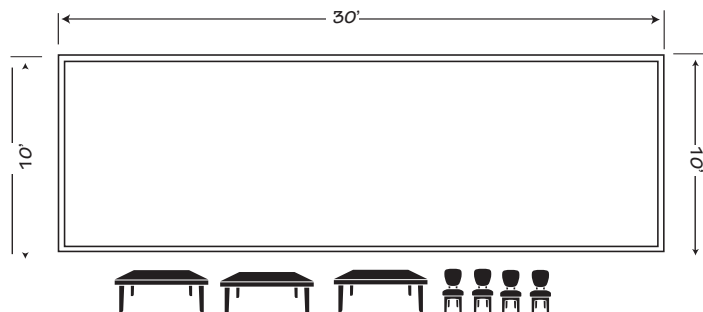
20' x 20' island



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 promotional opportunities. Several options are available to fit your budget and marketing goals.	Promotion Deadline	Advance rate through Dec. 15	Standard rate after Dec. 15	Terms
	Badge lanyard	\$1,500	\$1,500	Two available through Jan. 30
	Digital advertising bundle	\$500	\$600	Four available
	Aisle sign sponsor	\$300	\$400	9 available through Jan. 30
	Passport to Safety	\$200, plus product	\$250, plus product	25 available through Jan. 30
	Website company logo link	\$250	\$300	12 available
	Website company name link	\$50	\$75	One per exhibitor

Badge lanyard

OSC15 participants must display an OSC15 badge for admission to educational sessions and the Expo Marketplace. BWC will provide logo badge lanyards to the first 5,000 participants who pick up a badge at OSC15.

You will receive:

- OSC15 and your logo printed on 2500 badge lanyards;
- Signage at expo entrance;
- Recognition in event guide and on OSC15 website.

Digital advertising bundle

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

You will receive:

- A company logo ad on the mobile app dashboard, which leads to your company website (This user-friendly app for iPhones, Android phones and Blackberries provides online access to the OSC15 event schedule, sessions, presenters, exhibitor lists, floor plans and social media.);
- Website company logo link on OSC15 website;
- Website company name link on OSC15 website.



Aisle sign

Just look up, your company's logo will be visible high above the expo floor. With one or more Expo Marketplace aisle signs you can increase your exposure with every glance of each attendee on the expo floor.

You will receive:

- One double-sided aisle sign with your company logo below the official OSC15 aisle number;
- Multiple aisles signs are available for purchase, no limit per exhibitor, up to 9 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 exhibitor's booth location;
- Aisle signs will be available for pickup after OSC15, upon request.



Passport to Safety

Passport to Safety is a traffic-building promotion for OSC15 exhibitors. Attendees will use a passport to guide their visit through the Expo Marketplace in exchange for passport stamps from participating exhibitors. Attendees who receive the specified number of stamps will be eligible for prizes. Prize drawings will take place during OSC15 expo hours.

In addition, to the passport 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 passport 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, and 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 Passport to Safety;
- Your company name on passport signage;
- An event guide listing as a passport participant.

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 OSC15 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.

Allow two weeks for your logo or hyperlink to appear. You must purchase a booth to be eligible for a website link or logo.

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.



photo credit: by D.G. Olshavsky

Event location

OSC15 will be held at the Greater Columbus Convention Center. It is surrounded by restaurants, shops and ample parking.

Greater Columbus Convention Center

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

www.columbusconventions.com/

Directions and Parking

www.columbusconventions.com/maps.php?m=dropoff

Hotel accommodations

Hotels are conveniently located within a five-minute walk of the Greater Columbus Convention Center, many offering discounted rates to OSC15 participants. You must make reservations by March 13 to receive the discounted rate. Visit the OSC15 website on www.bwc.ohio.gov for hotel locations and discounted rates as they become available.

Event guide advertising

Each OSC15 participant will receive an event guide upon arrival at OSC15. It is a comprehensive guide to all activities during OSC15. Participants also use it as reference material after the event.

Advertisement	Through Jan. 31	Size	Artwork due	Terms
Inside front cover	\$900 color \$800 b/w	4 ¼ x 7 ½	Jan. 30	One available; exclusive placement
Inside full page	\$500 color \$400 b/w	4 ¼ x 7 ½	Jan. 30	Best value; placement at BWC's discretion
Inside half page	\$400 color \$300 b/w	4 ¼ x 3 ¾	Jan. 30	Budget conscious choice; placement at BWC's discretion

BWC places paid advertising in the order received and at its discretion.

Art specifications

Prepare advertising to size in grayscale or in full color. Convert type to paths and embed links for high resolution (300 dpi) PDF. Email file size less than 25MB to SafetyCongress@bwc.state.oh.us. Mail file size 25MB or greater on a CD or USB drive to Ohio Safety Congress Attn: Ryan Miller 13430 Yarmouth Drive Pickerington, OH 43147. Call Donna Molnar at 614-466-2441 with questions concerning art preparation.

Previous exhibitors

The following safety, health and workers' compensation providers participated at OSC14.

1-888-OHIOCOMP
 3E Co.
 3M-Personal Safety Division
 Accelerated Rehabilitation
 Access MD Urgent Care
 Accuform Signs
 Acoustical Systems Inc.
 Action Supply Products Inc.
 Adena Occupational Health
 Advanced Safety & Energy
 Advantage Products Corp.
 Advocare Group (The)
 Aegis Sciences Corp.
 Airfeet LLC
 Airgas
 Alert Safety Products
 Allied Environmental Services Inc.
 AmCare Health Management Services
 American Board of Independent
 Medical Examiners
 American Producers Supply
 American Society of Safety Engineers
 / Ohio Council
 Ansell
 ARCpoint Labs of Columbus
 Argus-Hazco
 Artina Promotional Products
 ASI Health Services
 ATC-Diversified Electronics
 ATI Worksite Solutions
 AultComp MCO
 Aultworks Occupational Medicine
 Bio-Care
 BioFit Engineered Products
 Blundstone Footwear
 Brady/SPC Corp.
 Brent Industries Inc.
 Brite Ears LLC
 Bureau Veritas, North America
 Burkins Ritchie & Associates
 BW Technologies by Honeywell
 C & A Benefits Group and Business
 Services
 C.A. Short
 CareWorks
 CareWorks Consultants Inc.
 CavCom Inc.
 Chemsol
 Columbia Southern University
 CompManagement Health Systems
 Inc.
 CompManagement Inc.
 CompSource TPA Inc.
 Concentra
 Conestoga-Rovers & Associates
 Cornerstone Environmental, Health
 and Safety Inc.
 Corvel
 County Fire Protection Inc.
 Crescent Electric Supply Co.
 Crowcon Detection Instruments
 CSTS Global
 DiVal Safety Equipment Inc.
 DuPont Protection Technologies
 EA Group
 Eagle Safety Eyewear
 Edge Eyewear
 EHS Excellence Consulting
 EHS Technology Group LLC
 Electrocomm Columbus Corp.
 Elvex Corp.
 Employers Choice Plus
 EMSL Analytical Inc.
 ErgoGenesis
 ERGOMAT Inc.
 Examinetics
 FabEnCo Inc.
 FallTech
 Forklift Training Systems
 Frank Gates
 Frank Gates Managed Care Services
 Freund, Freeze & Arnold
 FRG Corp.
 Galson Laboratories
 Gas Clip Technologies
 Gateway Safety Inc.
 General Data Company Inc.
 GfG Instrumentation Inc.
 Glavin Industries Inc.
 Glove & Safety
 Glove Guard LP
 Goodwill Industries of Akron Inc.
 Grace Engineered Products
 Greater Cleveland Safety Council
 Group JLF
 Handel Co. (The)
 Handling Concepts Inc.
 Happy Feet USA Inc.
 Hasseman Marketing &
 Communications
 Health Management Solutions Inc.
 Hercules Industries Inc.
 Honeywell Safety Products
 HTI Inc.
 Hughes Environmental
 Hunter Consulting Co.
 Hytest Safety Shoes
 HzW Environmental Consultants
 I.E. Monitoring Instruments Inc.
 ICC Compliance Center
 Industrial Commission of Ohio
 Industrial Products LTD
 Industrial Scientific Corp.
 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
 Kee Safety
 KeepSafe Inc.
 Kinetics Noise Control Inc.
 Lakeland Industries Inc.
 M3V Data Management
 Magic Massage Therapy
 MANCOMM
 Market Force Inc.
 Marlin Co. (The)
 Martor USA

Norgren Automation Solutions LLC
 Northwind Safety Corp.
 NovaCare Rehabilitation
 Novartis Consumer Health
 Novelty Advertising Co. (The)
 Occupational Health Link Inc.
 Ohio Bureau of Workers' Compensation
 Ohio Department of Public Safety/Motorcycle Ohio
 Ohio Development Services
 Ohio Industrial Equipment
 Ohio Oil & Gas Safety Council
 Ohio Steel Industries
 Ohio Utilities Protection Service
 OhioHealth Employer Services
 Orr Safety Corp.
 Paradigm Management Services
 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®
 Rockwell Automation
 Rupp Safety Associates Inc.
 SafeStart
 Safety Associates Inc.
 Safety Corp.
 Safety Solutions Inc.
 SAFETYCAL Inc.
 SafeVision LLC
 Safex Inc.
 Samba Safety
 SawStop
 Schmalz Inc.
 SDSpro
 Sheakley
 Sheakley UniComp Inc.
 Shieldmark Inc. - Mighty Line

Showa Best Glove Inc.
 Shred-it Columbus
 SiteHawk
 SKC Inc.
 Slice Inc.
 SOS Technologies and AED Results
 Sotaris LLP
 Southam Consulting
 Southern Glove Mfg. Co. Inc.
 Spooner Inc.
 Stauffer Glove & Safety
 Superfeet Worldwide Inc.
 Superior Glove Works
 SVS Safety
 T K Group Inc.
 Targeting Customer Safety Inc.
 TEC Laboratories Inc.
 The University of Findlay All Hazards Training Center
 Tingley Protective Footwear and Clothing
 Toledo Optical Laboratory Inc.
 Total Safety Inc.
 Towlift Inc.
 Tri-Chem Corp.
 Trittech Fall Protection Systems
 U.S. Department of Labor OSHA
 U.S. Healthworks of Ohio
 U.S. Safety Depot
 UltraTech International Inc.
 Unistrut Erectastep
 United Sales Associates
 US Safety Gear Inc.
 Vestil Mfg. Co.
 Visual Workplace Inc.
 Weldas Co.
 Wells Lamont Industrial
 Werner Co.
 Westex Inc.
 Wet Surface Solutions LLC
 Wilson Bohannon Padlock Co.
 Windham Group
 Work Accessories
 WorkAbility Network
 Workstar Health Services
 Worldwide Protective Products
 Zee Medical Service Inc.

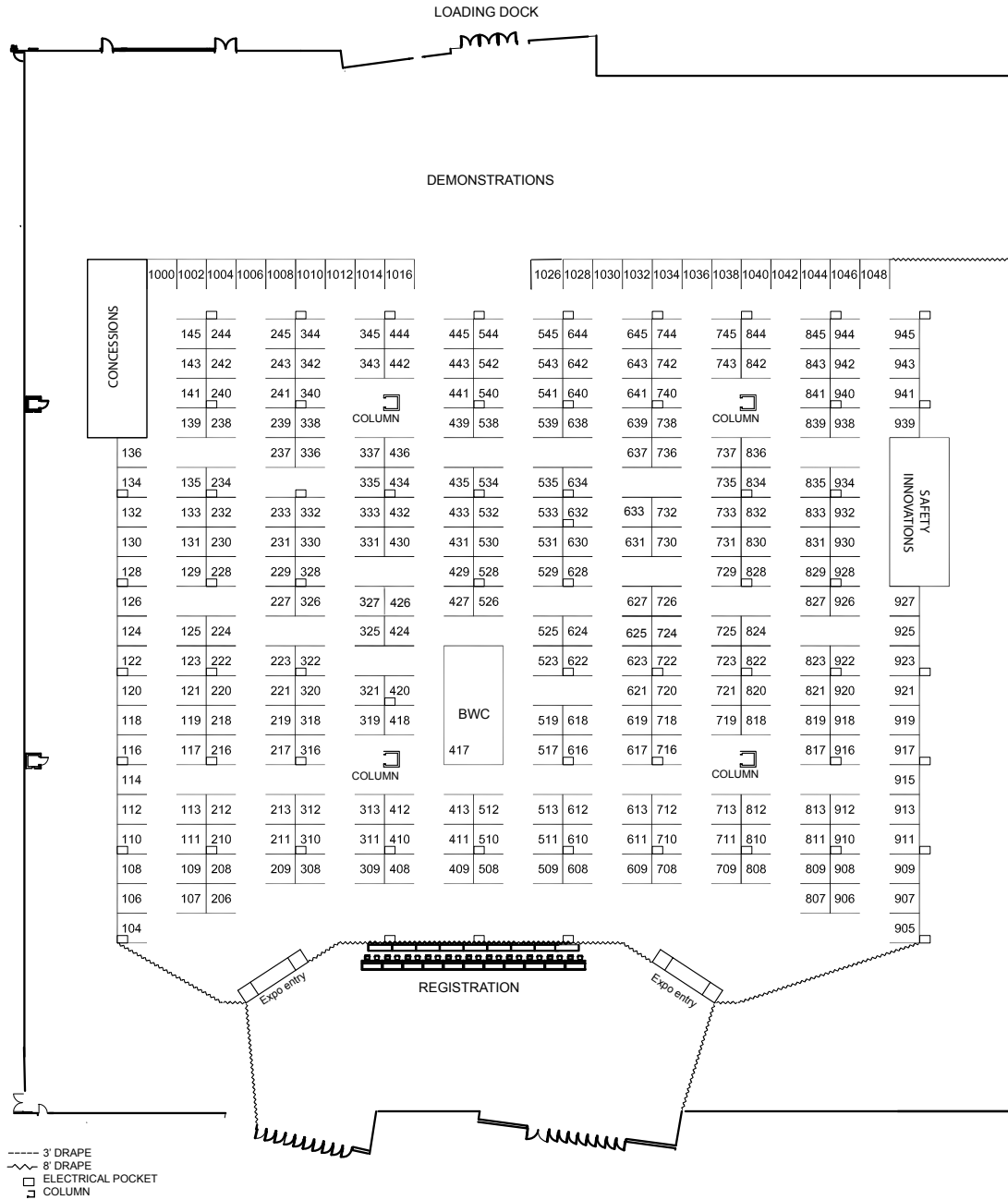
I always enjoy the Ohio Safety Congress as it is a great way to show services and product to fellow Ohio companies. The professionalism at the show is outstanding!

Scott Goodwin, COSS
 Director of Safety & Training
 CSTS Global

OSCI5 Expo Marketplace floor plan

Space is limited!

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



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

800-644-6292, 614-728-6455
Fax 614-365-4971
www.bwc.ohio.gov
SafetyCongress@bwc.state.oh.us
Twitter @OhioBWC #OSCI5

Exhibit Space Agreement

March 31 to April 2, 2015 | Columbus Convention Center

1-800-644-6292 • www.bwc.ohio.gov

OSC | 15

Ohio Safety Congress & Expo

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. 15**. Type or print clearly

Company name

Company FTID# (will not appear in Event Guide)

Phone

Website

Twitter handle

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

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. 15**. BWC will provide additional listings, upon request, for booths 10' x 30' or larger. Contact BWC for details.

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

Participation opportunities

Booth space	Standard rate after Dec. 15	Amount
10 x 10 interior	\$ 950	_____
10 x 10 corner	\$ 950	_____
10 x 20 interior	\$ 1,850	_____
10 x 20 corner	\$ 1,850	_____
10 x 30	\$ 2,750	_____
10 x 40	\$ 3,625	_____
20 x 20 island	\$ 3,625	_____
10 x 50	\$ 4,500	_____
Bulk space (call for quote)	_____	_____
Promotions		
Website company name link	\$ 75	_____
Website company logo link	\$ 300	_____
Passport to Safety	\$ 250 + prize	_____
Badge lanyard	\$ 1,500	_____
Aisle sign	\$ 400	_____
Digital advertising bundle	\$ 600	_____
Event Guide advertising		
	Through Jan. 31	
Front cover inside	\$ 900 color, \$ 800 B&W	_____
Full page inside	\$ 500 color, \$ 400 B&W	_____
Half page inside	\$ 400 color, \$ 300 B&W	_____
	Amount enclosed	\$ _____

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 _____

I would like to be located near _____

I prefer not to be located near _____

Exhibit contact information

Individual to receive all information on exhibit logistics and operations, including exhibitor services manual.

Contact name

Title

Address

City

State

ZIP code

Phone

Cell

Email

Additional contact

Title

Phone

Cell

Email

Agreement

I have read and accepted the terms and conditions set forth herein and in the Exhibitor Prospectus.

Signature

Date

Method of payment

BWC will not accept applications without payment in full. Check or authorized signature of credit cardholder must accompany application.

Select payment method.

- Check
(Enclose check payable to Ohio Safety Congress.)
- MasterCard/Visa/American Express
(Call 614-466-7695 to provide credit card information.)

Cardholder's name (Print as appears on card.)

Cardholder's phone number

Cardholder's signature (required)

Remit agreement and payment to:

BWC/Ohio Safety Congress & Expo

13430 Yarmouth Drive

Pickerington, OH 43147

SafetyCongress@bwc.state.oh.us

Phone: 614-728-6455

Fax: 614-365-4971

****BWC will not process unsigned contracts.****

Agreement

This application, upon acceptance by the Ohio Bureau of Workers' Compensation's (BWC's) Division of Safety & 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 & 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 in the Exhibit Prospectus. 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.

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 exhibition 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 received or postmarked no later than Dec. 1 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 received or postmarked after Dec. 1.

Exhibitors purchased by or merged with another company must inform BWC of the acquisition at the time of application and request an analysis of seniority points before booth space allocation is performed.

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 processing fee or the Exhibitor can defer payment to next Ohio Safety Congress & Expo. Cancellation requests received Feb. 1 through Feb. 28 will be refunded 50 percent 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. 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.

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

14. 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. The duty to indemnify BWC does not apply to state agencies that cannot constitutionally agree to indemnification or to other agencies or persons with governmental immunity from liability.

15. 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.