



WORLD CLASS HEALTH & SAFETY EVENT

APRIL 7-8  
**2020**

# Michigan Safety Conference

[MICHSAFETYCONFERENCE.ORG](http://MICHSAFETYCONFERENCE.ORG)

2,200+ ATTENDEES FROM 17+ DIFFERENT EMPLOYMENT SECTORS  
120+ CLASSES · 14 TRAINING DIVISIONS · 170 VOLUNTEERS



**FOR THE RIGHT REASONS**



**SHEILA IDE** CONSULTANT  
*President, Michigan Safety Conference*

245 EXHIBIT SPACES · LIVE DEMONSTRATIONS  
SPONSORSHIP OPPORTUNITIES · STUDENT SCHOLARSHIPS · AWARDS

## EXHIBITOR INFORMATION

APRIL 7-8, 2020 · DEVOS PLACE, GRAND RAPIDS · [MICHSAFETYCONFERENCE.ORG](http://MICHSAFETYCONFERENCE.ORG)



2020

# EXHIBITOR INFORMATION

## MOVE-IN

Monday, April 6, 2020: 8:00 a.m. - 6:00 p.m.

All Exhibitors must be ready Tuesday, April 7, by 7:30 a.m. For safety reasons, no equipment or freight will be allowed to be delivered to booths during show hours.

## SHOW HOURS

Tuesday, April 7, 2020: 7:30 a.m. - 4:00 p.m.

Wednesday, April 8, 2020: 7:30 a.m. - 2:30 p.m.

Exhibits must remain intact until 2:30 p.m. on Wednesday. Anyone leaving before that time may not be allowed to exhibit at this conference in the future.

## MOVE-OUT

Wednesday, April 8, 2020: 2:30 p.m. - 8:30 p.m.

All exhibits must be dismantled, packed and ready for shipment by 8:30 p.m.

## LUNCH

Box lunches will be served Tuesday and Wednesday in the exhibit hall from 11:00 a.m. to 1:30 p.m.

## UTILITIES

All utilities will be handled by **DeVos Place**, 803 Monroe Ave., NW, Grand Rapids, MI 49503. There will be a charge for any utilities used by individual exhibitors. Go to: <https://www.devosplace.org/f/18>

## EXHIBITOR KIT

Information and forms for ordering tables, chairs, and arranging shipping, etc., will be available on the Michigan Safety Conference website at [www.michsafetyconference.org](http://www.michsafetyconference.org). Click on "Exhibit" and scroll to "Forms (Exhibitors)". Art Craft Display, Inc. is the show provider for these services. Need to contact them? Email [artcraft@artcraftdisplay.com](mailto:artcraft@artcraftdisplay.com).

## SECURITY

Security will be provided in the exhibit hall during non show hours.

## LODGING

Group room rates are available at the **Amway Grand Plaza Hotel**. To make a reservation, go to: <https://book.passkey.com/e/49950974> or call 1-800-253-3590. Be sure to mention the Michigan Safety Conference to get the group rate.

## NO FLOOR SALES

No floor sales are permitted. Orders can be taken but no products can change hands. You are permitted to give away free items at your booth. TENS unit sales are banned from the event.

## SPACE PRICES & DESCRIPTIONS

*(Electricity IS NOT included in any of the space fees)*

- 1st 10' x 10' BOOTH (per company) . . . . . \$615.00 ea.**
- ADDITIONAL BOOTHS (same company) . . . . . \$595.00 ea.**
- PREMIUM "A" BOOTHS . . . . . \$735.00 ea.**
- PREMIUM "B" BOOTHS . . . . . \$705.00 ea.**

*Premium "A" Booths have an "A" after their booth number. These booths are an additional \$120.00 per booth.*

*Premium "B" Booths have a "B" after their booth number. These booths are an additional \$90.00 per booth.*

*If you sign up and pay for one or more of these premium booths and they are sold out, we will refund you the additional fee paid.*

Booths will include 8' high back drape, 3' high side dividers, aisle and booth carpeting and a 7" x 44" I.D. sign (if requested). You will also be given up to 3 name badges per 10' x 10' space. With each name badge you will receive one lunch ticket, per show day, which can be redeemed for complimentary lunches. You may purchase additional name badges for \$50.00 each. Furniture, accessories and services are available on a rental basis. These forms will be available on the Michigan Safety Conference website at [www.michsafetyconference.org](http://www.michsafetyconference.org). Click on "Exhibit" and scroll to "Forms (Exhibitors)". (Save money and order your rental items in advance.)

### BULK SPACES 51-56:

- 20' x 20' space = \$2,000.00 ea. (Call for availability)
- 20' x 40' space = \$3,000.00 ea. (Call for availability)
- 20' x 50' space = \$3,500.00 ea. (Call for availability)

### DEMO AREAS 801-805:

(Call for availability)

400 sq. ft. minimum. NO carpeting, drape, tables, chairs, sign or other equipment is provided in this area. Bulk space is recommended for large booth displays, displays involving vehicles, big equipment, etc. Height restrictions are based on facility rules/regulations.

### NON-PROFIT DISPLAYS T1 - T17 . . . . . \$170.00 ea.

*(Use the "Non-Profit Display" form to reserve your space)*

Limited to non-profit organizations. Non-profit displays will include carpet, one 2'x 6' covered & skirted table, one chair, an ID sign (if requested), side drape, back drape and one name badge, which includes one lunch each conference day. A badge form will be provided to you in the confirmation process. Additional name badges can be purchased for \$50.00 each, for those individuals working the display.

### ALL CANCELLATIONS SUBJECT TO A 10% PROCESSING FEE.

**NO REFUNDS WILL BE MADE FOR CANCELLATIONS AFTER FEBRUARY 21, 2020.**

*You must be signed up by*

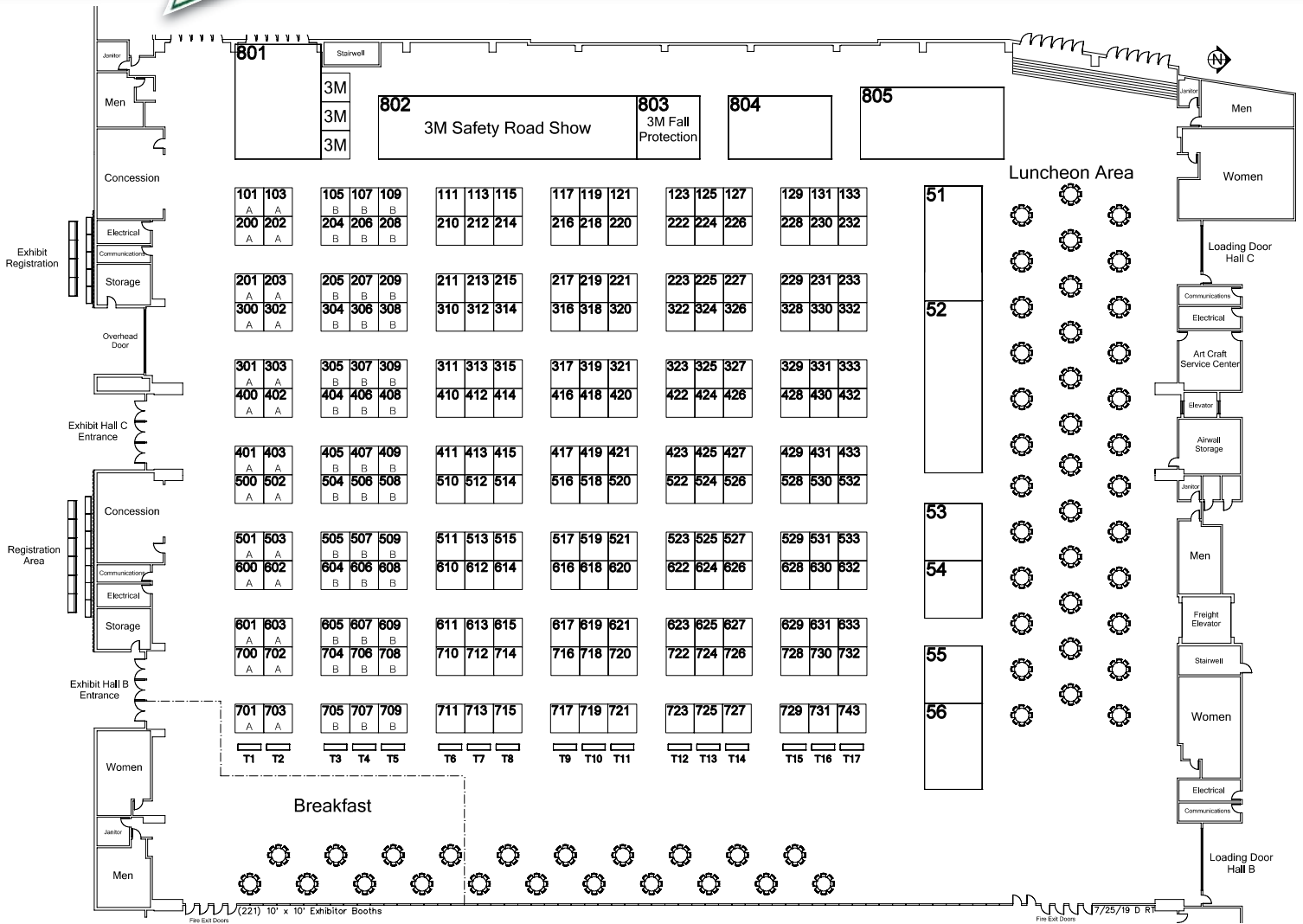


*to guarantee listing in the show program!*



No bar code scanners available. Conference mobile app provides capability to communicate with attendees.

MICHSAFETYCONFERENCE.ORG



**For questions or more information, contact:**



Michigan Safety Conference  
 P.O. Box 1098, Okemos, MI 48805  
 Phone: (517) 203-0737  
 Email: exhibits@michsafetyconference.org

**Note: Please email [exhibits@michsafetyconference.org](mailto:exhibits@michsafetyconference.org) if...**

displaying your product involves noise or anything that may be disruptive to vendors around you. (See Rule # 17 on back page)

**OR...** you have any questions regarding rule #7 on the back of this brochure.

**WHY YOU SHOULD EXHIBIT:**

Approximately 2,200 registered safety professionals attend the trade show as well as the quality programs put on by the following training divisions: Agricultural Safety & Rescue, MIOSHA CET, Chemical, Construction, Emergency Management/Fire Safety, Environmental Management, Healthcare, Industrial, Industrial Hygiene, Metal Fabricating, Public Utilities, Risk and Insurance, Security, and Transportation.

Who attends: Over 48% of our attendees are safety directors, with an additional 16% as managers/supervisors. Others include engineers, technicians, skilled trades, and others. Industries represented: the State of Michigan, Hospitals/Health Care, Manufacturers, Auto Industry, Utilities, just to name a few.

Marketing promotion includes: website, email campaign, social media, postcards and advanced program flyer mailing, plus each of the above listed divisions advertise within their industry by e-mail, flyer mailings and meetings.

Benefits to your company: Listing of your company name and website on the Michigan Safety Conference website (which is up for months prior to the conference), making face-to-face contact, as well as getting your business name in front of safety professionals from Michigan, Ohio, Illinois and Indiana. You will also receive a list of all registered attendees after the conference. Sponsorship opportunities are available to gain even more exposure.

Don't miss out....We'll see you there!

# RULES, REGULATIONS AND GENERAL INFORMATION

1. All charges for exhibit space must be paid in full by date specified on contract/application. Exhibitors not complying will not be allowed to move in.
2. The Michigan Safety Conference, their agents or representatives, cannot guarantee, by your exhibiting at this event, any financial gain to you or your organization; nor can the conference guarantee the number of attendees.
3. Refunds: No refunds will be made if spaces engaged are not used, nor will any refund be made for space used part of the time. Cancellation of exhibit space must be directed in writing to the address specified herein. In no event will a refund be made for a cancellation after the date specified. Space not occupied by show opening may be used by Michigan Safety Conference for any use they deem necessary, with no refund due.
4. Liability for loss, theft, property damage or destruction and personal injury:
  - A. Exhibitor hereby waives any and all claims against the Michigan Safety Conference, their agents or representatives, resulting from loss, theft, damage, or destruction to its property, or from personal injuries to it, its' agents, and/or employees.
  - B. Exhibitor assumes full and complete responsibility for any damage that may occur when moving exhibit material in or out of facility, or destruction of property of others, or person(s) participating in the trade show. Exhibitor hereby waives any right of indemnification which it may have against the Michigan Safety Conference, their agents or representatives, for any and all claims arising from exhibiting.
5. Insurance: It is expressly acknowledged that the Michigan Safety Conference, their agents or representatives, have not purchased insurance of any kind for the benefit of the exhibitor, nor is it under any obligation to do so. The exhibitor agrees to obtain the following insurance coverage during this event, including move in and move out days: a) Comprehensive general liability insurance coverage including protective and contractual liability coverage; b) Employers liability insurance; c) Workers' Compensation coverage in full compliance with federal and state laws; d) Comprehensive General Automobile liability insurance covering owned, non-owned and hired vehicles including loading/unloading hazards.
6. The exhibitor agrees to abide by all rules and regulations of the building in which the event takes place. All rules and regulations are on file in the general office of the building. No part of any exhibit or any signs relating thereto, shall be pasted, nailed or otherwise attached to the walls, doors, etc., in any way as to deface same. Damage arising by failure to observe these rules shall be paid by the exhibitor. Helium balloons are not permitted on the premises.
7. All exhibitors must conform to the size of their space and must not be of such character or arrangement as to obstruct the view or interfere with the exhibits of others. Nothing shall be displayed at a height above the back wall of the booth, which is 8'. Exhibitors having displays requiring greater depth than are shown on the floor plan, or those requiring greater height than the 8' limits for their background display, MUST arrange with the Michigan Safety Conference for space on the perimeter. Where additional depth is required, the prorata rate per square foot will apply. There will be no hanging of banners or signs of a political nature in any booth.
8. The rights and privileges of an exhibitor shall not be infringed upon by any other exhibitor. Interviews, demonstrations, distribution of literature, etc., must be made inside the exhibitor's booth. Canvassing outside of your booth is forbidden. All exhibitors must wait to dismantle exhibits until show closing.
9. Motion picture projectors and other apparatus must conform to the state and/or city fire regulations. All draperies or other fabrics must be fire retardant before entering into the decoration of any exhibit. Paper decorations are not permitted. Electrical wiring must conform with the local fire codes.
10. Advertising material or signs of companies, other than those who have engaged space, are prohibited. CANVASSING, SOLICITATION OR BUSINESS IN THE INTEREST OF BUSINESS, EXCEPT BY EXHIBITING COMPANIES, IS PROHIBITED. THE MICHIGAN SAFETY CONFERENCE WILL APPRECIATE BEING INFORMED OF ANY INFRACTION OF THIS RULE.
11. Rude, disruptive or quarrelsome behavior, unethical conduct, infraction of rules or any sexually oriented material, on the part of an exhibitor or their representatives, or both, will subject the exhibitor or their representatives to dismissal from the exhibit hall. In this event it is agreed no refund shall be made by the Michigan Safety Conference and further no demand for refund will be made by the exhibitor or their representatives.
12. The Michigan Safety Conference, their agents or representatives will not be liable for the fulfillment of this lease as to delivery of space if non-delivery is due to any of the following causes: by fire, acts of God, strikes, the authority of the law, or for any other causes beyond the Michigan Safety Conference's control.
13. Change of time, place, or floor plan: The Michigan Safety Conference, their agents or representatives shall have the right to change the location, time and floor plan of the trade show.
14. REGISTERED EXHIBITORS will be admitted to the exhibit hall. All other attendees must register to enter.
15. Your company, or your company representatives, or your agents shall be held jointly, collectively and individually responsible for any and all debts incurred for all exhibit costs, fees, charges and any violation of these Rules and Regulations.
16. Exhibits and Public Policy: Exhibitor is charged with knowledge of all laws, ordinances and regulations pertaining to health, fire prevention, public safety and State sales tax while participating in this showing. Compliance with such laws is mandatory for all exhibitors and sole responsibility is that of the exhibitor. No political displays permitted.
17. Loud speakers, radios, television sets, or the operation of any machinery or equipment which is sufficient volume as to be annoying to neighboring exhibitors will not be permitted. Tables or platforms on which a monitor is placed cannot exceed a height of 42 inches, and it must be positioned in the rear of the display.
18. Subletting of Space: The exhibitor shall not assign, sublet, or apportion the whole or any part of the space assigned, or have representatives, equipment or materials from companies other than their own in the exhibit space without written consent of the Michigan Safety Conference.
19. Soliciting for exhibits or any other reason by registered or unregistered persons, companies or associations is strictly forbidden, unless approved by the Michigan Safety Conference. Violation of this regulation will result in removal from the show premises immediately and is subject to any and all remedies available by law.
20. The Michigan Safety Conference has the right to refuse an exhibitor on the grounds of incompatibility with the event, or anything deemed as a safety violation determined by the Michigan Safety Conference. TENS Unit sales are banned from the show.
21. Any exhibitor selling or distributing food products is solely responsible to pay any concession fee. Approval must be granted from the facility in advance.
22. The exhibitor authorizes the Michigan Safety Conference, their employees or agents to use exhibitors' name to promote the event and to solicit other exhibitors for this and future events.
23. Exhibitor agrees to pay, when due, all royalties, license fees or other charges accruing or becoming due to any company, person or corporation by reason of any music, either live or recorded, or other entertainment of any kind or nature, played staged or produced by the Exhibitor, its agents, employees or subtenants within the premises covered by the License Agreement including but not limited to, royalties or licensing fees due to BMI, ASCAP or SESAC. Exhibitor agrees to hold harmless this event, its agents and employees against any and all such claims and charges, and to defend, at its own expense, any and all such claims and charges. Exhibitor shall have the right, however, to protest and as desired, to litigate and adjudicate any and all such claims.
24. The Michigan Safety Conference will make available to Exhibitor an official service contractor (Decorator) for the purpose of providing utilities, furnishings, accessories, tables, drapery, spotlight, signs, models, labor for erecting and dismantling exhibits, etc. Exhibitor must receive consent from the Michigan Safety Conference for outside services. It is expressly understood that the service contractor is not the agent or employee of the Michigan Safety Conference and that the Michigan Safety Conference shall not be liable to exhibitor or any other person for the acts or omissions of the official service contractor.
25. Litigation arising from alleged infringement of copyrights, trademarks and patents is the sole responsibility of the exhibitor.
26. All points not covered herein are subject to settlement by the Michigan Safety Conference Board of Directors.

**Managed by MICHIGAN SAFETY CONFERENCE**  
**P.O. Box 1098, Okemos, MI 48805 • Phone: (517) 203-0737**  
**E-mail: [exhibits@michsafetyconference.org](mailto:exhibits@michsafetyconference.org)**

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April 7-8, 2020 • DeVos Place  
303 Monroe Ave., NW • Grand Rapids, MI 49503

# Exhibit Space Application for "10'x 10' Booths & Bulk Space"

Register on-line at [www.michsafetyconference.org](http://www.michsafetyconference.org)

Exhibiting Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

E-Mail: \_\_\_\_\_ Phone #: \_\_\_\_\_

Web Site: \_\_\_\_\_ At Show Contact Person (if different than above): \_\_\_\_\_

Phone #: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Product/Service to be Exhibited: \_\_\_\_\_ How did you hear about the conference? \_\_\_\_\_

**NO FLOOR SALES - However, orders may be taken**

Competitors you wish to be separated from: \_\_\_\_\_

Booth Sign (1 - 7"x 44" sign will be provided. Please type or print legibly. Limited to 32 characters, including spaces and punctuation):  YES I need a sign  NO sign needed

Booth spaces are issued on a first come, first served basis. Choices are not guaranteed. However, best efforts will be made to accommodate your choices:

1st Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_

To see what has been sold,  
view our booth map at  
[www.michsafetyconference.org](http://www.michsafetyconference.org)

## 10 x 10 Booths:

- Price:** 1st Booth **\$615.00**, Additional Booths **\$595.00**, Premium "A" Booths **\$735.00 ea.**, Premium "B" Booths **\$705.00 ea.**
- What's Included:** 8' High Back Drape & 3' High Side Drape, Carpet, Booth ID Sign (if requested) and 3 Name Badges per booth which include one lunch per day per badge.
- NOT Included:** Tables, Chairs and Electricity are NOT included. You will be e-mailed information for ordering these items or you can get forms on the website at [www.michsafetyconference.org](http://www.michsafetyconference.org) and follow the "Exhibit" prompts. Free Wi-Fi provided at facility.

Please reserve for our company's use:  1st Booth @ \$615.00  Additional Booths @ \$595.00 ea.  Premium "A" Booths @ \$735.00 ea.  Premium "B" Booths @ \$705.00 ea.

## Bulk Spaces 52-56 and Demo Areas 801-805 (20' x 20' minimum) For questions call 517-203-0737:

- Price:** 20' x 20' space **\$2,000.00 ea.** - Call for availability  
20' x 40' space **\$3,000.00 ea.** - Call for availability  
20' x 50' space **\$3,500.00 ea.** - Call for availability  
Demo Areas #801-805 - Call for availability and pricing
- What's Included:** 3 Name Badges per assigned space which include one lunch per day, per badge.
- NOT Included:** Carpet, Drape, Tables, Chairs, Sign and Electricity are NOT included. You will be e-mailed information for ordering these items or you can get forms on the website at [www.michsafetyconference.org](http://www.michsafetyconference.org) and follow the "Exhibit" prompts.

Premium "A" Booths have an "A" after their booth number.  
These booths are an additional \$120.00 per booth.  
Premium "B" Booths have a "B" after their booth number.  
These booths are an additional \$90.00 per booth.  
If you sign up and pay for one or more of these premium booths and they are sold out, we will refund you the additional fee paid.

Please reserve \_\_\_\_\_ Qty 20' x 20' spaces @ **\$2,000.00 ea.** \_\_\_\_\_ Qty 20' x 40' spaces @ **\$3,000.00 ea.** \_\_\_\_\_ Qty 20' x 50' spaces @ **\$3,500.00 ea.**

Total Amount in Bulk Space \$ \_\_\_\_\_

The Exhibitor agrees to abide by all exhibit terms, conditions and regulations set forth in the exhibit brochure:

Total Amount in Exhibit Space \_\_\_\_\_

Signature

Date

If you are unable to register on-line, return this contract with payment to: **Michigan Safety Conference, P.O. Box 1098, Okemos, Michigan 48805**

Payment Options: Check Enclosed: # \_\_\_\_\_ Amount: \$ \_\_\_\_\_ Credit Card:  Visa  MasterCard  Amex  Discover

Amount to Charge \$ \_\_\_\_\_ (If no amount is given, the total space fee will be charged).

**All cancellations will be charged a 10% processing fee. NO Refunds will be made for cancellations after February 21st, 2020.**

A deposit of \$150.00 per booth must accompany your contract. Balance is due on or before February 26, 2020. Contracts received after February 26, 2020 must be accompanied by payment in full. Payments made after April 1st, 2020 must be in the form of a credit card, certified check or money order. No exhibitor will be permitted to exhibit unless their account is current and paid in full. There will be a \$25 fee for any checks returned for non-sufficient funds.

Card Number: \_\_\_\_\_ Name on Card: \_\_\_\_\_

Card Address: \_\_\_\_\_ Card Zip Code: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Security Code: \_\_\_\_\_

Questions? Email: [exhibits@michsafetyconference.org](mailto:exhibits@michsafetyconference.org)

For Office Use Only

Register on-line at [www.michsafetyconference.org](http://www.michsafetyconference.org) or, mail to: Michigan Safety Conference, PO Box 1098, Okemos, MI 48805



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# Exhibit Space Application for “NON-PROFIT Display” (Limited to Non-Profit Organizations)

Register on-line at [www.michsafetyconference.org](http://www.michsafetyconference.org)

Exhibiting Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

E-Mail: \_\_\_\_\_ Phone #: \_\_\_\_\_

Web Site: \_\_\_\_\_ At Show Contact Person (if different than above): \_\_\_\_\_

Phone #: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Product/Service to be Exhibited: \_\_\_\_\_ How did you hear about the conference? \_\_\_\_\_

**NO FLOOR SALES - However, orders may be taken**

Competitors you wish to be separated from: \_\_\_\_\_

Booth Sign (1 – 7”x 44” sign will be provided. Please type or print legibly. Limited to 32 characters, including spaces and punctuation):  YES I need a sign  NO sign needed

### Non Profit Displays T1-T17: (Limited to Non-Profit Organizations. Show Management will assign a booth number.)

- **Price:** \$170.00 Per Booth
- **What's Included:** 8' High Back Drape, 3' High Side Drape, Carpet, 1-6' Covered & Skirted Table, 1 Chair, ID Sign (if requested) and One (1) Name Badge which includes one lunch per day.
- **NOT Included:** Electricity is not included. You will receive information for ordering this & other equipment & services or you can get this information and forms on the web site at [www.michsafetyconference.org](http://www.michsafetyconference.org) and follow the “Exhibit” prompts.

Please reserve for our company's use: 1 Non-Profit Booth @ \$170.00

Total Amount in Exhibit Space \_\_\_\_\_

The Exhibitor agrees to abide by all exhibit terms, conditions and regulations set forth in the exhibit brochure:

Signature \_\_\_\_\_

Date \_\_\_\_\_

If you are unable to register on-line, return this contract with payment to: Michigan Safety Conference, P.O. Box 1098, Okemos, Michigan 48805

Payment Options: Check Enclosed: # \_\_\_\_\_ Amount: \$ \_\_\_\_\_ Credit Card:  Visa  MasterCard  Amex  Discover

Amount to Charge \$ \_\_\_\_\_ (Payment in full is required along with contract)

All cancellations will be charged a 10% processing fee. NO Refunds will be made for cancellations after February 21st, 2020.

Payments made after April 1st, 2020 must be in the form of a credit card, certified check or money order. No exhibitor will be permitted to exhibit unless their account is current and paid in full. There will be a \$25 fee for any checks returned for non-sufficient funds.

Card Number: \_\_\_\_\_ Name on Card: \_\_\_\_\_

Card Address: \_\_\_\_\_ Card Zip Code: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Security Code: \_\_\_\_\_

Questions? Email: [exhibits@michsafetyconference.org](mailto:exhibits@michsafetyconference.org)

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