

ORLANDO

SAFETY 2014 EXPOSITION | JUNE 8-10, 2014 | ORANGE COUNTY CONVENTION CENTER

Orlando is known as one of the most popular vacation spots in the United States, and it has become a unique meeting place for attendees. After a full day of networking with customers and prospects, take a break and experience some of Orlando's world-famous theme parks and attractions. Considering the multitude of entertainment options, the world-class Orange County Convention Center and the year-round sunshine, there's no doubt that Orlando is the perfect destination for Safety 2014.



SAFETY

2014



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SAFETY

2014

EXHIBITOR PROSPECTUS



ASSE PROFESSIONAL DEVELOPMENT CONFERENCE & EXPOSITION

Conference: June 8-11, 2014
Exposition: June 8-10, 2014

Orange County Convention Center
Orlando, Florida



THE BEST BUYING SHOW IN AMERICA

The ASSE Conference and Exposition offers a rare opportunity to meet with a high quality audience in the professional atmosphere of a focused, educational, and networking conference. This is your chance to network with nearly 5,000 Safety, Health & Environmental professionals who want to make the most of their investment. Attendees of the SAFETY Conference embrace the Exposition as a place to conduct business.

THE HIGHEST QUALITY CONFERENCE WILL ATTRACT THE LEADING PROFESSIONALS TO SAFETY 2014

The Conference attracts the leaders in safety by offering top quality programming and networking opportunities. The range of conference topics combined with the quality of speakers makes this educational program the most engaging in the industry. The sessions provide leading edge education which ties in to the hands-on opportunities that can be seen on the exhibit floor. This is the perfect combination to attract your best prospects to the SAFETY Exposition!



SAFETY ATTENDEES: THE PEOPLE YOU WANT TO MEET

PROFESSIONALS FROM ALL INDUSTRY SECTORS

The manufacturing industry and construction industry comprise the two largest industry classifications represented by the conference attendees.

Agriculture, Forestry, & Fisheries	2%
Construction Industries	16%
Finance, Insurance, and Real Estate	11%
Manufacturing	22%
Mineral & Chemical Industries	10%
Government/Public Administration	11%
Service Industries	10%
Transportation, Communication & Utilities	8%
Retail, Wholesale Trade	1%

KEY DUTIES AND RESPONSIBILITIES OF CONFERENCE ATTENDEES

Safety Management/Administration
Risk Management/Insurance
Safety Engineering
Fire Protection
Industrial Hygiene
Construction
Safety Training
Fleet Safety
Product Safety
Off-Job Safety

ATTENDEES WITH SERIOUS BUYING POWER

90% of the attendees have buying influence for at least one of the major product categories exhibited at the SAFETY Exposition.

Have final decision authority	28%
Recommend	54%
Specify	8%
No role in the buying process	10%

DECISION-MAKERS FROM THE TOP OF THEIR FIELD

Over half of the attendees are safety directors, managers, engineers, or consultants.

President, Owner, Partner	7%
Director, Manager, Dept. Head, Chief - Safety	31%
Safety Specialist, Engineer	24%
Consultant, Advisor, Analyst	10%
Branch, District, Division, Area, Regional Manager	9%
General Manager, Executive Vice President	4%
Other	15%

44%

44% of the attendees plan to spend \$50,000 or more for products seen at the SAFETY Exposition.

BIG BUDGETS

44% of the buyers report they plan to spend \$50,000 or more for products seen at the SAFETY Exposition.

Over \$1 Million	12%
\$500,001 - \$1 Million	15%
\$100,001 - \$500,000	8%
\$50,001 - \$100,000	9%
\$25,001 - \$50,000	9%
\$10,001 - \$25,000	10%
Up to \$10,000	10%
Not involved in the purchasing decision plans over the next 12 months	13%

EXPERIENCED SAFETY AND HEALTH PROFESSIONALS

SAFETY attendees are experienced and high-ranking professionals. 78% have more than 10 years experience in their field.

25+	30%
18-24	23%
11-17	25%
4-10	17%
1-3	3%
Under 1	2%

BUYERS HAVE A WIDE AND OVERLAPPING INTEREST IN PRODUCTS AND SERVICES SEEN ON THE EXHIBIT FLOOR

19%	Environmental Compliance
22%	Consulting/Service
43%	Training Programs (Video, Films, Written)
46%	Personal Protective Apparel (Gloves, Suits, etc.)
29%	Eye Protection/Eyewash Station
26%	Face/Head Protection
28%	Hearing Protection
31%	Safety Footwear
10%	Back Support Equipment
11%	Cleaners/Solvents
25%	Computers and Software Programs
19%	Emergency Life Equipment
22%	Safety Floor Products
19%	First Aid Supplies
29%	Monitoring Devices
15%	Storage Containers
6%	Refuse Collection Systems
26%	Sound/Noise/Vibration Control Devices
21%	Safety Awards & Incentive Programs
23%	Emergency Signs/Labels
12%	Air Purification Equipment
33%	Ergonomics
26%	Web Based Products and Services
22%	Fire Protection
13%	Security
27%	Detection Devices (Gas, Vapors, etc.)

THE BEST BOOTHS GO QUICKLY

28%

28% of the attendees have final decision authority for purchasing products and services seen at the SAFETY Exposition

76%

76% of attendees indicate they identified new companies to do business with as a result of their visit to the Exhibit floor.

HOW ASSE WILL HELP YOU SUCCEED

When you compare the SAFETY Exposition to other expositions, this is the most cost-effective investment you can make. Once you decide to exhibit in the exposition, you will have access to many tools designed to help you make your participation a success. We provide you with the following:

PLANNING TOOLS

- > A listing in the Safety 2014 Mobile App and Directory of Exhibits that insures reach to the audience and reinforces your message and serves as a valuable reference.
- > Complimentary exposition registrations for you to distribute to your existing customers and prospects inviting them to visit you at the exposition.
- > A Virtual Exposition that includes basic contact information and inclusion in the product or service index.
- > A Welcome Reception attended by the registrants held on the Exhibit Floor on opening night.
- > Listing in Professional Safety magazine and other industry publications.
- > The ASSE Website at www.asse.org is continuously updated with the latest information on exhibitors and conference sessions.
- > You will have access to a list of the 2014 attendees which will be available to you for a small fee as an exhibitor.

ENHANCED SHOW PROMOTION

Awareness and attendance is achieved with an extensive promotional plan that reaches hundreds of thousands of top prospects. This multi-faceted approach insures penetration into a myriad of industries from top management to the front line safety professional that face new challenges everyday.

- > Ad campaigns in the trade publications that reach around the world from safety management to regulatory compliance and risk management to safety training.
- > Direct Mail campaign to include conference information and exhibitor lists.

ON-LINE PROMOTIONS

National and local industry media reporting on the size and scope of the SAFETY Conference & Exposition.

54% of the audience indicate they visit the Exposition to see new products and developments.

EXPO EDUCATION PROGRAM DON'T MISS THIS OPPORTUNITY TO CONTRIBUTE TO THE SAFETY INDUSTRY!

The Expo Education Program offers a forum for exhibitors to present technical programs; showcase the positive contributions of SH&E professionals from around the world; and/or describe their vision for the future of the safety profession. Designed to be educational in nature, direct promotion is not permitted. Exhibitors can, however, discuss their products and services if presented in an educational context. **For more information, contact: pdcspeaker@asse.org**

JOIN THESE INDUSTRY LEADERS IN 2014

These market driven companies made SAFETY 2013 an integral part of their marketing plan in 2013. If you are serious about meeting the top buyers who are advancing the environmental, health and safety profession then you need to be represented!

360training.com
3E Company
3M
A & A Sheet Metal Products, Inc.
A+A 2013 / Messe Dusseldorf North American
ABET
ABUS USA
Accuform Signs
ACGIH®
Acme United Corp
Advanced Driver Training Services, Inc.
Aegisound
AES Raptor, LLC
AHMP, Alliance of Hazardous Materials Professionals
AIHA Registry Programs
Air Systems International Inc.
Airgas, Inc.
AlertDriving
All Star Incentive Marketing
Alliant Corporation
AllOne Health Resources
American Emergency Response Training
American Heart Association
American National Standards Institute (ANSI)
American Red Cross
American Traffic Safety Services Assn - ATSSA
American Trainco
Ampco Safety Tools
Analytics Corp.
Andersen Company, The
Ansell Protective Products Inc.
Aon Global Risk Consulting
Apparel Solutions USA
Applications International Corporation
Aquionix, Inc.
Arc Flash Study Pro
Argus-Hazco
ART Corporate Solutions
ASI Health Services
ATG - Advanced Technology Gloves
Atlas Ergonomics
Aubrey Daniels International
Auburn Engineers, Inc.
Aurora Pictures
AVO Training Institute Inc.
Axiom Medical Consulting
Axonify Inc.
Banom, Inc.
BASICSAFE
Batavia Services Inc.
Bauer Corporation
Bayco
BEAC/ AR
Beagle 1, Inc.
Beck's Shoes
BERNE Apparel
Big Bill Workwear
Billy Boots
Biolife LLC
Blackline GPS Corp.
Bloomberg BNA
BlueWater Mfg. Inc.
Blundstone Footwear
Board of Certified Safety Professionals (BCSP)
Bolle' Safety
Bon-Mar
Boss Mfg Co
Bowen EHS, Inc.
Bradley Corporation
Brady Worldwide, Inc.
Bright Star Lighting, LLC
Browz, LLC
BST
BTE Technologies, Inc.
Buckingham Mfg. Co. Inc.
Bullard
BullEx
Bulli Ray - Occupational Dog Bite Prevention
Bulwark Protective Apparel
Bureau Veritas
Business & Legal Resources

Bustin Industrial, a div. of R-O-M Corp.
BW Technologies by Honeywell/ Honeywell Analytics
C.A. Short
C3 Softworks
Cabela's
Capital Safety
CarbonX
Cardio Partner Resources
Carnie Cap, Inc.
Carnie Products LLC
Carolina Protect
Casella CEL, Inc.
Caterpillar Safety Services
Cederoth AB
Certified Occupational Safety Specialist (COSS)
Certified Safety MFG
CestusLine, Inc.
Checkers Industrial Safety Products
ChemSW, Inc.
Chill Skinz
Chums, Inc.
Cintas Corporation
Cirrus Research plc
Cisco-Eagle, Inc.
Clarion Safety Systems
Clean Earth Systems Inc
ClickSafety
CLMI - Safety Training
CMC Rescue, Inc.
Coaching Systems, LLC
Cobra Systems, Inc.
Columbia Southern University
Comfort Under The Sun Corp.
Complete Equity Markets, Inc.
Compliance Solutions
CompliPOINT
Contour Design
Convergence Training
Convoy Technologies
CoolShirt Systems
Cordova Safety Products
CORE Health Networks
CORE, LLC
CoreTex Products, Inc.
CoverGrip
Crowcon Detection Instruments
CSPH Center for Worker Health & Environment
CTEH, LLC
Current Solutions, P.C.
Custom Protect Ear, Inc.
Dan Post Boots
Danatec USA
DataChem Software, Inc.
Davey Textile Solutions (USA) Inc.
DEB USA
DEUS Rescue
Diversified Fall Protection
DNV Business Assurance
Draeger Safety, Inc.
DRIFIRE
Driver's Alert, Inc.
DuPont Protection Technologies
DuPont Sustainable Solutions
Durham Manufacturing
DXP Enterprises, Inc.
E.A.R. Inc.
Eagle Safety Eyewear
East Carolina University
Edge Eyewear
EHS Today
EI Group, Inc., The
Electrical Safety Foundation International
Elk River, Inc.
Elobau Sensor Technology, Inc.
Elvex Corporation
Embry-Riddle Aeronautical University
EMILCOTT
Encon Safety Products
EnPro Industries
Enviroguard
Epon Partners, Inc.

ERB Safety
ErectaStep, LLC
ErgoCentric Seating Systems
Ergodyne
ErgoGenesis, LLC
Ergomat LLC
Ergonomic Technologies Corp
ErgoScience
ESC Services, Inc.
ESIS Health, Safety and Environmental
Essilor Prescription Safety Eyewear
Estex Manufacturing
EtQ, Inc.
eTrax Inspection Tracking
Evolution Sorbent Products
Examinetics, Inc.
Eyeweb
FabEnCo, Inc.
Facility Safety Management Magazine
Fall Protection Systems
Fall Safe USA
FallTech
Fastenal Company
Fauske & Associates, LLC
FirstLab
Flexbar Machine Corporation
Footwear Specialties
FoxFury Lighting Solutions
G&K Services
Galson Laboratories
Garlock Safety Systems
Gas Clip Technologies, Inc.
Gateway Safety, Inc.
GE Industrial Solutions
Genuine First Aid
German Social Accident Insurance (DGUV)
Geroline Inc.
GfG Instrumentation, Inc.
GHS Safety
Glen Raven Technical Fabrics, Inc.
Global Glove & Safety Mfg Inc
Global Safety Labs Inc. (GSL Inc.)
Glove Guard LP
Gorbel Inc.
Grace Engineered Products
Grainger
Gravitec Systems
Green Gorilla Industrial, Inc.
GripAll, LLC
Guardair Corporation
Guardian Equipment
HaberVision
Hammerhead Industries, Inc.
Harsco Industrial / IKG
Haws Corporation
Health & Safety Institute
Health Conservation Inc. (HCI)
HEMCO Industries, Inc.
HexArmor
Honeywell Safety Products
Houston Area Safety Council
Hughes Environmental
Hundal Group
Hy-Safe Technology
Hytest Safety Footwear
ICC Compliance Center
Impacto Protective Products Inc.
Implus Corporation
Indiana University of Pennsylvania - Safety Sciences Department
Industrial Hygiene News/Rimbach Publishing Inc.
Industrial Safety & Hygiene News
Industrial Safety Solutions
Industrial Scientific
IndustrySafe - TRA, Inc.
InfoChip
INNOLITE
Innovative Access Solutions
InSite Solutions LLC
InspectAll
Institute for Safety and Health Management
Institute of Industrial Engineers



Intelix Technologies
Interactive Safety Products, Inc.
International Communication by Design
International Safetyware
International Society for Fall Protection (ISFP)
International System Safety Society (ISSS)
Intrepid Industries Inc.
Ironwear
ISN
ITEX, Inc.
Ives Training & Compliance Group
J.J. Keller & Associates, Inc.
J.W. Toups Inc.
JLG
Job-Site Safety, Ltd.
Justrite Manufacturing Co. LLC
Kappler Inc.
Kee Safety Inc.
Keene State College
KeepSafe, Inc.
KemKey LLC
Kestrel Management
Key Industries, Inc.
Kimberly-Clark Professional
Klever Innovations
KMI
Konecranes
Koolin' Klothz, Etc.
KTR Associates
Kukje Safety Co., Ltd.
Labelmaster
Lac-Mac Limited
Lakeland Industries
LeHigh Outfitters LLC
Lewellyn Technology
LFS Glove
Liberty Glove & Safety
Liberty Mutual Insurance
Liftsafe Fall Protection Inc.
Lincoln Electric
Little Giant Ladders
Littlewood Gloves Co.
LJB Inc.
Lobo Systems
LockNClimb, LLC
Lovegreen Machine Safety
Maerix
Magid Glove & Safety
Majestic Fire Apparel, Inc.
Majestic Glove
Mancomm, Inc.
Marshall University - Safety Technology Program
Martor USA
Master Brands
Master Lock Company
MCR Safety
Med-eScreen
Medtox Laboratories
MEGACOMFORT International
Meltric Corporation
Miller Electric Mfg. Co.
Millersville University of Pennsylvania
Milliken & Company
Milspec Industries
Moldex-Metric, Inc.
Motion Industries
Mount Vernon Mills
MPS Centurion
MR. CHAIN
MSA
MSC Industrial Supply
MSDOnline
MSDpro, LLC
Murray State University
Nanofilm - Clarity Defog It
National Gift Card
National Marker
National Safety Apparel
National Safety Council
Neese Industries, Inc.
NJ & Associates, Inc.
noodleStream.com/SafetySkills
Norman-Spencer
NTT Training
Oakland University
Occupational Health & Safety
OHD
Oil-Dri Corporation of America
OLFA - North America
OneLook Systems
ONGUARD Industries
Onox, Inc.
Open Range Software LLC
Orr Safety Corporation
OSHA Training Institute-UCSD

Pacific Handy Cutter, Inc.
PBI Performance Products, Inc.
Peavey Performance Systems dba Safety Jackpot
Pelsue
PenSafe
Phonak LLC
Physio-Control, Inc.
PICS
Pigeon Mountain Industries, Inc.
PlugsSafety
Polartec, LLC
Portagas, Inc.
Power Pusher, Division of Nu-Star, Inc.
Predictive Solutions
Primus Electronics
Princeton Tec
ProAct Safety
ProcessMAP Corporation
Professional Health Services, Inc.
Pro-Tech Mats Industries, Inc.
Protect-Air, USA
Protective Industrial Products
Protiviti
PS Doors
Pyramex Safety Products
R&R Lotion
Radian's Inc.
RAE Systems
Ranpro Inc.
Rasco FR
RCI Safety
Ready America, Inc.
Red Wing Brands of America
Red-On-Line
Region VI OSHA Ed Center at UTA
RegScan, Inc.
Reliance Fall Protection
Remedy Interactive
Revo Industries, Inc.
Rigid Lifelines
Ringers Gloves
Ritz Safety, LLC
Riverside Manufacturing Company
Rivo Software Inc.
Roco Rescue
Rooftop Anchor, Inc.
RUZ Systems, Inc.
S&W Technologies
S.E. International, Inc.
Safe Solutions
Safeguard Technology
SAFEmap
Safestart
Safe-T-Arms
SafeTec
Safety Bingo
Safety Health Publishing Inc.
Safety Performance Solutions, Inc.
Safety Rail Company
Safety Corporation
Safety Source Productions
Safety Storage
Safetycal®
SafetyFirst Systems, LLC
Safety-Reports.com
SafetySmart
Safevision, LLC
SAF-Tech, Inc.
Sandler Occupational Medicine Associates, Inc. (SOMA)
Saudi Aramco
Save A Back, Inc.
SAWSTOP
Scaffold Training Institute
Scantron Corp.
Scientific Analytical Institute, Inc.
Scott Safety
SE Oklahoma State University
Se-Kure Domes and Mirrors
Sellstrom Manufacturing Company
Sensidyne, LP
Sensit Technologies
Serola Biomechanics
Seton Identification
Shoes For Crews
Showa Best Glove
Simple But Needed
SiteDocs Safety Corp
SiteHawk
SKK-West, Inc.
Skedco Inc.
Skillsoft
SKYLOTEC N.A., LP
Slice, Inc.
Slide Sledge
SlipDoctors

SlipNOT Metal Safety Flooring
Sologic, LLC
Sotaris LLP
Southern Glove Mfg. Co., Inc.
SPAN International Training LLC
SpanSet Inc.
Speakman Company
Specialized Safety Products
SpillTech
Spiramid
Sportex Safety
Sqwincher Corporation
SRmax Slip Resistant Shoes
SSM Industries, Inc.
Staples Facility Solutions
Steel Grip Inc.
STOKO, an Evonik Brand
Streamlight Inc.
Summit Training Source
SunBridge Textiles
Sundstrom Safety Inc.
Suntext Gloves Industries
Superior Glove Works Ltd.
Superior Mfg Group
Sure Foot Corporation
SureGrip Footwear
SVS Safety
System Improvements (TapRooT)
T K Group, Inc.
TAPCO (Traffic & Parking Control)
Tec Laboratories, Inc.
TECGEN® SELECT
Tech Safety Lines, Inc.
Technology Research Corporation - TRC
TenCate Protective Fabrics
Tie Boss LLC
Tiger-Vac
Tingley Rubber Corporation
Total Safety
Tractel Ltd. - Fallstop Division
Traffic Logix
Trinidad State Junior College
TSI, Inc.
Tuff Bucket, Inc.
TUFF BUILT Products Inc.
TUFTUG Products
Turning Technologies
Ty-Flot
Tyndale Company Inc.
U.S. Mobile Health Exams
U.S. Rigging Supply
UAB, Meng-Advanced Engineering and Safety Management
UL Workplace Health and Safety
Ultra Lift Corporation
Unistrut Construction
United Shutdown Safety
University of Central Missouri, Safety Sciences
University of Washington, Department of Environmental and Occupational Health Sciences
Uretek, LLC
US Chemical Storage
US Diagnostics
Usang Industrial Co., Ltd.
Valeo/ EB Brands
Vigil Antislip LLC
Virginia Tech Occupational Safety and Health Research
Visiontron
Visual Workplace
VITAL ID
VitalSmarts
Voluntary Protection Programs Participant's Association, Inc. (VPPPA)
Warwick Mills (TurtleSkin)
Wearwell
Web Devices Fall Arrest Systems
Wells Lamont Industrial
Werner Company
Westex
Whistles for Life, LLC
Wildeck, Inc
Wiley
Wiley X Inc.
Winter Walking
Woodland Workwear
Wooster Products Inc
WorkCare, Inc.
Working Concepts
Workrite Uniform Company
WorkSafe USA, Inc.
Yoke Industrial Corp.
Youngstown Glove Company
Zanfel Laboratories, Inc.
Zefon International, Inc.
ZING Enterprises
ZOLL Medical Corporation
As of May 22, 2013