Make It Safe 2012:

“Rewire your Safety Culture.... Is there an app for that?”

WorkSafeBC, FIOSA – MIOSA Safety Alliance of BC and the Canadian Manufacturers & Exporters of BC are proud to host the next Make It Safe Manufacturing Safety Conference. Together, we invite your participation as a sponsor and/or exhibitor at our event taking place September 20th & 21st, 2012 at the Delta Burnaby Hotel and Conference Centre.

Please review the many levels and types of sponsorships and contact us soon to take advantage of the excellent opportunities available to your company.

Your business will be acknowledged on our conference website and in other forms such as:

- Company description in conference program
- Conference signage
- Tradeshow signage and information
- Company branded product / information in the delegate bags

Company representatives will have the opportunity to meet with delegates from manufacturing organizations from across the province. They can attend engaging social networking activities providing many opportunities to interact with delegates throughout the entire time of the conference.

Sponsorship also provides your business with the opportunity to demonstrate support for the program which will be developed to educate and inform delegates about the latest in safety in the manufacturing industry.

It will be our pleasure to welcome you to Make It Safe 2012 and look forward to working with you.
Gold Sponsorship - $7,500

Designate your Gold sponsorship as general conference support or take advantage of one of the following opportunities to brand a specific event:

- Conference Day 1 Breakfast / Lunch
- Conference Day 2 Breakfast / Lunch
- Social Event – Awards Dinner Conference Day 1

In addition to your company name and logo displayed prominently at your selected event, sponsorship benefits at the Gold level will include:

- 2 (two) full registrations
- 1 (one) tradeshow table
- Logo and company description (up to 50 words) placed in the sponsor section of the conference program and conference website with live links to your company website.
- Signage at your sponsored event
- Recognition in printed conference materials
- Your company branded product in delegate bags
- Acknowledgement during conference sessions
- One page (8 ½ x 11) promo/marketing insert in delegate bags

Silver Sponsorship - $5,000

Designate your Silver sponsorship as general conference support or take advantage of one of the following opportunities to brand a specific event:

- Conference Day 1 Refreshment Breaks
- Conference Day 2 Refreshment Breaks
- Delegate Bags (branded with your company logo)

In addition to your company name and logo displayed prominently at your selected event, sponsorship benefits at the Silver level will include:

- 2 (two) full registrations
- 1 (one) tradeshow table
- Logo and company description (up to 50 words) placed in the sponsor section of the conference program and conference website with live links to your company website.
- Signage at your sponsored event
- Recognition in printed conference materials
- Acknowledgement during conference sessions
- One page (8 ½ x 11) promo/marketing insert in delegate bags
Bronze Sponsorship - $2,500

Designate your Bronze sponsorship as general conference support or take advantage of one of the following opportunities to brand a specific event:

- Lanyards & Delegate Name Badges
- Speakers’ Gifts
- Tradeshow incentive & prizes

In addition to your company name and logo displayed prominently at your selected event, sponsorship benefits at the Bronze level will include:

- 1 (one) full registration
- 1 (one) tradeshow table
- Logo on conference website with live links to your company website.
- Recognition in printed conference materials
- Acknowledgement during conference sessions
- One page (8 ½ x 11) promo/marketing insert in delegate bags

Exhibitor Package - $1,500

Each exhibitor space consists of the following:

- 8’ x 10’ space; One 8’ x 18” table with covering; 2 chairs

Exhibitor benefits include:

- 1 (one) conference registration
- Your company name & logo in printed conference materials
- Your company name, logo & live link on conference website
- One page (8 ½ x 11) promo/marketing insert in delegate bags

Spaces will be allocated on a “first come, first served” basis.

Internet access is included in the package price. For electrical requirements, forklift service, generators/compressed air, or other services not provided under the Exhibitor package, please contact the conference venue directly. See Exhibitor Contract for details.

All exhibitor registrations must accompanied by a signed Exhibitor Contract.
Note:
At time of writing, spaces A, B, C, D are reserved for event host organizations, however, these may be released at a later date based on demand.
Sponsor / Exhibitor Registration Form

Company Name: ________________________________

Contact Name: ________________________________
Contact Phone: ________________________________

Contact Email: ________________________________
Website: ________________________________

Address
City ____________________________ Province ____________________________
Postal Code ____________________________

☐ Cheque enclosed for sponsorship and/or exhibitor booth as indicated below
☐ Invoice our company for sponsorship and/or exhibitor booth as indicated below
☐ Exhibitor Contract signed and included

Sponsorship Level:
☐ Gold - $7,500
  o General Conference Support
  o Conference Day 1 Breakfast / Lunch
  o Conference Day 2 Breakfast / Lunch
  o Social Event – Awards Dinner Conference Day 1

☐ Silver - $5,000
  o General conference support
  o Conference Day 1 Refreshment Breaks
  o Conference Day 2 Refreshment Breaks
  o Delegate Bags (branded with your company logo)

☐ Bronze - $2,500
  o General conference support
  o Lanyards & Delegate Name Badges
  o Speakers’ Gifts
  o Tradeshow incentive & prizes

Exhibitor:
☐ Exhibitor - $1,500

  Additional costs listed below. Please indicate if you will require any of the following:

<table>
<thead>
<tr>
<th>Electrical Outlet</th>
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<tbody>
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<td>☐ $4.50</td>
</tr>
<tr>
<td>Internet Access</td>
<td>Wireless access included</td>
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</tbody>
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☐ Exhibitor – Ballroom space # __________
☐ Exhibitor – Ballroom foyer # __________

Make It Safe 2012
Vancouver, September 20 & 21, 2012
Company Description & Logo
Please email your company description (up to 50 words) and logo (min. 300 dpi) to:
nancy.wegman@worksafebc.com.

Please fax completed sponsor / exhibitor registration form to:
604-279-7600
Attention: Nancy Wegman

Payment & Mailing Information:
Please make cheques payable to FIOSA and mail to:

FIOSA
202 – 7084 Vedder Road
Chilliwack, BC V2R 1E3, Canada

Questions:
Should you have any questions regarding sponsorships or exhibitor booths, please contact any one of the following members of our sponsorship committee:

Nancy Wegman – 604-214-5459; nancy.wegman@worksafebc.com
Belinda Becker – 604-276-5172; belinda.becker@worksafebc.com
Phillip Vernon – 604-276-3256; phillip.vernon@worksafebc.com
Exhibitor Contract

PRELIMINARY
All exhibitors must read and agree with the conditions below. This document will become a contract when signed by an authorized agent of the Exhibitor and returned to WorkSafeBC. Please read carefully to avoid misunderstandings, complete, sign and mail to:

MAILING ADDRESS
WorkSafeBC, 6951 Westminster Highway, Richmond, BC, CANADA V7C 1C6
Attention: Nancy Wegman

CONFERENCE DATES & VENUE
Conference dates: 20 – 21 September 2012
Delta Burnaby Hotel & Conference Centre, 4331 Dominion Street, Burnaby, BC
Exhibit open date: 20 September 2012
Exhibit close date: 21 September, 2012

ACCEPTANCE AND ASSIGNMENT OF SPACE
This contract shall be deemed accepted by WorkSafeBC after receipt of the completed registration form, signed contract and appropriate payment for the Exhibitor’s selected booth(s). Space will be assigned, as selected by Exhibitor, on a first-come, first-served basis. WorkSafeBC will attempt to fulfill Exhibitor space requests, but shall hold the right to assign space at its discretion and its decision shall be final.

EXHIBIT FEES
$1,500 - One 8’x10’ space, comprised of one 8 ft draped table, two chairs, 1 (one) conference registration, company name & logo in printed conference materials, company name and logo and live link to your company website from the conference website.

Exhibit fees are to be paid in the currency (USD or CAD) of Exhibitor’s company affiliation (United States or Canada).

CANCELLATION
This contract may be canceled by Exhibitor by giving written notice to WorkSafeBC, subject to the following:
Cancellation made before August 31, 2012 will be refunded in full after the conference.
Cancellations made after September 1, 2012 will be subject to a 50% penalty. In no event will Exhibitor receive a credit from any revenue later generated by re-use of the reserved space. Exhibitor shall also forfeit all Exhibitor privileges and benefits.

SUPPLIED SERVICES
Exhibit rental services provided: one 8 ft draped table, two chairs, internet access, heating/air-conditioning, existing room lighting, and cleaning services for the public-use areas of the exhibit floor.
Exhibit rental services not provided: installation of electrical power lines and individual exhibit outlets, storage and placement of display equipment, decoration and related services, labour requirements to install, erect, drape or decorate exhibits or the exhibit area, and to move exhibit materials in and out of the exhibit premises or Hotel, cleaning of interior booth space, gas or water supply, pre & post exhibit storage, receiving, packaging and shipping, tables, skirting, draping and/or tablecloths.
Services not provided may be available separately through the conference venue, or other designated conference service providers, which will be provided to Exhibitors upon request.

USE OF SPACE
The products or services exhibited must duly represent the Exhibitor’s company. No Exhibitor will be permitted to display outside the confines of the assigned space in the exhibition area. These limitations are intended to provide a clear view of all exhibits. End wing panels must be covered if they are visible from adjacent booths.

RESTRICTIONS
WorkSafeBC reserves the right to restrict, reject, prohibit, or eject any exhibit, in whole or in part, which becomes objectionable due to noise, safety hazards, or other reasons. In any such event, no refunds will be issued.

EXHIBIT SITE AND TIME
Trade show will be held from 20 to 21 September, 2012 at Delta Burnaby Hotel & Conference Centre. The exhibit booths will be set up in the Delta Burnaby Hotel. Exhibits will be open from 7:00 a.m. – 4:30 p.m.
MOVE-IN
Exhibit material cannot be received at the Delta Vancouver Airport prior to the move-in date. Set-up hours begin on September 19th at 5:00 pm and installation must be completed no later than 10:00 p.m. Exhibitors will not be allowed to set up during show hours.

MOVE-OUT
Exhibitor take-down hours are on September 21st, 3:30 p.m. (or after pm refreshment break) Exhibitor must not dismantle exhibit nor begin packing before the final closing hour of the tradeshow. Permission from WorkSafeBC is required for delivery or removal of any portion of an exhibit during the trade show hours.

SHIPPING/RECEIVING
1) Please address all packages being shipped to the hotel in the following manner:
   Delta Burnaby Hotel -- Shipping Receiving Department
c/o your company (or convention name), your on-site contact, date of function and meeting room
   4331 Dominion Street
   Burnaby, BC
   V5G 1C7
   * note that the onsite contact is the person from your company that will be onsite and in attendance for your meeting NOT the hotel contact
2) Packages should be labeled 1 of 3, 2 of 3, etc.
3) Packages arriving from other countries will be required to clear through the Federal Government Customs and Excise Offices. The Delta Burnaby recommends the use of a Customs Brokerage firm to expedite your delivery as the hotel will not accept responsibility for such deliveries.
4) To locate materials shipped in advance, please contact our Shipping and Receiving Department at (604) 453-0750.
5) Receiving Hours of operation: Monday through Friday, 8:00 am to 3:30 pm.
6) Any boxes / shipments to be returned to you or your company via courier must be properly packed, sealed and labeled with the delivery address by your company’s onsite contact. Our staff will return them to the shipping department to await pick up.
   • It is the responsibility of the client to call the courier of their choice for pick up of the items being returned and make arrangements for pick up.
7) Please be aware that no exhibitor is permitted to load in or load out thru the hotel lobby. All items must go thru the receiving bay located on the North side of the hotel. Bell carts are not permitted to be used to transport materials – please provide your own carts.

STORING OF EXHIBIT MATERIALS
Due to space constraints, Delta Hotel is unable to store display material and/or show merchandise. At the conclusion of your set-up, all related equipment, crates, boxes, etc. must be removed from the premises and returned no sooner than the beginning of the take-down time.

SECURITY
The Grand Villa Ballroom exhibit space will be securely locked to protect against loss during the hours when the exhibits are closed. As the Exhibit space in the Grand Villa Ballroom Foyer cannot be locked and therefore exhibitors may move items they wish secured into the Ballroom. Exhibitors hereby expressly waive and release WorkSafeBC from any claims or actions of loss or damage to their property or the property of their employees, agents, guests, and the general public.

INSURANCE
The Exhibitor acknowledges that WorkSafeBC and the Delta Hotel do not maintain insurance covering Exhibitor’s display materials and that it is the sole responsibility of the Exhibitor to obtain interruption of business and property damage insurance covering such losses by the Exhibitor. In addition, Exhibitor shall carry adequate insurance to protect itself against bodily injury (including death) and property damage claims arising from the Exhibitor’s participation in the Make It Safe Conference, 2012, including but not limited to (1) Workers’ Compensation coverage as required by law, and (2) commercial liability insurance in such amounts as are adequate for both bodily injury and property damage.

LIABILITY
Exhibitor shall be fully responsible to pay for any and all losses, damages and claims arising out of injury or damage to Exhibitor’s displays, equipment and other property brought upon the premises of the Delta Hotel and shall indemnify
and hold harmless the Delta Hotel, its agents, servants and employees from any and all such losses, damages and claims.

INDEMNITY
The Exhibitor shall indemnify and hold harmless the Delta Hotel, its owners, managers, officers or directors, agents, employees, subsidiaries, affiliates and the FIOSA Food Industry Occupational Safety Association of BC and the Canadian Manufacturers and Exporters of British Columbia and WorkSafeBC (the Workers’ Compensation Board of British Columbia), from and against any and all claims, losses, damages or governmental charges or fines and any amount arising out of or caused by the Exhibitor’s use of the premises, or the conduct of the Exhibitor’s business or from any activity, work, or thing done, permitted or suffered by the Exhibitors in or about the premises, including but not limited to installation, maintenance, and removal of exhibits; and, in case any action or proceeding be brought against the FIOSA Food Industry Occupational Safety Association of BC and the Canadian Manufacturers and Exporters of British Columbia and WorkSafeBC (the Workers’ Compensation Board of British Columbia) by reason of any such claim, or if the Exhibitor breaches any term of this agreement. FIOSA Food Industry Occupational Safety Association of BC and the Canadian Manufacturers and Exporters of British Columbia and WorkSafeBC (the Workers’ Compensation Board of British Columbia) may employ an attorney or attorneys to protect its rights, for which the Exhibitor shall pay the FIOSA Food Industry Occupational Safety Association of BC and the Canadian Manufacturers and Exporters of British Columbia and WorkSafeBC (the Workers’ Compensation Board of British Columbia) reasonable attorney fees and expenses incurred.

GENERAL PROVISIONS
The license granted by this agreement is personal and may not be assigned or otherwise transferred without the written consent of WorkSafeBC. The premises are licensed on an “as-is” basis, and WorkSafeBC will not be liable for pre-existing conditions of the premises or for conditions arising during the period of the license. However, Exhibitor will return the premises in as good condition as they are received. Anyone visiting, viewing, or otherwise participating in the Exhibitor’s display is deemed to be the guest or licensee of the Exhibitor rather than the guest or licensee of WorkSafeBC.

COMPLETE AGREEMENT
This agreement, in addition to the Exhibitor Registration Form and any attachments, represents the complete agreement between parties relating to the subject matter herein. Any modification or supplement hereto shall be in writing and signed by both parties.

PAYMENT
The completed application and payment should be directed to: FIOSA, 202-7084 Vedder Road, Chilliwack, BC V2R 1E3, Canada

GENERAL EXHIBITOR INFORMATION
TRADE SHOW LOCATION: Delta Burnaby Hotel & Conference Centre
MOVE-IN: September 19th 5:00 p.m. – 10:00 p.m.
MOVE-OUT: September 21st from 3:30 p.m. (or after pm refreshment break)
EXHIBIT TABLES: one 8 ft draped table, two chairs.
INTERNET/ELECTRICAL & OTHER: as indicated in the Sponsor / Exhibitor Registration form there is an additional charge for Internet access, electrical requirements, as indicated below (prices provided to the Tradeshow organizers by the Delta Burnaby Hotel & Conference Centre:

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HOTEL: Delta Burnaby Hotel & Conference Centre,
4331 Dominion Street, Burnaby, BC V5G 1C7
Adam Bailey aabailey@deltahotels.com