

92nd Annual

Pennsylvania Governor's Occupational Safety & Health Conference

October 29 - October 30, 2018

Hershey Lodge | Hershey, PA



COMMONWEALTH OF PENNSYLVANIA
OFFICE OF THE GOVERNOR

GREETINGS:

It is my pleasure to announce and invite you to the Pennsylvania Governor's Occupational Safety & Health Conference, October 29 - 30, 2018 at the Hershey Lodge & Convention Center.

Known as Pennsylvania's premier safety and health event, this annual conference has drawn more than 80,000 attendees over nine decades since its inception. Business and labor come together to learn, share information and network to make Pennsylvania a safer place for all to work.

This year's conference includes a variety of workshops to enhance the educational value for all attendees. The 2018 conference agenda features a keynote address by "The Safety Coach" David Sarkus: *Leading from the Heart! We know it is difficult for leaders and workers to trust and understand the kinds of principles that must be used to help individuals and teams work safer on a regular basis. In fact, some leaders don't quite know where to begin! David reveals the principles that will help your organization move together in the same direction with a common vision for world-class safety performance.*

In Pennsylvania, workers continue to be represented by workplace certified safety committees, a practice that I strongly encourage. Since 1994, more than 12,000 employers in Pennsylvania have created safety committees. These committees are effective in building labor-management cooperation to ensure the safety of more than 1.5 million employees. Creating and maintaining a state-certified workplace safety committee entitles employers to a five percent reduction in workers' compensation premiums, resulting in a cumulative savings in excess of \$700 million.

I encourage you to take advantage of the many resources available during this nationally recognized event. Please accept my best wishes for continued success.



Sincerely,

A handwritten signature in blue ink that reads "Tom Wolf".

TOM WOLF
Governor
October 29 – 30, 2018

General Attendance Registration

FEE (Mark one)

	On or Before September 30, 2018	Beginning October 1, 2018
Full conference	<input type="checkbox"/> \$ 250	<input type="checkbox"/> \$ 300
Monday only	<input type="checkbox"/> \$ 150	<input type="checkbox"/> \$ 175
Tuesday only	<input type="checkbox"/> \$ 150	<input type="checkbox"/> \$ 175
Full time student	<input type="checkbox"/> \$ 95	<input type="checkbox"/> \$ 95

- Registration includes attendance at all workshops and sessions, lunch Monday and Tuesday, the reception Monday evening and unlimited access to the exhibit hall.
- The registration fee is non-refundable.
- Registrant substitution will be permitted.
- Visa, MasterCard and Discover are accepted via the GOSH website at www.pasafetyconference.com.
- Registration payments can also be made by check, payable to Governor's Occupational Safety and Health Conference, and sent with this registration form or a copy of your invoice from the online registration.

WALK-IN REGISTRATION

Walk-in registrations will not be accepted without payment. So we can make proper accommodations, we request that you preregister for the conference.

LODGING

Hotel reservations for the Hershey Lodge can be made online at www.pasafetyconference.com. Hotel reservations can also be made by calling 855-729-3108. Ask for the Governor's Occupational Safety & Health Conference room block, October 28 - 30, 2018. The conference rate for a single or double room is \$182, plus 11% tax. Reservations must be booked no later than September 28, 2018.

Hershey Lodge
West Chocolate Avenue & University Drive
325 University Drive, Hershey, PA 17033
717-533-3311 (direct line to lodge)

DIRECTIONS

<http://www.hersheyloodge.com/contact.php>

QUESTIONS/SPECIAL ACCOMMODATIONS

If you require an accommodation due to a disability, have a special dietary need, or have any questions, please call 717-441-6043.

TO REGISTER

Pre-registration closes October 13, 2018.
Register online at www.pasafetyconference.com

or
Provide all information requested below. Incomplete forms will not be accepted. One registration per form, please make copies as needed.

PLEASE PRINT CLEARLY:

Mark here if you wish to have your contact information excluded from the attendee directory.

E-mail _____

Full Name _____

Title _____

Badge Nick Name _____

Company _____

Address _____

City, State, Zip _____

Phone _____

Emergency contact name _____

Emergency contact phone _____

Dietary Restrictions _____

Mark here if this is your first time attending.

Please mark your affiliation: (check all that apply)

Agriculture	Mfg - Lumber, Wood, Stone, Clay & Glass Products
Construction	Mfg - Machinery, Equipment
Consulting	Mfg - Pharmaceuticals
Energy & Gas Services	Mfg - Other
Environmental Services	Mining
Financial Activities	Nursing / Patient care
Government	Research & Technology
Health Care Industry	Service Sector
Health & Safety Professional	Third Party Administrator
Insurance Industry	Transportation
Legal	Utilities
Mfg - Chemicals	Union Member
Mfg - Fabricated Metal Products	Warehousing
Mfg - Food	Other

Register online or mail your check or money order, payable to the Governor's Occupational Safety & Health Conference, and this completed form by October 13, 2018, to:

Governor's Occupational Safety & Health Conference
908 N. 2nd Street
Harrisburg, PA 17102

Monday, October 29, 2018

8:30 a.m. Welcome

Secretary
Pennsylvania Department of Labor & Industry

Richard W. Bloomingdale
President, Pennsylvania AFL-CIO

Gene Barr, President
Pennsylvania Chamber of Business and Industry

9:00 a.m. Keynote

The Safety Coach: Leading from the Heart!

David Sarkus, MS, CSP

It's difficult for leaders and workers to trust and understand the kinds of principles that must be used to help individuals and teams work safer on a regular basis. In fact, some leaders don't quite know where to begin! David reveals The 7C's that anyone, in any organization, can use to help everyone achieve their very best. These 7 principles will help your organization move together in the same direction through a common vision for world-class safety performance!

10:00 a.m. Break / Exhibits

10:30 a.m. Workshops

■ Excavation & Trench Safety in Construction

Craig A. Shaffer, CSP
Kevin Goldblum

Moving dirt is a common activity on many construction jobsites. However, the dangers that this activity presents - if not managed or respected - can be catastrophic in terms of lives, livelihoods, property, and the wallet. This seminar will focus on excavation and trench safety and the OSHA regulations that govern it. It will also include an important presentation on the changeover of PA One Call enforcement from L&I to PUC and the impact this has on excavators. The information presented will help attendees to identify, evaluate, and manage many of the hazards faced while digging.

■ Prevention through Design (PtD)

Mike Toole, PhD, PE, F.ASCE

Prevention through Design (PtD) is an emerging safety management innovation in which design professionals consider the safety of all individuals affected by their design from cradle to grave, including construction and maintenance. PtD is part of a Triple Bottom Line approach to sustainable development that requires integrated design and construction. The presentation will summarize the PtD concept, give examples, summarize the practical safety and economic benefits that are driving nations around the globe to require PtD, capital project owners to require PtD on their projects, and OSHA and NIOSH to promote the PtD concept. Practical tips for implementing PtD within your firm and/or on your project will be given.

Schedule at a Glance

Sunday, October 28, 2018

2:00 p.m. - 8:00 p.m. Exhibit Early Set Up

7:00 p.m. - 9:00 p.m. Registration Desk Open

Monday, October 29, 2018

6:00 a.m. - 7:00 a.m. Exhibit Final Set Up

7:00 a.m. - 6:00 p.m. Registration Desk Open

7:00 a.m. - 8:30 a.m. Continental Breakfast

7:00 a.m. - 7:30 p.m. Exhibit Hall Open

8:30 a.m. - 10:00 a.m. Opening Session & Keynote

10:00 a.m. - 10:30 a.m. Break / Exhibits

10:30 a.m. - 11:45 a.m. Workshops

11:45 a.m. - 1:15 p.m. Lunch and

Governor's Awards for Safety Excellence

1:15 p.m. - 2:30 p.m. Workshops

2:30 p.m. - 2:45 p.m. Break / Exhibits

2:45 p.m. - 4:00 p.m. Workshops

4:15 p.m. - 5:15 p.m. General Session

5:30 p.m. - 7:30 p.m. Reception

Tuesday, October 30, 2018

7:00 a.m. - 1:30 p.m. Registration Desk Open

7:00 a.m. - 8:00 a.m. Continental Breakfast

7:00 a.m. - 1:30 p.m. Exhibits Open

8:00 a.m. - 9:00 a.m. Keynote

9:00 a.m. - 9:15 a.m. Break / Exhibits

9:15 a.m. - 10:45 a.m. Workshops

10:45 a.m. - 11:00 a.m. Break / Exhibits

11:00 a.m. - 12:30 p.m. Workshops

12:30 p.m. - 1:30 p.m. Lunch

1:30 p.m. Adjourn

12:30 p.m. - 3:00 p.m. Exhibit Teardown

■ Understanding Generational Differences in the Workplace

Major William P. White

This session provides an overview of generational differences and the Adult Development Theory and how they affect the work environment. Participants will be able to recognize, and understand the generational differences and similarities, then find ways to communicate and work together to improve productivity in the workplace.

■ Pennsylvania Medical Marijuana Act

Rachel Levine, MD, Secretary of Health
John Collins

This session will bring attendees up to speed on the implementation of the Medical Marijuana Act, which became law April 17, 2016. The speaker will provide a general overview of the act, which is in the process of being fully implemented by the Pennsylvania Department of Health, and will discuss the Medical Marijuana Advisory Board Report.

Monday, October 29, 2018 - Agenda (continued)

- **Labor/Management: Glatfelter – Can You Hear Me Now? (Opening “Lines” of Communication)**
Karl Christianson, Chris Fritz, Robin Medis, and Jim Touey

See Something, Say Something. In this presentation, Glatfelter will share multiple methods for opening lines of communication between the labor and management teams. By opening the lines of communication, you can empower your labor team to not walk by hazards, but motivate them to report and take action to resolve safety issues.

- **Incident Command - The Truths, The Myths, The Legends!**
Martyn Nevil

Incident Command is a program that will present basic concepts associated with disaster and emergency response Incident Command Systems (ICS) as used by civilian responders and as prescribed by DHS/FEMA. The facilitator will take you through several case studies that will bring understanding to The Truths, The Myths and The Legends of ICS in the real world.

- **Physical Changes to the Way JLG Aerial Lifts are Designed, Built and Tested**
Bill Dovey

We will do a show and tell of one of our new JLG® boom lifts, doing a walk around to discuss its latest safety features, including our SkyGuard® enhanced control panel protection system. This system is offered standard on most JLG boom lifts. When activated, it stops all function in use at the time, then temporarily reverses most functions. Additional options for this feature including the new Skyline and SkyEye options which will also be showcased/discussed. Machine changes to be made as a result of the anticipated publishing of the new ANSI standards will also be discussed.

11:45 a.m. Lunch and GASE Awards

1:15 p.m. Workshops

- **Future of Fall Protection**
Frank Baxter, MS, CSP
Rob Willis

This presentation will cover the latest trends in Fall Protection, including current and future ANSI standards as well as how these standards will affect the direction of Fall Protection PPE.

- **The New OSHA Standards on Silica Dust Exposure**
Betsy Lovensheimer, CIH
Tom Piocquido

The new OSHA General Industry and Construction standards for reducing permissible exposure to respirable crystalline silica and associated requirements for medical surveillance and compliance. Attendees will learn where the standard applies, silica assessment methods, sample data interpretation, and exposure control plans. Medical surveillance needs and methods, including different types of required medical testing and the necessary paperwork for compliance, will be discussed.

- **The Journey to Safety Program Improvement How to Achieve the GASE Award**
Eric K. Hoffman

Review a Pennsylvania company's journey to safety excellence, detailing the steps they took to become a winner of the Governor's Award for Safety Excellence (GASE). The GASE award recognizes successful employer-employee joint safety programs, which result in the achievement of safety excellence. Only a handful of companies receive this highly competitive award. Information gained from these nominations provides valuable best practices that are shared across the state. During the workshop Labor and Industry will walk you through the GASE application, review process, timeline and the Bureau of Workers' Compensation's onsite visit.

- **Building A Community Not Just a Culture for Safety**
David Sarkus, MS, CSP

Building a sense of community to evolve and improve one's culture for safety is rarely addressed but essential to long-term success. Understanding the relevant aspects of community and improving upon it has great merit. The basis of community provides a means to measure and focus on specific dimensional components of culture that can be improved upon in a very cogent way. Improving particular dimensions of community also has benefits that result in significant and sustainable decreases in the frequency and severity of injuries, improving quality and morale, and certainly advancing the culture as a whole. This is especially true in cultures for safety that might be considered quite mature. This talk will address five critical dimensions of community and will provide the empirical support organizations require to move their safety culture to another level of success.

- **25,000 Clients Can't Be Wrong**
Samuel J. Gualardo

This presentation will provide an overview of how the free Federal OSHA Consultation has provided assistance to thousands of PA businesses since 1983. It will discuss the consultation process and numerous benefits derived by those businesses who have taken advantage of its free services since 1983.

- **Effective Incident Investigation with TapRoot®**
Per Ohstrom

The workshop will illustrate how an Incident Investigation is done, from incident to corrective action. The process is applicable for accidents, near-misses, environmental releases, quality issues or human errors. We will also discuss the effectiveness of different types of corrective actions, and how to put together a good root cause analysis system that also track and trend incidents over time.

Monday, October 29, 2018 - Agenda (continued)

■ **Just How Competent is the Onsite Competent Person on Your Suspended Scaffold Project**

*Jim Dougherty
Clint Ramberg*

How competent is the onsite competent person on your suspended scaffolding project? In this session we will cover the proper rigging and tieback for roof rigged equipment, as well as load capacities and equipment options for difficult access solutions. Lastly, we will discuss the pre-planning for and having the proper equipment available for assisted and self-rescue.

allocated for an open Q&A session with Bureau leadership.

■ **Understanding OSHA's Expectations with the Hazard Communication Standard 2012**

Mary Reynolds

The Hazard Communication standard revised in 2012 will be reviewed. Enforcement guidance including letters of interpretation and the directive will be reviewed.

■ **Using Video Games for Workplace Safety Training**

Ken Smith

Safety training that does not lead to desired behavior change is a waste of time and money. Video games can be used to supplement training to help drive behavior change. Simcoach Games has been building video games with purpose since 2005. Video games provide an engaging approach to training that drives higher levels of retention, enables all participants an opportunity to practice what they have learned and to experience (virtually) the consequences of their decisions. In this session we will discuss why video games work and experience some games first-hand.

■ **When De-Escalation Fails**

*Hoyt Emmons
Dennis F. Dougherty*

De-escalating a conflict before it gets to a regrettable level is the goal of all reasonable interactions. However, not every disagreement will end with the aggressor(s) calmly walking away from the conflict. Being aware of the steps you can take to minimize the potential of a physical confrontation can make the difference between a heated argument, and a physical harm. But, if de-escalation fails, are you prepared to respond? During the second part of this presentation we will explore some response options and provide attendees with some walk-away tools for dealing with an active assailant.

4:00 p.m.Exhibits

4:15 p.m.General Session

■ **Leadership In a Crisis**

Jeff McCausland, PhD

"There cannot be a crisis today; my schedule is already full!" - Henry Kissinger

All leaders face crises - whether they be for themselves or their organizations. Being able to properly plan for and handle expected and unexpected crises is critical to the success of any leader or organization. This seminar will examine the nature of a crises and what leaders should do to prepare or "inoculate" their organization as well as quickly organize their own thinking and the direction of their organization when crisis strikes.

5:15 p.m.Exhibits

5:30 p.m. - 7:30 p.m.Reception

2:30 p.m.Beverage Break / Exhibits

2:45 p.m.Workshops

■ **Fall Hazard Basics**

Dale Glacken, Kelly Kramer, and David Olah

Fall hazards are a top cause of injury and death, and a most commonly cited standard in construction and general industry. Speaking from real-world experience, the presenters will review fall protection requirements, common mistakes, and practical solutions. The presentation will also review equipment and rescue options and equipment inspections. Attendees will be given an opportunity to ask questions and participate in hands-on demonstrations.

■ **Developing and Implementing a Respiratory Protection Program**

*Judi Coyne, MBA, MA
Jessica Hauge, CIH, CSP*

This session offers a brief, step-by-step overview of the requirements for establishing, implementing, and maintaining a respiratory protection program. Topics will include OSHA requirements, medical evaluation, and considerations for respirator selection. Special consideration will be given to the new Silica in Construction rule. Attendees will be connected with resources that can help them establish a respiratory protection program for their facility.

■ **VPP 101: A Quick Overview from the VPP Manager and the Benefits of the Program from One Who Has Experienced It**

*Terry Penn
Dona File*

This presentation will provide a brief overview of the VPP. It will describe a brief description of the requirements along with an overview of the process. Attendees will also hear what the benefits are for a site.

■ **The Workers' Compensation Process, BWC Panel** *Patricia Clemens, Scott Weiant, Harte Pricer, and Eric Preputnick*

This session will review the Workers' Compensation process overseen by the Bureau. Topics will include the WC claim process including electronic data interchange claim filing (EDI), health care services procedures including medical fee review, medical treatment review, impairment rating evaluations, and the medical access study. Time will be

Tuesday, October 30, 2018 - Agenda

8:00 a.m.Keynote

The Work Lady: "Finding the Funny in Change"
Jan McInnis

Whether it's going green or the myriad of new rules that govern the industry, we are constantly reacting to a new playing field. From reform to the new industry rules and regulations that are being developed, professionals are routinely having to reassess and re-evaluate their practices. And all of this change causes fear, tension and miscommunication! Jan will show you how to diffuse tension instantly; kick off tough conversations; and facilitate communications...all by using humor that you, yourself, can do.

9:00 a.m.Beverage Break / Exhibits

9:15 a.m.Workshops

■ **Elevated Awareness - Rooftop Fall Protection: Understanding the Differences Between OSHA's General Industry and Construction Standards**
Dan Kane

What you need to know about protecting workers who access your roof for construction activities, routine maintenance of mechanical equipment and facade maintenance? This program will discuss the difference between OSHA's General Industry and Construction standards. Program topics include the differences between construction warning lines and general industry designated areas, "OSHA" anchor points and ANSI/IWCA 114 anchor points, equipment options/solutions and proper configurations.

■ **Respirable Crystalline Silica - The Exposure Control Plan**
Bryan Seal

This short course is a practical hands-on presentation to develop the attendee's knowledge of and responsibilities toward silica exposure. The course develops the competent person's ability to assess their workplace for silica hazards. Attendees will start the profiling process by understanding a basic exposure control plan. The course overviews how and when attendees can and should reach out to get more advanced help.

■ **The Start of a Journey - Changing Construction Safety Culture**
Stacey Darrohn
Sean Myers

Stacey and Sean will discuss the journey that their company, Turner Construction Company, has started; where they are at; what Building LIFE is; how behaviors are being captured; and what coaching feedback can do to help shape and shift the culture we all strive for - a zero incident culture.

■ **Opioids in the Workplace**
Beth Helberg, PA-C

The Opioid crisis isn't just a social problem. Opioids in the work place is a serious safety concern. Find out what employers need to know about drug screening, noticing habits, legal ramifications, documentation and what to do if you have a medical emergency related to a drug overdose at work.

■ **Early Intervention Strategies to Eliminate MSD's**
Anthony Viggiano
Dennis Ewedosh

This presentation will provide an overview of Early Symptom Intervention techniques and strategies to help reduce musculoskeletal injuries in the workplace. A discussion will focus on early pre-injury assessment and triage for the worker with regards to their complaints of musculoskeletal discomfort on the job. Techniques to manage and mitigate musculoskeletal injuries through WorkRisk (job hazard) Analysis, WorkTask (ergonomic) Job Analysis, WorkStation (ergonomic office) Analysis, Injury Prevention Musculoskeletal Education and Transitional Return to Work Programs will be highlighted.

■ **Permit-Required Confined Space Hazards: Control vs. Isolation**
John M. Mulroy, CSP

Prior to workers entering a confined space, employers or competent persons conduct a systematic hazard assessment. This assessment identifies and evaluates atmospheric, engulfment, physical, electro-mechanical, or other "recognized" health or safety hazards. For safe entry, employers either "control" the hazard under a written permit or alternate entry procedures, or "isolate" and eliminating the hazard entering under non-permit status. Control or isolation techniques selected are always situationally unique and hazard specific. Persons responsible for confined space entry must understand control is not synonymous with isolation or elimination, and either ineffective controls or inadequate techniques can place workers at unnecessary risk. The goals of this presentation are for attendees to understand the differences between control and isolation and recognize the conceptual interrelationship between OSHA's confined space and lockout/tagout standards and the influence of ANSI Z117.1-2016 "Safety Requirements for Entering Confined Spaces" upon control or isolation of permit-space hazards.

■ **Keeping Aging Workers Safe and Productive in the Workplace**
Mehdi Khalighi, PH.D, MPH

According to the U.S. Department of Labor, more than one in five workers is over 55 years old and workers between 45 and 55 years old represent 44 percent of the workforce. As the aging society progresses, the proportion of elderly workers will inevitably increase as well and keeping aging workers safe and productive in the workplace will be a great challenge for future safety professionals and employers.

Tuesday, October 30, 2018 - Agenda (continued)

This session will discuss the importance of managing older workers safety and health; identify top safety risk factors that older workers face at their workplaces; and explain steps to improve safety of older workers at the workplace.

10:45 a.m. Beverage Break / Exhibits

11:00 a.m. Workshops

■ **Stop: Don't Get Caught!**
Kelly J. Kramer, CECD, HEM
Jason Nesbit

"Caught in between" and "struck by hazards" are two of OSHA's Focus Four, and continue to cause many fatalities and serious injuries. In this interactive session, a worker will share his life-changing story of being involved in a catastrophic construction caught in/between and struck by incident. You will learn how to identify hazards and implement control measures.

■ **Conducting Qualitative Respirator Fit Testing**
Judi Coyne, MBA, MA
Jessica Hauge, CIH, CSP

Qualitative respirator fit testing is a relatively low-cost means to conduct fit testing. This session will include a brief overview of the regulatory framework for respirator fit testing, 29 CFR 1910.120 Appendix A, including when qualitative fit testing is acceptable and when it's not acceptable. The rest of the session will focus on the saccharin and Bitrex™ fit test methods - how to assemble the equipment, how to execute the fit test protocol, and how to troubleshoot issues.

■ **Managing Change in a Rapidly Changing World**
Judy L. Hricak, CPSM, CiPP
Jennifer Morelli

The fast-paced environment everyone faces on a daily basis has become the new "norm." In addition, the pace of change has dramatically increased and isn't showing any signs of slowing down. How can companies cope and create an environment so their employees can thrive? How can you leverage change management best practices to drive behavior change and support a culture of safety in your organization? This session will provide practical, hands-on advice on how to do just that.

■ **Oh My Aching Back**
Jenna Rosenberg, DPT, OCS, Cert. MDT

This presentation will review common neck and low back work-related injuries and provide a hands-on approach to Physical Therapy evaluation and treatment methods.

We will discuss neck and low back symptoms in addition to work-related injuries that are prevalent within workers' compensation. We will provide a hands-on demonstration and discuss Physical Therapy evaluation techniques that will include range of motion assessment, strength testing and special testing procedures.

■ **Industrial Noise: Monitoring, Evaluation, and Control**
Kara Fuller
Tom Stenulis

This session will provide an analysis of industrial noise in a workplace from a student's perspective. The presentation will begin with the basics of noise, then progress to real world scenarios that recent graduates may face. Next, the methods of noise recognition will be discussed. The presentation will then explain how noise levels and time-weighted averages are evaluated. To conclude, the implementation of cost-effective control methods will be presented.

■ **Training: OSHA versus MSHA**
Mark C. Radomsky

The presentation will be a comparison and contrast of MSHA and OSHA regarding legislation and administration of training and education. Specifically, we will focus on MSHA Part 46 and 48 mandatory training (Title 30 CFR), in contrast to OSHA's requirements (29 CFR 1910 and 1926). Aside from the fundamental comparisons, e.g., each agency recognizing that training provides the skills and knowledge to enable workers to perform their work in a safe manner, and to recognize hazards, how do they differ in regards to regulations, policies, and practices? Participants will have an opportunity to apply what they learned in a brief case study.

■ **The Impact of Employee Education, Training and Culture on Injury Rates**
Sean Miller, MS, ATC, CEAS

We will discuss the importance of employee education and training in reducing injuries. The benefits of a customized program will be discussed, as well as, the importance of the support from management at all levels. The effectiveness of employee participation in the development of the training programs will be discussed as well.

12:30 p.m. Lunch

1:30 p.m. Adjourn

Vendor Invitation

The Governor's Occupational Safety & Health Conference has been Pennsylvania's premier safety and health event for nine decades. This annual conference - where education, innovation, best practices, new products and services come together - has drawn tens of thousands of safety professionals since its inception. The conference has experienced exceptional growth in recent years, and continues to bring new options to safety professionals and vendors.

More than 1,100 safety professionals attend each year to take advantage of educational sessions, learning innovative, behavior-based safety practices to improve workplace safety culture.

Over 80 vendors and consultants are available to educate attendees on best practices and safety product improvements.

The Advisory Committee Members of the Governor's Occupational Safety & Health Conference look forward to seeing you in October.

Register online at www.pasafetyconference.com.

Program Book Advertising

Attendees refer to the Program Book frequently. Place your company information at their fingertips in the 2018 Conference Program Book. Send this form along with a high resolution file (.jpg or .pdf with fonts embedded) to Jennifer Summers by September 21, 2018. Ads received after September 21 may not be included in the Program Book based on printing deadlines.

Register online at www.pasafetyconference.com, or send this form, advertisement, and check payable to Governor's Occupational Safety and Health Conference to:
908 N. 2nd Street | Harrisburg, PA 17102 | jennifer@wannerassoc.com | Questions? 717.441.6043.

Select size

- Double Truck (two full page spread, color)..... 7.5" l x 10" w \$ 375
- Full Page (inside front cover, color) 7.5" l x 4.5" w \$ 300
- Full Page (back cover, color) 7.5" l x 4.5" w \$ 300
- Full Page (interior)..... 7.5" l x 4.5" w \$ 200
- Half Page..... 3.75" l x 4.5" w \$ 125
- One-Third Page..... 1.75" l x 4.5" w \$ 100

Company name as it should appear in print: _____

Contact name: _____

Street address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ E-mail: _____

Sponsor, double truck, inside front cover and back cover ads print in color; all others in black and white.

Sponsorship Information

To be a sponsor of the 2018 Governor's Occupational Safety and Health Conference, either register online at www.pasafetyconference.com, or send this form along with a high resolution ad and logo file to Jennifer Summers by September 21, 2018. Ads received after September 21 may not be included in the Program Book based on printing deadlines.

QUESTIONS: 717.441.6043 | jennifer@wannerassoc.com | 908 N. 2nd Street, Harrisburg PA 17102

SPONSOR OPTIONS

Wireless Internet Sponsor\$5,000

Be the most visible and popular sponsor! Sponsor WiFi for conference attendees. When attendees access the internet the first page they see will be the url you designate.

- One 8' x 10' exhibit booth
- Eight admissions to the 2018 Governor's Occupational Safety and Health Conference
- Full page, full color (7.5" l x 4.5" w) advertisement inside the front cover of the onsite Program Book
- Public announcements at the conference of your WiFi Sponsorship and support of workplace safety
- Recognition throughout the conference by a publicly placed placard identifying your organization as the WiFi Sponsor

Gold Sponsor.....\$3,500

- Ten admissions to the 2018 Governor's Occupational Safety and Health Conference
- A full page (7.5" l x 4.5" w) color advertisement in the onsite Program Book
- Public announcement at the conference of your Gold Sponsorship and support of workplace safety
- Recognition throughout the conference by a publicly placed placard identifying Gold Sponsors

Silver Sponsor\$1,250

- Three admissions to the 2018 Governor's Occupational Safety and Health Conference
- A full page (7.5" l x 4.5" w) color advertisement in the onsite Program Book
- Public announcement at the conference of your Silver Sponsorship and support of workplace safety
- Recognition throughout the conference by a publicly placed placard identifying Silver Sponsors

Bronze Sponsor.....\$700

- Two admissions to the 2018 Governor's Occupational Safety and Health Conference
- A half page (3.75" l x 4.5" w) color advertisement in the onsite Program Book
- Public announcement at the conference of your Bronze Sponsorship and support of workplace safety
- Recognition throughout the conference by a publicly placed placard identifying Bronze Sponsors

Honorary Sponsor\$350

- One admission to the 2018 Governor's Occupational Safety and Health Conference
- Recognition in the onsite Program Book

SPONSOR REGISTRATIONS

Provide all the information requested below, or to pay by credit card visit www.pasafetyconference.com.

PLEASE PRINT CLEARLY

E-mail _____

Organization _____

Contact Name _____

Address _____

City, State, Zip _____

Phone _____

Yes! I want to support the Governor's Occupational Safety and Health Conference.

Select one

- \$5,000 Wireless Internet Sponsor
- \$3,500 Gold Sponsor
- \$1,250 Silver Sponsor
- \$ 700 Bronze Sponsor
- \$ 350 Honorary Sponsor

Attendee names must be provided at time of registration. List names as sponsorship package permits.

1. Name _____

2. Name _____

3. Name _____

4. Name _____

5. Name _____

6. Name _____

7. Name _____

8. Name _____

9. Name _____

10. Name _____

Emergency contact name _____

Emergency contact phone _____

Exhibitor Registration

EXHIBITOR INFORMATION

An exhibit at the 2018 Governor's Occupational Safety and Health Conference is an ideal way to market your products or services to Pennsylvania's occupational safety and health representatives.

Over 1,100 safety professionals from the mid-Atlantic states attended this event last year including safety managers, business owners, safety committee members, consultants, union officials, educators and government officials.

- Exhibit registrations are due no later than September 21, 2018 in order to have your company information in the Program Book.
- Vendors will receive confirmation upon receipt of completed exhibit registration form and full payment.
- Booth assignments will be confirmed prior to the show.

Purchase of exhibit space includes:

- (1) 6' table draped, 2 chairs, wastebasket, backdrop with vendor name sign (7 inches x 42 inches), and side rails; complimentary wireless internet access is provided
- Full conference registration for two representatives (additional reps require full registration)
- Meals, breaks and reception for two representatives as indicated on the agenda. Vendor lunches are served in the exhibit hall
- Vendor name on www.pasafetyconference.com with hyperlink to company web address through January 31, 2019
- 24-hour roaming security provided by the Hershey Lodge Security Staff
- Electric and other services are available upon placing your order with Hershey Exposition Services. Additional fees apply
- The exhibit hall is carpeted

SET UP

Sunday, October 28: 2:00 p.m. - 8:00 p.m.
Monday, October 29: 6:00 a.m. - 7:30 a.m.

SHOW HOURS

Monday, October 29: 7:30 a.m. - 5:30 p.m.
5:30 p.m. - 7:30 p.m. Reception in Exhibit Hall
Tuesday, October 30: 7:30 a.m. - 1:30 p.m.

TEAR DOWN

Tuesday, October 30: 12:30 pm - 3:00 pm

Please provide a brief description of your business or product for the Exhibitor section of the Program Book (150 words or less).

TO REGISTER

Register online at www.pasafetyconference.com, or provide the information requested below. Provide your company name as you would like it to appear on the name sign (two-line limit).

PLEASE PRINT CLEARLY

E-mail _____

Secondary e-mail: _____

Contact Name _____

Company Name _____

Company Website _____

Address _____

City, State, Zip _____

Preferred phone _____

Is this your first time exhibiting with GOSH? YES NO

Top 3 booth choices: A. _____ B. _____ C. _____

DO NOT PLACE MY BOOTH NEXT TO THESE COMPANIES:

1. _____

2. _____

3. _____

REPRESENTATIVES (2 per exhibitor)

#1 Full Name _____

#1 Badge Nickname _____

#2 Full Name _____

#2 Badge Nickname _____

EXHIBITOR FEE

Payment received by GOSH

	5/1/2018 to 8/31/2018:	Beginning 9/1/2018:
<input type="checkbox"/> 16' x 20'	\$ 2500	\$ 2900
<input type="checkbox"/> 8' x 40'	\$ 2400	\$ 2800
<input type="checkbox"/> 8' x 30'	\$ 1800	\$ 2100
<input type="checkbox"/> 8' x 20'	\$ 1250	\$ 1450
<input type="checkbox"/> 8' x 10'	\$ 675	\$ 775

This reservation form along with the Terms and Conditions is executed by the undersigned as an authorized representative of the above named company.

Signature: _____ Date: _____

Print Name: _____

Mail your check, payable to the Governor's Occupational Safety and Health Conference, and this completed form to:
908 N. 2nd Street | Harrisburg, PA 17102.

QUESTIONS? 717.441.6043 | lransley@wannerassoc.com

Exhibitor Terms and Conditions

We hereby apply for exhibit space for our use at the 2018 Pennsylvania Governor's Occupational Safety and Health (GOSH) Conference. The fee indicated on the registration form is required now to hold the space. GOSH will assign exhibit space in order of priority established by date of payment received. If our choices of exhibit space have already been assigned, GOSH will assign us the best available exhibit space. We understand that this contract, when signed by us and accepted by GOSH, is binding and requires that payment be made in full. We agree to comply with the exhibit regulations, instructions and conditions of the contract published below and with all conditions under which facilities at the Hotel are provided to GOSH.

1. **CONTRACT FOR SPACE:** By submitting a contract for exhibit space, the applicant releases GOSH from any and all liabilities to applicant, its agents, licensees, or employees that may arise or be asserted as a result of submission of a contract or of participation in this exhibit. GOSH determines the eligibility of any company or product for exhibit. Acceptance of a contract does not imply endorsement by GOSH of the applicant's products or services, nor does rejection imply lack of merit for same. This contract for space (when endorsed by GOSH with notice of space assignment) constitutes a contract for the right to use the space. Rental for space is payable with this contract. No refund may be made for space that is not used or for space that is unused during part of the exhibit. Should space remain unoccupied at the opening of the exhibit, GOSH may rent or use it without obligation or refund.

2. **ARRANGEMENTS OF EXHIBITS:** The space provided will be shown on the floor plan insofar as possible, but GOSH reserves the right to make changes at any time in the location, size and display limits of any booth if this is in the best overall interest of the show. If preferred locations are taken, GOSH will help the Exhibitor pick one of the remaining spaces. Exhibits may not project beyond the space allotted in any dimension (width, depth, height) or interfere with traffic to exhibits of others. Safety laws require that exhibits be kept out of or from extending into aisles.

3. **USE OF EXHIBIT SPACE:** No Exhibitor may sublet, assign or apportion any part of the space allotted, or represent, advertise or distribute literature for the products or services of any other firm or individual except as approved in writing by GOSH. The purposes of the exhibit are to inform and educate business people regarding services and products of the Exhibitors.

4. **RESTRICTIONS:** GOSH reserves the right to restrict exhibits which, because of noise, method of operation, or any other reason, become objectionable or otherwise detract from or are out of keeping with the character of the Conference as a whole. It may forbid installation or request removal or discontinuance of any exhibit or promotion which, if continued, departs substantially from the design and description given advance approval. In the event of such restrictions or evictions, GOSH is not liable for any refund of rental or other expenses. Advertising, displays, demonstrations and conferences in the interest of business are not permitted except by firms that have rented space to exhibit and have cleared plans in advance.

5. **CONDUCT:** Exhibitors operating sound motion picture equipment, record players, loudspeakers or any other noise-creating devices shall do so only at a level which will not interfere with other exhibitors, or GOSH may require discontinuance of their use. All demonstrations, interviews and other exhibit activities must be conducted so as not to infringe on the rights of other exhibitors or offend visitors to the exhibit. If the exhibit includes any variation of music it is the responsibility of the exhibiting company to ensure compliance with ASCAP/BMI laws. The exhibitor agrees not to sponsor group functions, such as tours, film showings, speeches or other activities in conflict with any other officially programmed conference event except as approved in writing by GOSH.

6. **SOUVENIRS AND SAMPLES:** Distribution of souvenirs and samples is permitted provided there is no interference with other exhibits. GOSH may withhold or withdraw permission to distribute souvenirs, advertising or any other material it considers objectionable.

7. **FIRE REGULATIONS:** Booth decorations and construction must conform to local fire regulations. Combustible or explosive materials and substances may not be used. Cloth and other flammable materials must be flame-proofed. Packing containers, excelsior, wrappings and similar materials must be removed from the exhibit area and not stored under tables or behind displays.

8. **CARE OF PREMISES:** No part of an exhibit sign or other material may be pasted, nailed or otherwise affixed to walls, doors, or other surfaces in a way that might mark or deface the premises or booth equipment and furnishings. Damage from failure to observe this notice is payable by Exhibitor.

9. **EXHIBITOR RESPONSIBILITY AND INSURANCE:** All property of the Exhibitor is understood to remain under its custody and control while in transit to or from, and while within, the Conference Hall, subject to the rules and regulations

of the Conference. The Exhibitor is encouraged, but not required, to carry first-party insurance covering loss or damage to its property while being transported to or from, or while in use at, the Conference. However, the Exhibitor is required to maintain liability insurance during the period of the Conference against injury to any person or the property of others in an amount of at least \$500,000 per occurrence, which insurance shall name as insureds the Exhibitor, GOSH and the Hotel.

10. **MANAGEMENT LIABILITY:** Neither GOSH, nor its agents or employees, shall be liable for any damage to the property of or loss of business to Exhibitor or any person using its allocated space, or for any loss by theft or other means, or allocated space, or his or its employees, agents, servants, customers or guests, arising from any cause or matter whatsoever. The Exhibitor, on behalf of itself, its employees, agents, servants, or guests, releases and discharges GOSH, its officers, employees, agents and servants, from any liability whatsoever on account of any matter arising out of, incident to, or connected with the Exhibit, the participation of Exhibitor or the use or occupation of space therein by Exhibitor, its employees, agents, servants, customers or guests, or cancellation, postponement or transfer of the Exhibit to a different location. The Exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of Exhibitor's activities on the Hotel premises and will indemnify, defend and hold harmless the Hotel, its owner and its management company, as well as their respective agents, servants and employees from any and all such losses, damages and claims.

11. **INDEMNIFICATION:** Exhibitor, on behalf of itself, its employees, agents, servants, customers and guests will protect, indemnify and save harmless GOSH against and from any penalty or damage or charges imposed for any violation of any laws or ordinances, occasioned, caused or contributed to by any willful or negligent act of Exhibitor, its employees, agents or servants. Exhibitor, on behalf of itself, its employees, agents, servants, customers and guests, will at all times protect, indemnify and save harmless GOSH against and from any and all loss, cost, claim, liability, damage, expense, court costs and attorney fees arising out of or from any accident or other occurrence in connection with the use or occupation by Exhibitor of said space, causing injury to any person or property whomsoever, occasioned, caused or contributed to by any willful or negligent act of Exhibitor, its employees, agents or servants.

12. **UNION LABOR:** Exhibitors are required to observe all union contracts which may be in effect between GOSH, the official contractors, the Hotel and various labor organizations.

13. **STORAGE OF PACKING CRATES AND BOXES:** Exhibitors will not be permitted to store packing crates and boxes in their booths during the exhibit period. They can be stored only if properly marked and returned to the booth by service contractors. Crates not properly marked or identified may be destroyed. Because of the lack of storage facilities, it may be necessary to store crates outside the building. Every effort will be made to protect the crates from the elements but neither the management nor the contractors will assume any responsibility for damage to them. The removal and return of large crates that cannot be handled by hand trucks will be charged for at prevailing rates.

14. **CANCELLATIONS:** Cancellation prior to 7/27/2018 = 100% refund of monies paid to GOSH to date. Cancellation prior to 9/24/2018 = 50% refund of monies paid to GOSH to date. GOSH may use cancelled space as it sees fit without further obligation to the cancelling party.

15. **DEFAULTS:** If Exhibitor defaults in any of its obligations under this agreement, or violates any of the requirements or covenants of this agreement, GOSH may without notice terminate this agreement, and retain all monies received on account of rental as liquidated damages. GOSH may thereupon, with or without process of law, remove the said Exhibitor, its employees, agents or servants, and all of its articles of merchandise and other personal property from the space contracted for and from the Exhibit Hall.

16. **INABILITY TO PERFORM:** If GOSH should be prevented from conducting the Conference by any cause beyond its control, or if it cannot permit the Exhibitor to occupy this space due to circumstances beyond its control, GOSH will refund to the Exhibitor the amount of the rental fee paid, less a proportionate share of the Conference expenses, and GOSH shall have no further obligation or liability to the Exhibitor.

17. **INTERPRETATION AND ENFORCEMENT:** These regulations become a part of the contract between the Exhibitor and GOSH. GOSH has full power of interpretation and enforcement of these rules and may amend them at any time. All matters in question not covered by these regulations are subject to the decision of GOSH and all decisions so made shall be binding on all parties affected by them as by the original regulations. Exhibitors or their representatives who fail to observe these conditions of contract or who, in the opinion of GOSH, conduct themselves unethically, may be dismissed from the Conference without refund or other appeal.

Continuing Education Credits

Preferred Systems has approved the 2018 Governor's Occupational Safety and Health Conference for the Continuing Education Credits listed below. Continuing Education Credit fees are in addition to the Conference registration fees.

For Continuing Education cost information and to download a registration form, visit the Educational Credits page on www.pasafetyconference.com or call 888-455-7437. Preferred Systems representatives will be onsite to assist at the conference.

Credit Type	Price	Credits
Insurance Continuing Education (Pennsylvania)	\$125.00	11.00
Continuing Legal Education (CLE) (Day 1 & 2) must attend both days (Pennsylvania)	\$140.00	9.50
Continuing Legal Education (CLE) DAY 1 only (Pennsylvania)	\$ 85.00	5.50
Continuing Legal Education (CLE) DAY 2 only (Pennsylvania)	\$ 60.00	4.00
Board of Certified Safety Professionals (BCSP/COC)	\$ 50.00	1.00
The Commission for Case Management Certification (CCMC).....	\$ 75.00	9.75
Commission on Rehabilitation Counselors Certification (CRCC).....	\$ 75.00	9.75
Certification of Disability Management Specialists Commission (CDMSC).....	\$ 75.00	9.75
Society for Human Resource Management (SHRM).....	\$125.00	9.75
Certified Worker Compensation Professionals (CWCP).....	\$100.00	9.75
International Board for Certification of Safety Managers (IBFCSM).....	\$ 50.00	9.75
Certified Hazard Control Management (CHCM)	\$ 50.00	9.75
Certified Healthcare Safety Professional (CHSP).....	\$ 50.00	9.75
Certified Product Safety Management (CPSM).....	\$ 50.00	9.75
Institute of Hazardous Materials Management (IHMM)	\$ 50.00	9.75
National Association for Addiction Professionals (NAADAC).....	\$ 75.00.....	9.75
National Association of State Boards of Accountancy (NASBA).....	\$125.00.....	9.75
Certificate of Attendance.....	\$ 75.00	11.00