

92nd Annual

Pennsylvania Governor's Occupational Safety & Health Conference

October 29 - October 30, 2018

Hershey Lodge | Hershey, PA



Invitation

Thank you for your interest in the 92nd Annual Pennsylvania GOSH Conference. The conference will be held October 29 - 30, 2018 at the Hershey Lodge in Hershey, Pennsylvania.

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.

The specific workshop agenda will soon be available.

Registration is open at www.pasafetyconference.com.

David Sarkus, MS, CSP, Keynote Speaker



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!

David J. Sarkus, MS, CSP (The Safety Coach®) is the President and Founder of David Sarkus International, a leading-edge, health, safety, consulting, and training firm. He has over 30 years of occupational health and safety management experience in large, diversified industrial settings. Experience, education, and leadership qualities have allowed him and his firm to successfully apply

cutting-edge strategies and tactics for some of the biggest and best run organizations in the world.

As a safety strategist, consultant, author, speaker, and coach, David and his colleagues have been helping bridge the human performance gap in safety for over 25 years. The focal part of their efforts include climate and culture assessments; strategic safety planning; safety culture and change processes; leadership, engagement and alignment; safety coaching; and attention control tactics. David is a recognized authority in the practice of occupational safety management. His writings have been featured as cover stories for Professional Safety Magazine and Industrial Safety & Hygiene News. He's also served as technical editor of Industrial Safety & Hygiene News and has been recognized by ISHN one of their as a Top 50 EHS Professionals. David is the author of five books and more than 100 evidenced-based articles. He's also the host of a Coastal's best-selling video, which features Bobby Bowden, one of college football's all-time greatest coaches.

David Sarkus holds a Master of Science in Safety Management from West Virginia University and a Master of Science in Organizational Psychology from Saint Mary's College of California. He is a Certified Safety Professional (CSP) by examination.

General Session Monday

Leading During a Crisis

Jeff McCausland, PHD



All leaders face crisis' - whether it 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 crisis 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.

Dr. Jeffrey McCausland, Founder and CEO of Diamond6 Leadership, LLC is a retired Army Colonel with over 30 years of unique and challenging leadership experiences. As a retired military officer and veteran Jeff's work has taken him all over the world serving in a variety of command and staff positions in places such as the on National Security Council Staff, U.S. Army War College in Carlisle, PA and the Pentagon.

His experience also extended onto the battlefield when he assumed command of a field artillery battalion stationed in Europe and deployed his unit to Saudi Arabia for Operations Desert Shield and Storm in 1990 and 1991. An experience he describes as being the most challenging and rewarding leadership experience he has had.

Jeff has both published and lectured broadly on military affairs, European security issues, the Gulf War, and leadership throughout the United States and over twelve countries. His knowledge and expertise has earned him invitations to serve as a consultant and adjunct faculty member to many leading organizations such as the Center for Strategic and International Studies and the RAND Corporation in Washington to name a few.

Since 2003 Jeff has served as a national security consultant to CBS radio and television as a frequent commentator on the war in Iraq and Afghanistan. Jeff has also appeared on MSNBC, CSPAN, CNN, and the CBS Morning Show as well as being interviewed by the

Jan McInnis, Tuesday's Keynote Speaker



Jan McInnis

Whether it's going green or the myriad of the 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!

This is Jan's most popular keynote, because she combines her hilarious comedy with PRACTICAL tips on dealing with change through using humor. 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. And she'll also give you the latest research between laughter and health - yes they're actually studying this stuff! You will walk away laughing AND discover the steps you can take to conquer, and even embrace, change.

Jan McInnis, is a professional speaker and comedienne whose life is full of "finding the funny." She wouldn't have it any other way. Inspired by fifteen years as a marketing director in the 9 to 5 world, Jan has cornered the association and corporate convention market. And over the past 23+ years on the full-time speaking circuit, she has spoken at hundreds of conferences, employee retreats and banquets held by such groups as the American Heart Association, the Mayo Clinic, and many more. Jan was featured in the "Wall Street Journal" as one of the top convention comedians whose material

is clean. Jan has a knack for humorous analysis, which enables her to keep her audiences laughing,

Jan has also sold comedy material to just about everyone... from the *Tonight Show monologue*, to *greeting cards*, *hundreds of radio stations* and even *guests on the "Jerry Springer Show"* (yes, some of it is staged), and she is author of 2 books "*Finding the Funny Fast: How to Create Quick Humor to Connect with Clients, Coworkers and Crowds.*" And "*Convention Comedian: Stories and Wisdom From Two Decades of Chicken Dinners and Comedy Clubs.*"

Born in D.C., Jan was in charge of the "Joke of the Day" for her junior high school lunch table. Not surprisingly, she majored in communications at Virginia Tech, where she was a disk jockey for the local radio station.

Hotel Information

Hershey Lodge

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

Make reservations for overnight accommodations at the Hershey Lodge by calling 855-729-3108.

Reference the block for the Governor's Occupational Safety and Health Conference to be held October 28 - 30, 2018 to get conference single/double room rate of \$182, plus 11% tax.

Reservations must be booked no later than Friday, September 28, 2018.

The link below may be used to make on line reservation
<https://aws.passkey.com/go/GOSH2018>



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. - 7:00 p.m. Exhibit Hall Open
8:30 a.m. - 10:00 a.m. Keynote, David Sarkus
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 GASE Awards
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. Leading During a Crisis
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, Jan McInnis
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
12:30 p.m. - 3:00 p.m. Exhibit Teardown

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 Friday, 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 12, 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:

Name _____

Company _____

Address _____

City, State, Zip _____

Phone _____

Fax _____

E-mail _____

Emergency contact name _____

Emergency contact phone _____

Dietary Restrictions _____

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

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 12, 2018, to:

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

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

Organization _____

Contact Name _____

Address _____

City, State, Zip _____

Phone _____

Fax _____

E-mail _____

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 _____

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.

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 wifi 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
- 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. - 12:30 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

Company Name _____

Company Website _____

Contact Name _____

Address _____

City, State, Zip _____

Work Phone _____ Cell phone _____

Fax _____

E-mail _____

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:** Written cancellations received prior to 7/27/2018 = 100% refund of monies paid to GOSH to date. Written cancellations received 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.