

93rd Annual

# Pennsylvania Governor's Occupational Safety & Health Conference

October 28 - October 29, 2019

Hershey Lodge | Hershey, PA



## *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 and learn innovative, behavior-based safety practices to improve workplace safety culture.

Over 90 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.

**Registration and the workshop agenda are available online at [www.pasafetyconference.com](http://www.pasafetyconference.com).**

# Major (Retired) Scotty Smiley, Keynote Speaker



Major (Ret.) Scotty Smiley uses his story of strength and perseverance to inspire others to find their hope unseen. Ironically, it was blindness that launched Scotty's journey of supreme testing. Recovering in a bed at Walter Reed National Medical Center from wounds sustained in an explosion in Mosul, Iraq, he resented the theft of his dreams - becoming a CEP, a Delta Force operator, or a four-star general.

With his wife Tiffany's love and the support of his family and friends, Scotty's response became his transforming moment. This intensified, indomitable spirit moved him from the hospital bed, past nurses, and into the shower. Ever since, Scotty has reached new heights literally and professionally - climbing Mount Rainier, winning an ESPY as Best Outdoor Athlete, surfing, skydiving, and completing an Iron Man; becoming a father; earning an MBA from Duke; teaching leadership to cadets at West Point; commanding a company within the Warrior Transition Unit; and winning the MacArthur Leadership Award that recognizes and rewards the demonstrated and outstanding leadership of junior Army officers. Scotty's story of resilience encourages others to find strength and hope, no matter what circumstances they are facing.

Major (Retired) Scotty Smiley became the first blind active-duty officer in military history following a face-to-face confrontation with a suicide car bomber in Iraq in 2005. After his injury, Scotty's faith led him to forgive his attacker and inspired him to rebuild his life while continuing to serve his country in the U.S. Army.

A West Point graduate, he returned there to teach after he earned an MBA from Duke University. He was named the Army Times "Soldier of the Year" and won an ESPY award for "Best Outdoor Athlete." He is the recipient of a Bronze Star, a Purple Heart, and the Army's prestigious MacArthur Leadership Award. Following a position in the Gonzaga University ROTC Department, Scotty retired from the military in 2015.

Scotty wrote his book *Hope Unseen* about his journey through overcoming adversity and now travels the country sharing his message of perseverance, courage, and hope. Ever the adventurer, after the loss of his eyesight he has learned to surf, gone skydiving, climbed Mt. Rainier and became an Ironman. Scotty works as an investment banker at Drexel Hamilton and is a regular guest on news networks such as NBC, CBS, and Fox.

## General Session Monday

### OSHA Update Loren Sweatt



Acting Assistant Secretary Sweatt will address OSHA's priorities, actions, and goals. The presentation will include an overview of OSHA's regulatory agenda, key initiatives, and the agency's balanced approach to address workplace safety and health, which includes enforcement, compliance assistance, and training.

Loren Sweatt, Principal Deputy Assistant Secretary of Labor for Occupational Safety and Health.

Loren Sweatt joined the Occupational Safety and Health Administration July 24, 2017. Ms. Sweatt joins the agency from the U.S. House of Representatives where she served as a Senior Policy Advisor at the Committee on Education and the Workforce for the last 15 years. In this role, Ms. Sweatt handled workplace safety issues before the Committee to include OSHA and the Mine Safety and Health Administration. Ms. Sweatt holds a BA in Political Science from Texas Christian University and an MBA from Marymount University.

# Bill Sims, Jr., Tuesday's Keynote Speaker



Combining both human behavior, theory, and hands on implementation, the Greenbean Leadership Workshop gives you practical tools for behavioral change and human performance improvement. The workshop will provide insight on common employee behavioral issues in safety, quality, and production. Participants will leave the training with thorough knowledge of behavior and a road map of best practices to secure immediate improvements to Operational Discipline, Safety, Production, Quality, and Customer Service.

Come prepared to discuss your Headaches - the human behavioral "headaches" that keep you awake at night and that negatively impact your organization's performance, as well as your Hopes - your hopes and dreams for a new level of human performance!

As president of the Bill Sims Company, Bill Sims, Jr. has developed performance improvement systems for over 1000 companies, including Disney, Dupont, Milliken and Coca-Cola. Bill is currently completing his first book *Green Beans & Ice Cream - The Definitive Recipe for Behavior Recognition*.

## 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 27 - 29, 2019 to get conference single/double room rate of \$182, plus 11% tax.

Reservations must be booked no later than Friday, September 27, 2019.

The link below may be used to make online reservation  
<https://book.passkey.com/go/GOSH2019>



## Schedule at a Glance

### Sunday, October 27, 2019

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 28, 2019

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, Scotty Smiley  
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. .... OSHA Update  
5:30 p.m. - 7:30 p.m. .... Reception

### Tuesday, October 29, 2019

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, Bill Sims, Jr.  
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, 2019	Beginning October 1, 2019
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.
- American Express, Visa, MasterCard and Discover are accepted via the GOSH website at [www.pasafetyconference.com](http://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.
- Pre-registration closes October 11, 2019.

## 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](http://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 27 - 29, 2019. The conference rate for a single or double room is \$182, plus 11% tax. Reservations must be booked no later than Friday, September 27, 2019.

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

## DIRECTIONS

<http://www.hershey lodge.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

Register online at [www.pasafetyconference.com](http://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 \_\_\_\_\_

Suffix/Designation: \_\_\_\_\_

Job Title: \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Emergency contact name \_\_\_\_\_

Emergency contact phone \_\_\_\_\_

ADA Restrictions \_\_\_\_\_

Dietary Restrictions \_\_\_\_\_

## I AGREE TO THE FOLLOWING:

- Receive emails relating to this event from GOSH (eg. Confirmation, receipt, schedule changes.)

Allow GOSH to share the following with this year's exhibitors:

- Name       Organization       Address  
 Work Phone       Email

## Please mark your affiliation: (check all that apply)

<input type="checkbox"/> Agriculture	<input type="checkbox"/> Mfg - Lumber, Wood, Stone, Clay & Glass Products
<input type="checkbox"/> Construction	<input type="checkbox"/> Mfg - Machinery, Equipment
<input type="checkbox"/> Consulting	<input type="checkbox"/> Mfg - Pharmaceuticals
<input type="checkbox"/> Energy & Gas Services	<input type="checkbox"/> Mfg - Other
<input type="checkbox"/> Environmental Services	<input type="checkbox"/> Mining
<input type="checkbox"/> Financial Activities	<input type="checkbox"/> Nursing / Patient care
<input type="checkbox"/> Government	<input type="checkbox"/> Research & Technology
<input type="checkbox"/> Health Care Industry	<input type="checkbox"/> Service Sector
<input type="checkbox"/> Health & Safety Professional	<input type="checkbox"/> Third Party Administrator
<input type="checkbox"/> Insurance Industry	<input type="checkbox"/> Transportation
<input type="checkbox"/> Legal	<input type="checkbox"/> Utilities
<input type="checkbox"/> Mfg - Chemicals	<input type="checkbox"/> Union Member
<input type="checkbox"/> Mfg - Fabricated Metal Products	<input type="checkbox"/> Warehousing
<input type="checkbox"/> Mfg - Food	<input type="checkbox"/> 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 11, 2019, to:

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

# Sponsorship Information

To be a sponsor of the 2019 Governor's Occupational Safety and Health Conference, either register online at [www.pasafetyconference.com](http://www.pasafetyconference.com), or send this form along with a high resolution ad and logo file to Lauren Ramsey, CMP by September 20, 2019. Ads received after September 20 may not be included in the Program Book based on printing deadlines.

**QUESTIONS: 717.441.6043 | [lramsey@wannerassoc.com](mailto:lramsey@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 2019 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

- Six admissions to the 2019 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 2019 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 2019 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 2019 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](http://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 and email as sponsorship package permits (please submit an attachment if additional space is needed.)

1. Name \_\_\_\_\_

2. Name \_\_\_\_\_

3. Name \_\_\_\_\_

4. Name \_\_\_\_\_

5. Name \_\_\_\_\_

6. Name \_\_\_\_\_

7. Name \_\_\_\_\_

8. Name \_\_\_\_\_

Emergency contact name \_\_\_\_\_

Emergency contact phone \_\_\_\_\_

Dietary Restrictions \_\_\_\_\_

ADA Restrictions \_\_\_\_\_

# Program Book Advertising

Attendees refer to the Program Book frequently. Place your company information at their fingertips in the 2019 Conference Program Book. Send this form along with a high resolution file (.jpg or .pdf with fonts embedded) to Lauren Ramsey, CMP by September 20, 2019. Ads received after September 20 may not be included in the Program Book based on printing deadlines.

Register online at [www.pasafetyconference.com](http://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 | [lramsey@wannerassoc.com](mailto:lramsey@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 2019 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 20, 2019 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 per 8' x 10' booth (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](http://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 27: 2:00 p.m. - 8:00 p.m.

Monday, October 28: 6:00 a.m. - 7:30 a.m.

## SHOW HOURS

Monday, October 28: 7:30 a.m. - 5:30 p.m.

5:30 p.m. - 7:30 p.m. Reception in Exhibit Hall

Tuesday, October 29: 7:30 a.m. - 12:30 p.m.

## TEAR DOWN

Tuesday, October 29: 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).

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## TO REGISTER

Register online at [www.pasafetyconference.com](http://www.pasafetyconference.com), or provide the information requested below. Please note, the best way to place a tentative hold on your preferred booth is to register online.

In order to completely reserve your exhibit booth, we must receive your payment within 30 days of receiving your registration form. After 30 days, GOSH holds the right to release the reserved exhibit space. 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 \_\_\_\_\_

E-mail \_\_\_\_\_

Secondary e-mail: \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Preferred phone \_\_\_\_\_

Is this your first time exhibiting with GOSH? YES NO

Top 3 booth choices: A. \_\_\_\_\_ B. \_\_\_\_\_ C. \_\_\_\_\_

### REPRESENTATIVES (2 per exhibitor)

#1 Full Name \_\_\_\_\_

#1 Badge Nickname \_\_\_\_\_

#1 Email \_\_\_\_\_

#2 Full Name \_\_\_\_\_

#2 Badge Nickname \_\_\_\_\_

#2 Email \_\_\_\_\_

\*Additional Representatives should be registered at the Attendee

Full or One Day Registration Rate.

### EXHIBITOR FEE

Payment received by GOSH

	6/1/2019 to 9/30/2019:	Beginning 10/1/2019:
<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.

# Exhibitor Terms and Conditions

We hereby apply for exhibit space for our use at the 2019 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 payment is not received within 30 days of your exhibit registration submission, GOSH holds the right to release the reserved exhibit space to another company. 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 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 hold 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 hold 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 7/29/2019 = 100% refund of monies paid to GOSH to date. Written cancellations received prior to 9/23/2019 = 50% refund of monies paid to GOSH to date. Written cancellation received after 9/23/2019 are non-refundable. 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.