

91<sup>st</sup> Annual

# Pennsylvania Governor's Occupational Safety & Health Conference

October 30 - October 31, 2017

Hershey Lodge and Convention Center | Hershey, PA



COMMONWEALTH OF PENNSYLVANIA  
OFFICE OF THE GOVERNOR

## GREETINGS:

It is my pleasure to announce the Pennsylvania Governor's Occupational Safety & Health Conference, coming October 30 - 31, 2017, 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 the nine decades since its inception. Business and labor leaders 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 2017 conference agenda features a keynote address by Charlie Morecraft. Charlie's messages are to the point- "Safety is about going home at the end of the day, kissing your spouse and hugging your kids," and "We are each responsible for our own safety." These aren't new messages, but Charlie gives his audience a new way of looking at them.

In Pennsylvania, workers continue to be represented by workplace certified safety committees, a practice that I strongly encourage. Since 1994, more than 11,700 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 5 percent reduction in workers' compensation premiums, resulting in a cumulative savings more than \$657 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.



*Tom Wolf*  
TOM WOLF  
Governor  
2017

# General Attendance Registration

## FEE (Mark one)

	On or Before September 30, 2017	Beginning October 1, 2017
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](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.

## 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 29 - 31, 2017. The conference rate for a single or double room is \$179, plus 11% tax. Reservations must be booked no later than September 29, 2017.

Hershey Lodge & Convention Center  
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, 2017.

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:

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 \_\_\_\_\_

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, 2017, to:

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

# Monday, October 30, 2017

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

**Remember Charlie**  
**Charlie Morecraft**

Most people have the same attitude about safety that Charlie Morecraft had for a decade and a half while working at a refinery. Having been critically injured in an explosion that burned over 45% of his body, Charlie conveys in the most penetrating way, the lesson he so painfully learned. Seldom are people confronted by the real consequences of an abuse in safety practices. Anyone who hears Charlie's story will be deeply moved and motivated to never again take safety for granted. Charlie's emphasis is on the significance of attitude and personal responsibility. Charlie's message alters people's attitudes toward safety. Their actions and behavior go from being thoughtless, lackadaisical and routine to "safety first & always." Their consciousness is raised to a new level.

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

10:30 a.m. .... Workshops

- **OSHA's Silica Standards: An Overview**  
*Chrysoula J. Komis, Ph.D., CIH, CSP, CHMM, CPEA, FAIHA*  
*Curtiss Wittman, MS, CIH, CSP*

Silicosis is a serious lung disease caused by employee exposures to respirable dust containing crystalline silica. The presentation will review illness incidence, past and present, as well as review the OSHA General Industry and Construction Standards to reduce employee exposure to silica containing dusts. The presentation will address the lower permissible exposure limits along with engineering controls, work practice controls, respiratory protection, medical surveillance, and other requirements of both standards.

- **Post Accident Drug Testing and Related HR/Legal Issues**  
*Robert J. Baker, Esq. and Joshua A. Gray, Esq.*

The presentation of "Post Accident Drug Testing and Related HR/Legal Issues" is intended for intermediate to advanced audiences. Through interactive vignettes, issues involving work-related injuries, legalities of post-accident drug testing and related human resource/legal issues, post injury, will be reviewed and discussed.

# Schedule at a Glance

## Sunday, October 29, 2017

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 30, 2017

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. .... 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 31, 2017

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  
1:30 p.m. - 3:00 p.m. .... Exhibit Teardown

- **Health and Media Literacy: Necessary Tools for the Occupational Health Professional**  
*Ann Marie Loiseau, DNP, RN, CSN, CCM and Kim Olszewski DNP, CRNP, COHN-S/CM, FAAOHN*

Low health literacy is associated with poor health outcomes including frequent emergency department visits, more hospitalizations with longer stays, and higher mortality (death) rates. Indirect costs to the employer include low productivity, presenteeism, absenteeism, and increased workers' compensation claims. In addition to traditional means of communication, information about health and safety are increasingly found on the Internet. Securing the future for occupational health professionals requires an understanding of the virtual world. Discussion will focus on goals to achieve health and media literacy, and discovering tools available to the occupational health professional to utilize within the work setting for wellness, health, and safety.

# Monday, October 30, 2017 - Agenda (continued)

## ■ **Benchmarking - How is your Safety and Wellness Program..Really**

*Jeffrey L. Phillippi and Julie Evarts*

Benchmarking safety and wellness programs can be as easy as noting OSHA recordable rates and as complicated as calculating your Total Cost of Risk. This workshop will review several methods to quantify your safety and wellness efforts. In addition, the workshop will help define how wellness programs can impact your workers' compensation costs, return to work programs, and experience modification factors.

## ■ **Labor/Management: Belcher Roofing Corporation – Development of a Safety Culture**

*Kevin Belcher, Thomas Belcher, Bill Reis, and Jim Touey*

Belcher Roofing Corporation representatives will discuss how following two significant employee injuries motivated them to commit to a cultural change in their safety program. From management commitment to new hire orientation the company will provide details on how safety has become the fundamental principle for the company.

## ■ **Potential Liability and Legal Challenges Facing Those Who Make Safety Decisions**

*Matthew Olphin, Amy Mitchell, and Jim Devine*

Anyone who makes safety decisions, or manages safety as part of their normal job duties, may literally make life and death decisions every day. This session will provide an overview of the potential personal liability and legal concerns faced by those who manage safety and make safety decisions that impact others. We will review incidents where legal action may have been brought due to alleged negligence or willful safety violations, what kind of legal and financial protection your company may provide for you, what insurance and financial steps you can take on your own to protect you and your family, discuss ethics, and what standards of care you may be held to in making those safety decisions.

## ■ **Fire Life Safety, The Importance of Maintaining Your Fire Dampers**

*Aldo Zambetti*

Fire Life Safety is a program developed to help building managers be aware of the system or systems in the building that protect them. Many times these systems go unchecked and can be the cause of major loss of life and property. This workshop will give you insight on how your Fire Life Safety system was designed along with ways to have it inspected.

## 11:45 a.m..... Lunch and GASE Awards

## 1:15 p.m. ....Workshops

## ■ **Clearing the Air – OSHA Respirable Crystalline Silica Dust Rule Overview**

*Robbie Kolovson*

OSHA 29 CFR 1926.1153 went into effect in June 2016 and will require compliance on September 23, 2017. This change brings new standards with which industry professionals will be required to comply. This presentation will help educate the participant on these new standards as well as provide an overview of the work Hilti has completed to better understand the new codes and how they will change our industry.

## ■ **OSHA's New Walking and Working Surfaces Standard**

*Steven High, MPH, MS, CIH, CSP, ARM, CHST, CXL, EMT*

Slips, trips, and falls constitute the majority of general industry accidents. They cause 15% of all accidental deaths, and are second only to motor vehicles as a cause of fatalities. The OSHA standards for walking/working surfaces apply to all permanent places of employment. OSHA's newly passed and long awaited Subpart D on Walking Working Surfaces established new requirements for employers and workplaces. This session will review the key aspects of the new rule with practical pointers on improving walking surface safety in your facility.

## ■ **Training Workers with Limited Language and Literacy Skills**

*Isabel DeOliveira*

During this presentation we will review the need to train the workforce in a manner that is most impactful by discussing how adults learn, utilizing interactive exercises, and visual strategies. These techniques are an effective means to communicate with all workers, especially effective in training limited literacy and foreign-born workers.

## ■ **A Critical Component to Achieving Zero Injuries**

*Marni Hogen, CSP*

In a world where safety standards, policies, requirements and guidelines continue to proliferate, many of us still find ourselves unable to achieve and maintain zero injuries. This session will discuss the important role that company and project safety cultures play in achieving zero and will provide some potential acceleration ideas for developing your desired safety culture.

## ■ **Labor/Management: Belcher Roofing Corporation – Development of a Safety Culture (repeat)**

*Kevin Belcher, Thomas Belcher, Bill Reis, and Jim Touey*

# Monday, October 30, 2017 - Agenda (continued)

## ■ **Return To Work**

**James A. Rochester, MD, FFAFP**

Proper return-to-work medical evaluations can be valuable in maintaining a safe and healthy workforce. Your occupational medicine provider can assist in determining if an employee is truly ready and safe to return to all of their essential job functions or whether accommodations need to be made to ensure a safe return to the workforce.

## ■ **Fatal 4: Defying Gravity - Cheating Death! Building Safely Above The Rest**

**Matt Riehl and Jason Beiler**

Fall fatalities have been the leading killer of construction workers in the US for the past 20 years. With innovations in fall protection systems, the incredible amount of fall protection equipment purchased, along with hours of fall protection safety training conducted, combined with the number of regulatory citations issued, not to mention the publicity given to this issue, one would think fatalities in this category would have decreased. Fall fatalities still lead the death count in construction. This session will recap the issue, share ideas and solutions developed by forward-thinking residential and commercial contractors. If you build things from the ground up you need to attend this session.

**2:30 p.m. .... Beverage Break / Exhibits**

**2:45 p.m. .... Workshops**

## ■ **Fatal 4: Something Just Struck Me**

**Ron Witt**

"Struck-by" accidents continue to be a major contributor to deaths in the construction industry. OSHA's Fatal-4 list has consistently ranked "struck-by" incidents as the 3rd leading cause of construction worker deaths in the US. This presentation will focus on struck-by accidents with emphasis on rigging safety as a primary contributor. It will include common industry accidents and how to prevent them. Discussions and demonstrations will include equipment pre-use inspections, proper applications of various rigging equipment, common mistakes, and solutions to advance your company's rigging program. If your company lifts loads using cables, chains, slings and related devices you need this session.

## ■ **OSHA's New Walking and Working Surfaces Standard (repeat)**

**Steven High, MPH, MS, CIH, CSP, ARM, CHST, CXL, EMT**

## ■ **Construction Activities in Healthcare Facilities**

**Dona File and Tom Scott, GSP**

This presentation will provide a unique perspective of how construction activities are performed in an active healthcare facility in one the nation's largest metropolitan cities. The presenters, a construction manager representative and a subcontractor representative, will describe their roles, the preplanning, coordination and execution of the work. You will also hear about how problems are handled when things don't go as planned.

## ■ **Governor's Award for Safety Excellence (GASE)**

This workshop looks at the journeys of two companies on their way to safety excellence, detailing the steps they took to become a winner of the Governor's Award for Safety Excellence (GASE). They will also take you through the GASE process, timeline and the Bureau of Workers' Compensation's onsite visit.

## ■ **OSHA Update Panel Discussion**

**Dave Olah, Jean Kulp, Christopher Robinson and Mark Stelmack**

This session consists of a panel of OSHA Area Directors from throughout the commonwealth. The panel will describe concerns and provide information on Local Emphasis Programs (LEPs) that are in effect in their area office jurisdictions along with pertinent accident information.

## ■ **Workers' Compensation Claims Management Panel Presentation - Best Practices Leading to Injury and Claims Reduction**

**Jim Devine, Carley Smith and Doug Dvorchak**

This panel discussion will focus on workers compensation; both claims and injury reduction in the workplace, via implementation of best practices. You will learn the do's and don't's of claims management as well as systems and process controls which could be developed in your place of employment. This presentation will address safety culture, documentation and its importance in claims management, accident investigation, insurance, professional partners, return to work programs and alternative areas of exposure and/or liability.

## ■ **Commercial Vehicle Cargo Securement**

**Kevin N. Stewart**

This presentation will cover the proper methods to secure cargo and equipment on commercial motor vehicles. Participants will be instructed in current regulatory requirements of both the Federal Motor Carrier Safety Administration and the Commonwealth of Pennsylvania.

**4:00 p.m. .... Exhibits**

**4:15 p.m. .... General Session**

## ■ **The Heroin and Opioid Epidemic: Awareness, Impact and Safety Solutions**

**Kenneth J. Martz, PsyD MBA**

While the opioid epidemic has focused on the number of individuals dying, approximately 2/3 of those with SUD are active in the workforce. This session will review identification, management and safety planning for SUD prevention and intervention. Applications will be drawn to impact issues such as workers' compensation, productivity, and related issues.

**5:15 p.m. .... Exhibits**

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

# Tuesday, October 31, 2017 - Agenda

8:00 a.m. .... Keynote

## **Countdown to Safety** *Mike Mullane*

Astronaut Mike Mullane delivers a powerful message on the individual's role in keeping themselves and their teams safe in hazardous environments. Mullane introduces this subject with a recount of his own near-death experience in a fighter jet, when he failed to speak up about an unsafe situation.

9:00 a.m. .... Beverage Break / Exhibits

9:15 a.m. .... Workshops

### ■ **Fatal 4: Caught Between - Surviving Work Around Heavy Equipment and Excavation Hazards** *Jeff Lee*

Approximately 1,000 construction workers die annually in work related accidents. Over the past several years, approximately 20% never make it home to their families due to "caught between" events. Working in and around excavations and near heavy equipment are main causes of these deaths. This seminar will explore a number of these jobsite risks, review trenching and excavation rules and regulations, and discuss a number of solutions (and opportunities) on how to work safely on a construction site. Special emphasis on the PA-1-Call System laws and requirements will be presented by a representative of the organization. Those who dig and build, along with those who are employed at facilities where construction is (or could be) occurring should attend.

### ■ **Innovative Thinking – Triggers to Jump Start Your Safety Program** *Ray Delfing*

This workshop will provide attendees an approach to define and implement key elements of a safety program supported by a foundation of employee / management participation. Tactics for managing risk that result in the sustainable reduction of incidents, including an innovative solution to managing a peer to peer observation program, will be shared. Attendees will come away from this session energized with innovative ideas designed to refresh and strengthen their safety programs.

### ■ **Healthcare - Dealing With Difficult Behaviors** *Joseph Sanna, Jr., CSP, MS, CPSI*

Healthcare workers are frequently exposed to injuries when dealing with difficult and combative behaviors. These behaviors are presented by patients, residents, visitors, co-workers and others. This presentation will review challenges faced by healthcare workers and provide controls that can be incorporated by organizations and individual workers to deal with the challenging behaviors that can lead to injury.

### ■ **The Safety Committee Certification Process** *Steve Pakosh, Michelle Muncie, Barbara White, and Bob Shields*

This panel discussion will take you through the state requirements for the certification of a workplace safety committee as well as take you through the entire certification process such as submitting your application(s) (initial & renewal), the HandS System, and the Audit process from both the Workers' Compensation perspective and the employer perspective.

### ■ **Natural Gas Safety Presentation** *Betty Espenshade and William Shupe*

This session will provide basic information on characteristics of natural gas. Discussion will include natural gas leaks and leak recognition, emergency response and compare natural gas to propane. Discussions will include carbon monoxide, PA One Call (811 Call Before You Dig) and crossbores. We are creating public awareness of underground infrastructure to provide safety for our communities.

### ■ **Creating a Drug Free Workplace** *Victor Parziale*

Participants will learn about 1) the cost of substance abuse to society and in the workplace, 2) benefits of creating a drug free workplace program in terms of return on investment (ROI), 3) an overview of the five components of a drug free workplace program, and 4) how to build your company's drug free workplace policy using the free online policy builder at DrugFreeWorkplacePA.org.

### ■ **PPL Live Line Electrical Safety Exhibit** *Doug Haupt*

PPL Electric Utilities will demonstrate its new mobile electrical safety exhibit to provide an up-front look at the dangers associated with contacting power lines and other electrical equipment.

10:45 a.m. .... Beverage Break / Exhibits

11:00 a.m. .... Workshops

### ■ **Fatal Four: Electrical Safety - Deadly Mistakes** *Joshua Spicher and Denny Buck, CHST, CHCM, CSM, CFH*

This workshop will focus on typical electrical conditions found on jobsites and basic solutions to unsafe conditions. Discussion will focus on right and wrong electrical installations. Electrical demonstrations will be offered to enhance the learning experience. Workshop attendees will be better prepared to identify jobsite electrical hazards and learn methods to control, eliminate and avoid unsafe electrical conditions.

### ■ **Innovative Thinking – Triggers to Jump Start Your Safety Program (repeat)** *Ray Delfing*

# Tuesday, October 31, 2017 - Agenda (continued)

- **Ergonomics – Keeping the Worker on the Job**  
*David Raptosh, MA, OTR/L*

This presentation will provide an understanding of ergonomics applications in the workplace to reduce and/or totally avoid work-related injuries and disorders. Participants will learn to recognize ergonomic risk factors and their effect on nerve related conditions, repetitive motion injuries, cumulative trauma disorders and over-use syndromes. Ergonomic principles and best practices will be highlighted to focus on injury reduction and employee safety.

- **The Safety Committee Certification Process**  
*(repeat)*  
*Steve Pakosh, Michelle Muncie, Barbara White, and Bob Shields*

- **Natural Gas Safety Presentation (repeat)**  
*Betty Espenshade and William Shupe*

- **Shoulder Pain**  
*Michael Wolk, MD*

Shoulder injuries can be either acute or chronic depending on when diagnosed and the initial time of the pain/disability. A shoulder injury can occur suddenly or can occur over time. The injury could occur through direct impact, over-stretching a muscle, tendon or ligament, overusing a muscle or tendon or twisting of the shoulder or joint. This session will cover diagnosis and treatment for the most common shoulder injuries as well as injury prevention.

- **Street Survival**  
*Ian Goddard*

Get a race car driver's point of view and insight into safe, street driving skills. Although his usual audience is teenagers, these methods apply to drivers of all ages. Gain valuable skills to improve your personal driving techniques. This workshop is valuable to anyone who gets behind the wheel or is responsible for someone behind the wheel.

**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](http://www.pasafetyconference.com).**

# Program Book Advertising

Attendees refer to the Program Book frequently. Place your company information at their fingertips in the 2017 Conference Program Book. Send this form along with a high resolution file (.jpg or .pdf with fonts embedded) to Jennifer Summers by September 22, 2017. Ads received after September 22 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 | [jennifer@wannerassoc.com](mailto: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 2017 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 Jennifer Summers by September 22, 2017. Ads received after September 22 may not be included in the Program Book based on printing deadlines.

**QUESTIONS: 717.441.6043 | [jennifer@wannerassoc.com](mailto: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 2017 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 2017 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 2017 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 2017 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 2017 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

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 2017 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 22, 2017 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](http://www.pasafetyconference.com) with hyperlink to company web address through January 31, 2018
- 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 29: 2:00 p.m. - 8:00 p.m.  
Monday, October 30: 6:00 a.m. - 7:30 a.m.

## SHOW HOURS

Monday, October 30: 7:30 a.m. - 5:30 p.m.  
5:30 p.m. - 7:30 p.m. Reception in Exhibit Hall  
Tuesday, October 31: 7:30 a.m. - 1:30 p.m.

## TEAR DOWN

Tuesday, October 31: 1:30 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. 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

	5/1/2017 to 8/31/2017:	Beginning 9/1/2017:
<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 | [lori@wannerassoc.com](mailto:lori@wannerassoc.com)

# Exhibitor Terms and Conditions

We hereby apply for exhibit space for our use at the 2017 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 7/28/2017 = 100% refund of monies paid to GOSH to date. Cancellation prior to 9/25/2017 = 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 2017 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](http://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 .....	10.00
Continuing Legal Education (CLE) DAY 1 only (Pennsylvania).....	\$ 85.00 .....	5.50
Continuing Legal Education (CLE) DAY 2 only (Pennsylvania).....	\$ 55.00 .....	4.50
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
Human Resource Certification Institute (HRCI).....	\$125.00 .....	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
Certificate of Attendance.....	\$ 40.00 .....	9.75