

89th Annual

# Pennsylvania Governor's Occupational Safety & Health Conference

October 26-27, 2015

Hershey Lodge and Convention Center  
Hershey, PA



COMMONWEALTH OF PENNSYLVANIA  
OFFICE OF THE GOVERNOR

Dear Colleague:

It is my pleasure to announce the Pennsylvania Governor's Occupational Safety & Health Conference, held October 26 – 27, 2015, 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 eight decades since its inception. Business and labor come together to learn, share information and network to make Pennsylvania a safer place for all to work. This year's conference includes a variety of workshops to enhance the educational value for all attendees.

The 2015 conference agenda features a keynote address by Bruce Wilkinson, who will present "Redefining Safety Leadership & Accountability: Managing and Motivating Multi-Generational Employees to Make Safety Personal." The presentation explores challenges of managing and motivating a quality, safe workforce. Organizations now have the added challenge of finding creative ways to get Baby Boomers, Gen-Xers and Millennial employees to work together and build an effective, cooperative, respectful and customer-oriented team. This program will demonstrate effective ways to manage, motivate and inspire a multi-generational workforce.

In Pennsylvania, workers continue to be represented by workplace certified safety committees, a practice that I strongly encourage. Since 1994, more than 11,000 employers in Pennsylvania have created safety committees. These committees are effective in building labor-management cooperation to ensure the safety of more than 1.4 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 in excess of \$575 million.

I encourage you to take advantage of the many resources available during this nationally recognized event.

Sincerely,

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

TOM WOLF  
Governor

# General Attendance Registration

## FEE (Mark one)

	On or Before September 30, 2015	Beginning October 1, 2015
Full conference	<input type="checkbox"/> \$ 200	<input type="checkbox"/> \$ 230
Monday only	<input type="checkbox"/> \$ 125	<input type="checkbox"/> \$ 125
Tuesday only	<input type="checkbox"/> \$ 125	<input type="checkbox"/> \$ 125
Full time student	<input type="checkbox"/> \$ 75	<input type="checkbox"/> \$ 75

- 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

Make reservations for overnight accommodations at the Hershey Lodge by calling 800-437-7439.

Reference the "Safety Conference" (Group #1865585) to get conference single/double room rate of \$169, plus tax.

Reservations must be booked no later than September 24, 2015.

Hershey Lodge & Convention Center  
West Chocolate Avenue & 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 request or have any questions, please call 717.441.6043.

## TO REGISTER

**Pre-registration closes October 13, 2015.**

**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 \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_

Fax \_\_\_\_\_

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

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

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

☐ 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)

<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

Mail your check or money order, payable to the Governor's Occupational Safety & Health Conference, and this completed form by September 30, 2015, to:

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

# Monday, October 26, 2015

8:30 a.m..... Welcome

9:00 a.m..... Keynote

■ **Redefining Safety Leadership & Accountability:  
Managing and Motivating Multi-Generational  
Employees to Make Safety Personal**  
*Bruce Wilkinson*

Managing and motivating a quality, safe working workforce will be challenging in the future as organizations look for creative ways to get Baby-Boomers, Gen-Xer's and Gen Y employees to work together as an effective, cooperative, respectful and customer oriented team. This will be an enthusiastic and persuasively presented, fun-filled program that will demonstrate unique and effective ways to manage, motivate and inspire a multi-generational workforce to be self-accountable for behavior at work and to make safety personal for themselves, their co-workers and the general public.

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

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

■ **Labor Management Coalition**  
*James Gaffney and Heather Lutzker*

■ **Bringing Fun and a Positive Attitude Back to Work  
and Life**  
*Bruce Wilkinson*

Why do some people seem less troubled than others in a world that is constantly changing and challenging? What do these individuals have that allows them to overcome obstacles time and time again? It's because they know how to bring fun and a positive attitude into their work and life. This will be an enthusiastic, informative and fun-filled program demonstrating unique and effective ways to bring fun and a positive attitude into business and personal relationships making work and life more enjoyable and rewarding.

You will learn:

- How to spread light-hearted leadership attitudes at work.
- How to get up on the "right side of attitude" each day.
- Tips to bring a fun and positive attitude to both personal and family relationships.

■ **Dealing with Angry People**  
*Stephen Lane and Stephen Pakosh*

This workshop will provide awareness of those things that may cause anger and discontentment in those with whom you deal on a daily basis and discuss methods to defuse situations and achieve good results.

# Schedule at a Glance

## Sunday, October 25, 2015

2:00 pm - 8:00 pm..... Exhibit Early Set Up  
7:00 pm - 9:00 pm..... Registration Desk Open

## Monday, October 26, 2015

6:00 am - 7:00 am..... Exhibit Final Set Up  
7:00 am - 6:00 pm..... Registration Desk Open  
7:00 am - 8:30 am..... Continental Breakfast  
7:00 am - 7:00 pm..... Exhibit Hall Open  
8:30 am - 10:00 am..... Opening Session & Keynote  
10:00 am - 10:30 am..... Break / Exhibits  
10:30 am - 11:45 am..... Workshops  
11:45 am - 1:15 pm..... Lunch and  
Governor's Awards for Safety Excellence  
1:15 pm - 2:30 pm..... Workshops  
2:30 pm - 2:45 pm..... Break / Exhibits  
2:45 pm - 4:00 pm..... Workshops  
4:15 pm - 5:15 pm..... General Session  
5:30 pm - 7:00 pm..... Reception

## Tuesday, October 27, 2015

7:00 am - 1:30 pm..... Registration Desk Open  
7:00 am - 8:00 am..... Continental Breakfast  
7:00 am - 1:30 pm..... Exhibits Open  
8:00 am - 9:00 pm..... Keynote  
9:00 am - 9:15 am..... Break / Exhibits  
9:15 am - 10:45 am..... Workshops  
10:45 am - 11:00 am..... Break / Exhibits  
11:00 am - 12:30 pm..... Workshops  
12:30 pm - 1:30 pm..... Lunch  
1:30 pm..... Adjourn  
1:30 pm - 3:00 pm Exhibit Teardown

■ **Times are Changing: Nanomaterials & Safety**  
*John Turek and Joe Rietmulder*

New technology brings new safety challenges. If you think counting parts per million is detailed, just look at the future. We are now in the "nano" world, and even items such as 3-D printers are generating nanomaterials (some are 10,000 times smaller than the diameter of a human hair.) What should you be considering to ensure the safety and health of employees working around equipment that potentially releases nanomaterials? How do you manage potential risks related to 3-D printers, as these become more popular in manufacturing? This workshop will discuss some of these challenges, and related controls.

■ **IUP / OSHA Consultation Program**  
*Cynthia Mellen, CSP and Annette Olesen, CIH, CET*

This workshop will discuss the requirements, process, and benefits of obtaining the PA/OSHA Consultation Program's Safety and Health Achievement Recognition Program (SHARP) status. A case study from a Pennsylvania based company will be used as an example of going through the process from no safety and health program through the pre-SHARP process to SHARP status.

# Monday, October 26, 2015 - Agenda (continued)

## ■ **Effective Safety Communications**

**Curt Wittman**

This is a hands-on course revealing the secret to helping employees remember pertinent safety information. It uses the Baddeley and Hitch model of working memory and Flight Instructor techniques to improve safety training retention. As an example, the audience will be asked to memorize only five unrelated words and they will have great difficulty in doing so. After the Baddeley and Hitch working memory model is applied, the audience will successfully remember nine words in a row (nearly double).

## ■ **Construction - Fall Protection Demonstration & Awareness Vehicle**

**William Specht and Matt Smith**

Fall Protection Demonstration Vehicles bring on-site, hands-on fall protection to your workforce. We demonstrate actual drop-tests with force measuring instruments so workers are familiar with the arresting forces they may experience during a fall. This provides an excellent introduction to fall protection.

**11:45 a.m.**.....Lunch

**1:15 p.m.** .....Workshops

## ■ **Labor Management Coalition Repeat**

**James Gaffney and Heather Lutzker**

## ■ **Bringing Fun and a Positive Attitude Back to Work and Life Repeat**

**Bruce Wilkinson**

## ■ **Substance Misuse, Abuse and Addiction - Its Role in the Workforce and Access to Treatment: Part I**

**Gary Tennis, Esq., Secretary**

**Cheryl Dondero, Deputy Secretary**

**Kenneth J. Martz, Psy.D, CAS, Director of Treatment, Prevention and Intervention**

**PA Department of Drug and Alcohol Programs**

Substance Use Disorder (SUD) is common within the workforce and closely involved in increased costs and safety risks. This session will provide an introduction to SUD, its development, and an overview of prevention and treatment. The session will also examine relevant laws that protect access to care.

## ■ **Occupational Health & Safety Assessment Specifications (OHSAS) 18001**

**Scott Snyder and John Arnold**

The old assumption that workers are responsible for causing accidents is typically not entirely valid. Companies and organizations are responsible for risk that arises in the workplace. One way to manage risk is to implement a safety management system. This session will provide a broad overview of OHSAS 18001 management system. This system addresses accountability, document control, risk assessments, employee competencies and many other related topics.

## ■ **A Strategic Approach to Injury Management**

**Louis W. Lam, M.D.**

This workshop will explore a comprehensive approach to injury strategic management combining multi-faceted evidence, timing, prevention and team work.

## ■ **Effective Safety Communications Repeat**

**Curt Wittman**

## ■ **Construction - 29 CFR 1926.1200 Confined Spaces for Construction**

**Dennis Dougherty MS, MBA, CHST; Thomas A. Quinn; and Wil Cruz**

Dennis M. Dougherty will be presenting on the new Confined Spaces for Construction, 29 CFR 1926.1200. Discussions surrounding the new regulation included the five key differences from the General Industry Standard: (1) Impact of Multi-Employer Information Sharing, the (2) need for a Competent Person for Evaluation of Spaces, Continuous Monitoring for (4) Atmospheric and (5) Engulfment Hazards and (5) Permit Considerations. Dennis will also present the guidelines for emergency preparedness and rescue response time considerations.

Practical Session: Each session includes a practical look at means and methods of access and egress with retrieval and rescue considerations for both horizontal and vertical entries. Med-Tex Services partnered with Personal Protection Equipment Specialists "PPES" to demonstrate their Confined Space Trailer Simulator used for training evolutions. See this state of the art tool used by first responders to prepare for these unique work spaces!

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

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

# Monday, October 26, 2015 - Agenda (continued)

- **IUP / OSHA Consultation Program** *Repeat*  
*Cynthia Mellen, CSP and Annette Olesen, CIH, CET*
- **Dealing with Angry People** *Repeat*  
*Stephen Lane and Stephen Pakosh*
- **Substance Abuse: How to Help Employers and Employees - Part II**  
*Gary Tennis, Esq., Secretary*  
*Cheryl Dondero, Deputy Secretary*  
*Kenneth J. Martz, Psy.D, CAS, Director of Treatment, Prevention and Intervention*  
*PA Department of Drug and Alcohol Programs*
- **Occupational Health & Safety Assessment Specifications (OHSAS) 18001** *Repeat*  
*Scott Snyder and John Arnold*
- **A Strategic Approach to Injury Management** *Repeat*  
*Louis W. Lam, M.D.*
- **Construction - Toxic Materials in Construction**  
*Joseph A. Cocciardi PhD, CIH, CSP, REHS/RS; Timothy Davis, MD, MPH; and Judi Coyne*

Construction activities by nature involve toxic materials, substances which bio-accumulate, causing the variety of toxigenic responses. OSHA has annotated their permissible exposure limits to identify that they are outdated. This presentation centers on preventative medical aspects of protecting the workforce, identification of toxic materials at worksites, and the response to both symptomatic and non-symptomatic exposures to construction and demolition materials. Dr. Davis/Dr. Cocciardi additionally discuss heat/cold/fatigue, and their effect on the body's ability to fight toxic materials or eliminate them. Time is allotted for problem solving, questions and discussions.

- **Construction - Impact from OSHA's New "Confined Spaces for Construction" Standard on the General Industry Sector**  
*Dennis Dougherty MS, MBA, CHST; Thomas A. Quinn; and Wil Cruz*

Dennis will cover topics relating to confined spaces including: the comparison between general industry and construction, typical hazards and violations observed in the execution of confined space activities and the key areas to focus on during site evaluations or inspections. He will discuss the impact of the OSHA's new "Confined Spaces for

Construction" standard and help identify the considerations of the companies involved in construction may have to address. Discussions surrounding the new regulation included the five key differences from the General Industry Standard: (1) Impact of Multi-Employer Information Sharing, the (2) need for a Competent Person for Evaluation of Spaces, Continuous Monitoring for (4) Atmospheric and (5) Engulfment Hazards and (5) Permit Considerations. Dennis will also present the guidelines for emergency preparedness and rescue response time considerations.

Practical Session: Each session includes a practical look at means and methods of access and egress with retrieval and rescue considerations for both horizontal and vertical entries. Med-Tex Services partnered with Personal Protection Equipment Specialists "PPES" to demonstrate their Confined Space Trailer Simulator used for training evolutions. See this state of the art tool used by first responders to prepare for these unique work spaces!

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

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

## Active Shooter

*George J. Giangli, B.S, M.S and Stephen P. White*

Sadly, active shooter incidents seem to take place almost on a daily basis. These events often last no more than 5-15 minutes. How personnel respond in those first few minutes can make all the difference in saving lives or adding to the fatality statistics. This topic will address the proper response for personnel to take if they find themselves in an active shooter incident and to be able to recognize behaviors of concern among co-workers and customers that may indicate precursors to violence. It will address workplace violence awareness and how to de-escalate such incidents before they erupt in a violent act. It will also address what organizations can do before such an incident occurs to better configure their facilities and develop procedures that facilitate the proper response to an active shooter.

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

5:30 p.m .....Reception



# Tuesday, October 27, 2015 - Agenda

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

## **Hang Up and Drive**

**Jacy Good and Steve Johnson**

Distracted driving is taking a tragic toll on American roads every day. Shockingly, it's the cause of more than a quarter of all crashes right in our backyards. In the Hang Up And Drive presentation Jacy Good and her husband, Steve Johnson, recount the tragedy, caused by a phone-distracted driver, that forever altered their lives. They incorporate the latest and most compelling science and statistics related to this all-too-common issue, and leave their audience with the tools to help individuals and organizations break this deadly habit.

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

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

## ■ **Workers' Compensation Basics: The Experience Modifier and You**

**Frank J. Bruzzese, MS, CIH, CSP, CPCU**

The experience modifier is part of the equation that an insurance carrier uses to determine the premium that it will charge an employer for workers' compensation coverage; the higher the experience modifier, the higher the premium, and vice-versa. What many people do not realize is that much of the impact of the experience modifier on the premium is within the employer's control. This workshop will review the basics of how the experience modifier is calculated, the factors that can cause it to increase, and strategies for lessening that impact. This workshop is meant for anyone who is looking to help an employer to lower its workers' compensation cost.

## ■ **Emergency Response - Fire!**

**Doug Sanders**

This session will review a fire which destroyed the Morgan Truck Body Morgantown facility paint shop on August 30, 2012. The building was rebuilt and occupied in late 2013. The presentation details the roles and responsibilities of an EH&S Manager from the moment the fire began, investigation of cause, reconstruction and final occupancy.

## ■ **Emotional Intelligence: Moving from Fluff to Fact**

**Lennie Whitcomb, M. Ed – T & D, ENV SP**

This presentation will discuss the perception of Emotional Intelligence (EQ) among technical and safety professionals. We'll examine Emotional Intelligence and the strategy of using EQ as a key asset. Examples of Emotional Intelligence instruments are discussed and an exercise will be held to provide hands-on observation of EQ at work.

## ■ **The Ebola Crisis: Planning and Preparedness for a High Risk, High Consequence Event** **Scott Mickalonis MS, CEM**

In late summer 2014, the word Ebola became a household term in the United States. The arrival of the first patient and subsequent healthcare worker exposures created a need for coordinated preparedness planning efforts in healthcare institutions. This session will outline the process Penn State Hershey Medical Center worked through to become a CDC approved Ebola Treatment Center and will describe the comprehensive emergency preparedness plan with the necessary workplace safety measures in place for staff, families and visitors.

## ■ **Controlling Work: A Demonstration of Job Planning, Work Permitting, Process Isolation and Tailgate Talks**

**Steve Smalley, Troy Kyrlyuk, and Adam Oliver**

The work control process has many components that go by many names. Job Plans, Permits to work (PTW), Hot Work Permits, Job Safety Analyses, Tool-box and Tailgate talks, Lockout/Tagout and a number of other tools are used every day by workers to organize, control, and communicate activities happening at a worksite. This demonstration shows Williams Midstream's approach to the work control process as it applies to conducting maintenance on small natural gas filtration system.

You will learn:

- How Williams plans, communicates, and executes maintenance activities using the work control process.
- The administrative work control tools that Williams uses to carry out the process.
- A practical demonstration of a common maintenance activity in a natural gas gathering facility.

## ■ **Construction - Work Zone Traffic Manager**

**Matt Briggs**

Along with its industry partners, PennDOT is establishing a clear and detailed policy to require a Work Zone Traffic Control manager on every project that has temporary traffic control set-up within the travel lanes of its roadway system. Industry partners include the PA Turnpike Commission, Federal Highway Administration (FHWA), Occupational Safety & Health Administration (OSHA), the Associated Pennsylvania Constructors, the American Traffic Safety Services Association, and others involved with highway worker safety. This policy will cover both long-term and short-term operations, with the hopes to include the PA Turnpike and the local roadway system.

# Tuesday, October 27, 2015 - Agenda (continued)

## ■ Proactive Solutions to Preventing Slips & Falls on the Worksite

**Donny Beaver**

Are slip and fall accidents a concern for your workers and safety managers? This workshop addresses the risks of workplace slip and fall accidents, and more importantly, innovative solutions to proactively reduce the risk of such accidents occurring. Let's face it, you've experienced slick surfaces, like walkways, equipment and step-ups to your work vehicles. Think about it, you work with the following on a daily basis: grease, hydraulics, diesel fuel. Add rain, snow and ice... and you have a real recipe for slips and falls. This workshop provides eye-opening demonstrations that show the dangers of various untreated surfaces vs. surfaces treated with GritGrab anti-slip surfaces. These demonstrations provide "a-ha moments" and show a variety of conditions typical of industrial walking surfaces, including, dry, wet and greasy with different lubricants.

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

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

## ■ Workers' Compensation Basics: The Experience Modifier and You *Repeat*

**Frank J. Bruzzese, MS, CIH, CSP, CPCU**

## ■ Emergency Response - Fire! *Repeat*

**Doug Sanders**

## ■ Emotional Intelligence: Moving from Fluff to Fact

*Repeat*

**Lennie Whitcomb, M. Ed – T & D, ENV SP**

## ■ The Ebola Crisis: Planning and Preparedness for a High Risk, High Consequence Event *Repeat*

**Scott Mickalonis MS, CEM**

## ■ Controlling Work: A Demonstration of Job Planning, Work Permitting, Process Isolation and Tailgate Talks

**Steve Smalley, Troy Kiryluk, and Adam Oliver**

## ■ Construction - Fall Protection for Construction

**Michele Paxton and Frank Marsh**

Fall Protection for Construction will cover fall protection from a global perspective and will address associated research, training and effects of fall protection use. Legal issues for the designated competent person and the pros and cons of commonly used fall protection systems will also be addressed.

## ■ Corporate Wellness Program as a Return-On-Investment Strategy

**Brian Cardin, PT, C.Ped**

It is hard to prove that expenditures required to implement and maintain many wellness programs are "worth it" fiscally for employers. In an economy that requires increased efficiency to maintain profit margins, it can only be expected that employers should become critical about the viability of wellness programming that is unable to prove its efficacy. Corporate wellness programming as a tool to control health insurance premiums should be brought into question. With changing health insurance regulations, more and more companies are becoming self-insured for health care. In a self-insured corporate environment, utilization management becomes the key tool to both control direct health care costs, as well as to negotiate manageable health insurance premiums year to year. Wellness programming that cannot produce measureable biometric and health insurance utilization management data becomes another cost program that cannot demonstrate true return-on-investment (ROI). It is time to re-think how we define effective corporate wellness.

**12:30 p.m. .... Luncheon**

**1:30 p.m. .... Adjourn**

## Vendor Invitation

The Governor's Occupational Safety & Health Conference has been Pennsylvania's premier safety and health event for more than eight 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.

The exhibit hall, redesigned for 2015, provides additional exhibit space, and a dedicated workshop area bringing additional traffic to the hall.

In 2014, more than 1,100 attendees took advantage of educational sessions, learning innovative, behavior-based safety practices to improve workplace safety culture.

Over 80 vendors and consultants were 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 2015 Conference Program Book. Send this form along with a high resolution file to Jennifer Summers by September 14, 2015. Ads received after September 14 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, your 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 one

- ☐ Double Truck (two full pages).....7.5" x 10" .....\$ 300
- ☐ Full Page .....7.5" x 4.5" .....\$ 200
- ☐ Half Page.....3.75" x 4.5" .....\$ 125
- ☐ One-Third Page.....1.78" x 4.5" .....\$ 100

Company name as it should appear in print: \_\_\_\_\_

Contact name: \_\_\_\_\_

Street address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

*Sponsor ads print in color; all others in black and white. Send files as .jpg, or .pdf.*



# Sponsorship Information

To be a sponsor of the 2015 Governor's Occupational Safety and Health Conference, send this form along with a high resolution ad and logo file to Jennifer Summers by September 14, 2015. Ads received after September 14 may be returned and 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, your advertisement, and check payable to Governor's Occupational Safety and Health Conference.

908 N. 2nd Street | Harrisburg, PA 17102

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

## SPONSOR OPTIONS

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

- Ten admissions to the 2015 Governor's Occupational Safety and Health Conference
- A full page (7.5" x 4.5") color advertisement in the Program Book used by participants throughout the conference.
- 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 with organization logo, if available.

### Silver Sponsor .....\$1,250

- Three admissions to the 2015 Governor's Occupational Safety and Health Conference
- A full page (7.5" x 4.5") color advertisement in the Program Book used by participants throughout the conference.
- 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 with organization logo, if available.

### Bronze Sponsor .....\$600

- Two admissions to the 2015 Governor's Occupational Safety and Health Conference
- A half page (3.75" x 4.5") color advertisement in the Program Book used by participants throughout the conference.
- 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 with organization logo, if available.

### Honorary Sponsor .....\$300

- One admission to the 2015 Governor's Occupational Safety and Health Conference
- Recognition in the Program Book used by participants throughout the conference identifying your company as an Honorary Sponsor.

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

## 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. Enclosed is my check for:

#### Select one

- ☐ \$3,500 Gold Sponsor
- ☐ \$1,250 Silver Sponsor
- ☐ \$ 600 Bronze Sponsor
- ☐ \$ 300 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 2015 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 14, 2015 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:

- **NEW - Vendor lunches available in the exhibit hall**
- (1) 6' table draped, 2 chairs, wastebasket, backdrop with vendor name sign (7 inches x 42 inches), and side rails
- Full conference registration for two representatives (additional reps require full registration)
- Meals, breaks and reception for two representatives as indicated on the agenda.
- Vendor name on [www.pasafetyconference.com](http://www.pasafetyconference.com) with hyperlink to company web address through January 31, 2016.
- 24-hour roaming security provided by the Hershey Lodge Security Staff
- Electric and internet services are available upon placing your order with Hershey Exposition Services. Additional fees apply.
- The exhibit hall is carpeted

## SET UP

Sunday, October 25: 2:00 pm - 8:00 pm

Monday, October 26: 6:00 am - 7:30 am

## SHOW HOURS

Monday, October 26: 7:30 am - 5:30 pm

5:30 pm - 7:30 pm Reception in Exhibit Hall

Tuesday, October 27: 7:30 am - 1:30 pm

## TEAR DOWN

Tuesday, October 27: 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

Company Name \_\_\_\_\_

Company Website \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

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

Work Phone \_\_\_\_\_ Cell phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

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

	5/1/2015 to 8/31/2015:	9/1/2015 to 10/26/2015:
<input type="checkbox"/> 20' x 20'	\$ 2000	\$ 2400
<input type="checkbox"/> 8' x 40'	\$ 1975	\$ 2375
<input type="checkbox"/> 8' x 30'	\$ 1475	\$ 1775
<input type="checkbox"/> 8' x 20'	\$ 1000	\$ 1150
<input type="checkbox"/> 8' x 10'	\$ 575	\$ 675

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 | [jennifer@wannerassoc.com](mailto:jennifer@wannerassoc.com)**

# Exhibitor Terms and Conditions

We hereby apply for exhibit space for our use at the 2015 Pennsylvania Governor's Occupational Safety and Health (GOSH) Conference. The fee indicated on the registration form is required now to hold the space. GOSH will assign exhibit space in order of priority established by date of payment received. If our choices of exhibit space have already been assigned, GOSH will assign us the best available exhibit space. We understand that this contract, when signed by us and accepted by GOSH, is binding and requires that payment be made in full. We agree to comply with the exhibit regulations, instructions and conditions of the contract published below and with all conditions under which facilities at the Hotel are provided to GOSH.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

14. **CANCELLATIONS:** Cancellation prior to 7/27/2015 = 100% refund of monies paid to GOSH to date. Cancellation prior to 9/26/2015 = 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 2015 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.

Continuing Legal Education (CLE) DAY 1 only .....	6.50
Continuing Legal Education (CLE) DAY 2 only .....	3.00
Continuing Legal Education (CLE) Both Days .....	9.50
Pennsylvania State Nurses Association .....	9.75
Board of Certified Safety Professionals (BCSP/COC) .....	1.00
The Commission for Case Management Certification (CCMC) .....	9.75
Certification of Disability Management Specialists Commission (CDMSC) .....	9.75
Commission on Rehabilitation Counselors Certification (CRCC) .....	9.75
Certified Worker Compensation Professionals (CWCP) .....	9.75
National Board for Certified Counselors and Marriage and Family Therapist (NBCC) .....	9.75
Certified Hazard Control Management (CHCM) .....	9.75
Certified Healthcare Safety Professional (CHSP) .....	9.75
Certified Product Safety Management (CPSM) .....	9.75
Human Resource Certification Institute (HRCI) .....	9.75
Institute of Hazardous Materials Management (IHMM) .....	0.50
International Board for Certified Safety Managers (CHSP, CHSP-FSM, CHCM, CPSO) .....	9.75
PA Insurance Continuing Education .....	11.00
Certificate of Attendance .....	9.50