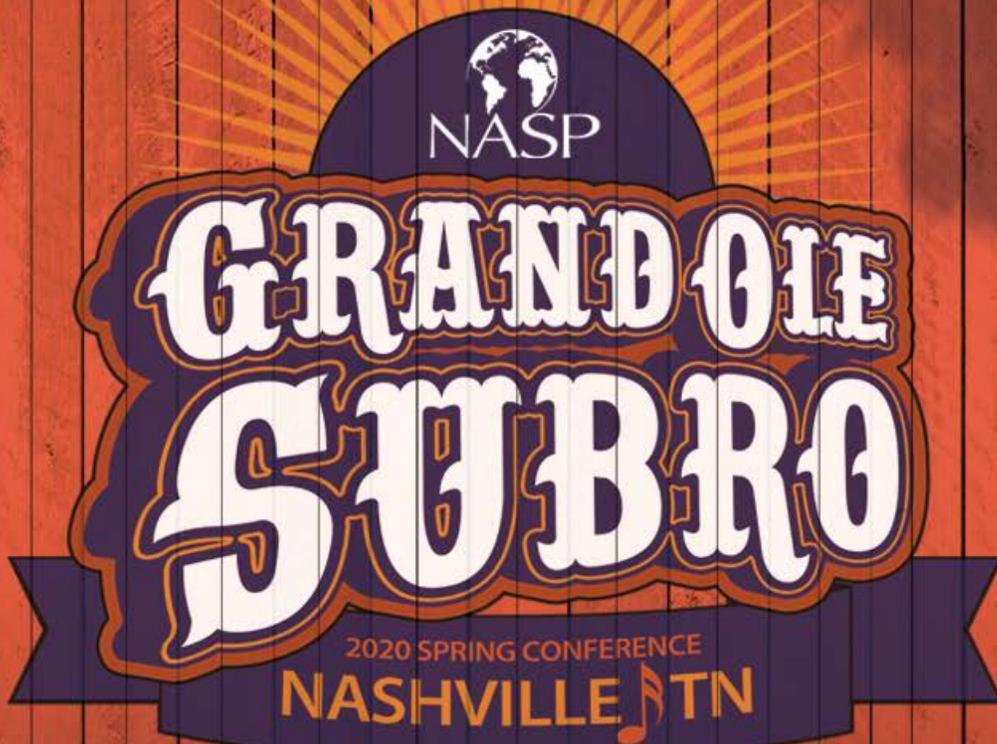


REGISTRATION BROCHURE



2020 SPRING CONFERENCE
NASHVILLE TN

APRIL 23-24 / J.W. MARRIOTT
SUBROGATION.ORG

Setting the Stage for Product Liability

NASP

The Voice
of Subrogation



WELCOME LETTER

FIRE, BURNING DOWN THE HOUSE

You don't want to miss NASP's 2020 Subrogation Litigation: Skills and Management Conference, which will be held at The Roosevelt Waldorf Astoria Hotel in New Orleans, Louisiana on Thursday, April 23rd and Friday, April 24th. Just a short walk to the French Quarter and close to New Orleans nightlife, dining and culture, the historic Waldorf Astoria provides the perfect setting for this two day event. Come experience the Southern hospitality of New Orleans in this elegant hotel in this vibrant Mardi Gras town. The Roosevelt New Orleans is a repeat winner of the TripAdvisor Certificate of Excellence, which is an award given to hotels that consistently earn great reviews from travelers.

Our theme this year is "Fire, Burning Down the House". This conference will offer substantive sessions for subrogation professionals on a wide variety of topics and issues that arise in fire-related subrogation cases. This conference offers something for everyone, whether you're adjusting, litigating or managing property subrogation claims, workers' compensation subrogation claims or auto subrogation claims. You are sure to find high-level sessions with top-notch presenters.

We are fortunate to have Paul Scoptur as the keynote speaker for this event. Paul is one of America's most sought after jury consultants and he, along with Bill Hoffmann, partner with Grotefeld Hoffmann, and Teirney Christenson, partner with Yost & Baill will kick-off the 2020 Lit Skills Conference. NASP commissioned a study of three subrogation scenarios with Paul. Paul will discuss how the jurors viewed the subrogation cases, insurance companies and other fire subrogation case specific issues. It's a presentation designed specifically with subrogation at the forefront and unique to the subrogation industry.

The 2020 Conference will offer a multitude of educational sessions with approximately 40 speakers presenting on fire-related topics. It will start out with a high-level discussion on the standard of care in fire loss litigation along with a study of complex fire scene investigations and a look at the latest technology for investigating and documenting fire scenes. Other sessions will highlight specific issues relating to restaurant fires, vehicle and cargo fire losses, fireplace fires and agricultural fire loss claims. Specific topics will be tackled, including spontaneous combustion, spread theories, burn injury claims and issues related to pursuing utility companies. A special session is dedicated to wild fire losses and how forming a constructive team approach may be successful in pursuing these claims. The educational opportunities provided at the 2020 Lit Skills Conference are exceptional and unavailable anywhere else in the industry! There are also many networking opportunities, as this conference follows Executive Forum, where the top leaders of subrogation meet to discuss important subrogation issues that affect us all on a day-to-day basis.

LET THE GOOD TIMES ROLL at the Roosevelt Waldorf Astoria in New Orleans! This Conference is gearing up to be a significant event that you won't want to miss. We look forward to seeing you in New Orleans!

Kammy Poff
Conference Co-Chair
Allstate

Susan Benson
Conference Co-Chair
Benson Legal, APC

J.W. MARRIOTT



CONFERENCE AGENDA

THURSDAY, APRIL 23, 2020

The Registration Desk will be open from 7:00 AM – 5:30 PM.

7:30 AM – 8:30 AM	BREAKFAST WITH EXHIBITORS
8:30 AM – 9:00 AM	WELCOME FROM CONFERENCE CO-CHAIRS
9:00 AM – 10:00 AM	<p>Keynote Presentation</p> <p>Jury Research Focus Groups – Hitting The Bull’s-Eye: Putting Your Subrogation Case in Focus (Part 1)</p> <p><i>Paul Scoptur, William Hoffman, Teirney Christenson</i></p>
10:00 AM – 10:30 AM	REFRESHMENT BREAK IN EXHIBIT HALL
10:30 AM – 11:30 AM	<p>KEYNOTE PRESENTATION</p> <p>Jury Research Focus Groups – Hitting The Bull’s-Eye: Putting Your Subrogation Case in Focus (Part 2)</p> <p><i>Paul Scoptur, William Hoffman, Teirney Christenson</i></p>
11:30 AM – 12:30 PM	LUNCH WITH EXHIBITORS

12:30 PM – 1:30 PM	<p>Concurrent Session #1.1</p> <p>Marina Fires – Complex Fire Scene Investigations</p> <p><i>Robert Kochan, Phil Carroll, Glen Lawson</i></p> <p>This presentation will focus on the complexities of managing large, multi-faceted, fire investigations. The objective will be to provide each participant with a firmer understanding of the technical and legal issues associated with what is needed to perform a technically accurate, unbiased, legally defensible, forensic, fire scene & evidence collection effort. We will discuss the type of expertise, equipment and associated logistics which frequently needed to handle various aspects of the large losses. The “Scientific Method” defined in NFPA 921 “The Guide for Fire and Explosion Investigations” and the correct methodology for identifying, collecting & storing evidence will be clarified.</p>
1:30 PM – 1:45 PM	<p>Concurrent Session #1.2</p> <p>Advancing Fire Scene Documentation with the Latest Technology</p> <p><i>Robert Toth, Jennifer Poynter</i></p> <p>The presentation, as well as the varied presenters, will introduce cutting-edge documentation tools available to the subrogation community. These tools include Unmanned Aerial Systems (drones), digital photography, 360-degree imaging, 3D laser scanning, and Virtual reality. The presenters, from the fire investigation, legal, and insurance industry, will give their individual perspectives on its applications and specific uses inside each of their respective arenas. Attendees will grow their appreciation for the varied applications of these technologies, develop a better understanding of their proper uses, and how to properly incorporate these resources into their work flow to strengthen their subrogation claims.</p>
1:45 PM – 2:30 PM	<p>Concurrent Session #2.1</p> <p>Standard of Care in Fire Loss Litigation</p> <p><i>Chris Konzelmann</i></p> <p>The majority of subrogation claims involve negligence and the need to prove that the target deviated from an accepted industry standard of care. The standard may come from statutes, regulations, standard’s organizations (NFPA), trade groups, or general industry custom and practice. Attendees will learn the importance of establishing standards of care, how to locate standards of care, and how to leverage a breach of a standard of care to obtain a more substantial subrogation recovery. Deposition testimony will be used throughout the presentation to demonstrate how standards of care can and should be used during the litigation process.</p>
2:30 PM – 3:00 PM	<p>Concurrent Session #2.2</p> <p>Protecting and Preserving the House: Fire Protection Systems and Subrogation Opportunities</p> <p><i>Sam Pace, Steve Winning, Mike Driscoll</i></p> <p>This interactive session will illustrate the catastrophic damage that can occur when a fire suppression system does not function as designed. In addition to examining the role of the inspection/maintenance company for the system, the presentation will address less common recovery avenues, such as improper design and component part failure, as well as highlighting the importance of the relationship between owner/manager and all service providers. The role and importance of low point drains, load capacity, nozzle placement, and outside air influence will all be factored into the case studies. Restaurant kitchen fires and issues unique thereto will also be discussed.</p>
	REFRESHMENT BREAK IN EXHIBIT HALL

CONFERENCE AGENDA

<p>3:00 PM – 4:00 PM</p>	<p>Concurrent Session #3.1</p> <p>To Burn or Not to Burn? That is the Question <i>Michael Wallace, Thomas Paolini, Kevin Lewis</i></p> <p>This presentation will discuss whether or not burn testing is appropriate to conduct in a given case, what is needed for the testing and who should conduct the testing. This presentation will explore case examples involving fire losses where burn testing was utilized to substantiate the experts' opinions and maximize subrogation recoveries. The importance of communication between experts, attorneys and subrogation professionals regarding the costs associated with the testing and potential downfalls of performing testing will also be discussed. The presentation will also explore admissibility issues with the testing and the importance of properly documenting the testing and test results.</p> <hr/> <p>Concurrent Session #3.2</p> <p>No Expert? No Evidence? No Problem! Alternative Theories for Pursuing Property Subrogation Recoveries After a Fire Loss <i>James Busenlener</i></p> <p>This session will discuss pursuing property subrogation after a fire loss despite spoliation, lack of definitive physical evidence or an inconclusive fire, investigative or expert report. Alternative causation arguments will be examined such as the product malfunction theory and res ipsa loquitur. Subrogation professionals will be provided the tools necessary to evaluate and promote unconventional theories when navigating a challenging fire claim, before closing the file and missing out on a potential recovery.</p>
<p>4:00 PM – 5:15 PM</p>	<p>RECEPTION IN EXHIBIT HALL</p>
<p>5:30 PM – 6:30 PM</p>	<p>PRESIDENT'S RECEPTION</p>

FRIDAY, APRIL 24, 2020

The Registration Desk will be open from 7:00 AM – 1:30 PM.

<p>7:30 AM – 8:30 AM</p>	<p>BREAKFAST WITH EXHIBITORS</p>
<p>8:30 AM – 9:30 AM</p>	<p>Concurrent Session #4.1</p> <p>Litigation Coalitions – Common Alliances and Strange Bedfellows <i>Mark Grotefeld, Hobie Hind, Thomas Sing, Sarah Newman-Altamirano</i></p> <p>Arguably the most successful coalitions in the subrogation world have transpired in wildfire litigation. In this session you will hear from a seasoned wildfire Origin & Cause Investigator and experienced wildfire counsel regarding benefits to be achieved and the pitfalls to avoid in forming fire case coalitions. The discussion will include tips for building a team based recovery strategy, building and sustaining trust in and among the coalition, maintaining open channels of communication and balancing the group membership dynamic while maintaining individual identity. The panel will provide insights, both good and bad, from lessons learned and how the subrogation industry can improve upon coalition building in the future. Although the concept of working as a team sounds easy, many industries have yet to accomplish constructive coalition building. Come learn why the subrogation industry, especially in the wildfire setting, has been so successful in fire case coalitions.</p> <hr/> <p>Concurrent Session #4.2</p> <p>Subrogation of Agricultural Property Claims <i>James Chamberlain, David Taylor</i></p> <p>The agricultural boom led to record grain prices and income for its producers and distributors. This increase in income and record low interest rates has led to capital expenditures that increase capacity and produce efficiencies in their operations. The influx of new construction, equipment design and installation have lead to more potential for catastrophic property losses. The early involvement of key experts and experienced counsel will allow insurance companies to efficiently and accurately investigate the loss. This will put them in better position for subrogation recovery and allow our customer to get back to business.</p>
<p>9:30 AM – 9:45 AM</p>	<p>MOVEMENT BREAK</p>

CONFERENCE AGENDA

<p>9:45 AM – 10:30 AM</p>	<p>Concurrent Session #5.1</p> <p>Stop Overlooking Manufacturers on Clearance to Combustible Fireplace Cases – A Case Study on Why Pursuing Only the Installer is Selling Your Case Short <i>Richard Schuster</i></p> <p>Claims involving fire place “clearance to combustibles” are common. In such cases, the fire place installer, general contractor, mason, and other trades are common targets. Often, however, investigation overlooks the fire place designer / manufacturer’s culpable actions. This presentation uses the shocking litigation surrounding a recent disastrous home fire as a case study to demonstrate how properly investigating and focusing on one of America’s largest fire place manufacturers revealed eye-raising issues, bolstered liability, and increased the value of the claim. Never overlook again the value of pursuing valid claims against fire place manufacturers.</p> <hr/> <p>CONCURRENT SESSION #5.2</p> <p>Vehicle and Cargo Fire Losses: How Do They Work Together? <i>Robert Stern</i></p> <p>This session will cover four main subjects. First, we will address investigating a vehicle loss which involves cargo. Second, we will identify issues arising in a vehicle loss affecting real property, working with real property group (adjusters, experts, subrogation counsel). Third, we will discuss issues and techniques for investigating a cargo loss to identify a target other than shipper. Finally, we outline concepts to consider when storing evidence in vehicle and cargo losses.</p>
<p>10:30 AM – 11:00 AM</p>	<p>REFRESHMENT BREAK IN EXHIBIT HALL</p>

<p>11:00 AM – 12:00 PM</p>	<p>Concurrent Session #6.1</p> <p>Stains to Flames! Subrogating the Spontaneous Combustion Fire <i>Dave Matejczyk, Kevin Keaton, Sue Hetzel</i></p> <p>Spontaneous combustion or chemical reaction fires result in thousands of fires each year. The majority of these fires involve home structures, often during construction completion or during remodeling. The cause is often the result of the misuse by contractors of stains and chemicals, and improper discarding of stained or oily rags. The challenge in a subrogation case is often direct evidence as to the ignition source is consumed in the fire. This program will address the science of a spontaneous combustion fire; facts that suggest the loss is the result of spontaneous combustion; products and items that will ignite if not properly used or discarded; essential investigation of events and timeline prior to the fire; key direct and circumstantial evidence; finding remnants that may be tested; Material Safety Data Sheets, product labels and instructions; and the lab testing of retrieved evidence. The presentation will utilize materials from actual subrogation cases.</p> <hr/> <p>Concurrent Session #6.2</p> <p>Don’t Get Burned – The Causes and Effects of Burn Injury Claims <i>Jesse Cohen, Robert Caplan, Victoria Phillips</i></p> <p>Attendees will explore the causes and effects of five burn cases. Burn injuries are unique from other worker’s compensation claims in that they are almost always high dollar value losses. Burn injuries and scars are life long and do not heal, commonly resulting in permanent disability. Investigating burn injuries is also complicated by the fact that injured claimants are often on a ventilator or in a coma, making it impossible to gather details on the nature of the loss. During the session we will explore the types of burns, such as electrical arc flash, thermal, and radiant, as well as looking at recent advances in treatment.</p>
<p>12:00 PM – 1:00 PM</p>	<p>LUNCH WITH EXHIBITORS</p>

CONFERENCE AGENDA

1:00 PM – 2:00 PM	<p>Concurrent Session #7.1 Hardware and Maintenance in Restaurants are not the Only Culprits for Liability <i>Eric Miller, Lemuel Laster</i></p> <p>Fires that occur in restaurants involve issues which don't always show up in fires that occur in homes or other commercial buildings. This session will address the various issues that arise from these sometimes unique fire claims, and will provide you with the tools necessary to address these unusual and often extremely costly subrogation claims. Come and listen to an experienced fire expert and a seasoned property subrogation lawyer discuss the tactics necessary to maximize your subro dollars in these "anything but run of the mill" property claims.</p>
	<p>Concurrent Session #7.2 Winning Recoveries Against Utilities <i>Joseph McGlynn, Raymond Mack</i></p> <p>Utility cases present unique challenges for recovery professionals. This interactive presentation will demonstrate through real world examples how to ensure you make the right decisions and avoid the usual pitfalls. First, the presenters will explain why utilities are liable under a variety of scenarios. Second, the presenters will describe the anatomy of utility company litigation, and examine the evidentiary and legal roadblocks at each stage. The role of state Tariffs and the Public Utility Commission will be explored within the context of subrogation litigation. Finally, the presentation will include actual video and audio from the presenter's cases to illustrate the above. The subrogation professional from each discipline will leave with the subject matter knowledge required to narrow the focus of your utilities case and increase the profitability of these claims.</p>
2:00 PM – 2:15 PM	MOVEMENT BREAK

2:15 PM – 3:00 PM	<p>Concurrent Session #8.1 Sun Burned – The Future of Subrogation Investigations in Renewable Energy Equipped Residences <i>Michael Custer, Larry Pollack</i></p> <p>As renewable energy products become more cost effective, solar and wind power sources and related electrical devices will become more commonplace in residences. The complexities of these systems and the related challenges associated with synchronizing their power to the existing power grids, will create new failure modes that must be analyzed in residential fire investigations. This program will introduce the components of these systems, how they interface with each other and current systems, and potential failure modes. This program will also cover NFPA standards for renewable energy systems and potential legal issues that may arise.</p>
	<p>Concurrent Session #8.2 Negative Inference Cases: Your Invisible Smoking Gun <i>Rebecca Wright, Steven Alsip</i></p> <p>Your insured's rental property suffered extensive fire damage, and the cause and origin report places the blame on a carelessly discarded cigarette butt. Of course, the cigarette butt is nowhere to be found. How can you possibly prove your case when the evidence itself was destroyed in the loss? This session will discuss strategies for you to carry the burden of proof required to win at trial (or reach a favorable settlement), including the role of circumstantial evidence, specialized discovery, social media, the relevant statutory and lease provisions at play, and recent changes to the NFPA's position on negative inference.</p>
3:00 PM – 3:15 PM	MOVEMENT BREAK
3:15 PM – 4:00 PM	<p>Session #9 A Humorous Look Behind the Scenes of Jury Selection <i>Teirney Christenson, Mark Grotefeld</i></p> <p>Join us for hurricanes and humor with highlights of the jury focus discussion started in our Keynote Session. Learn how your fellow colleagues view some of these tough subrogation issues and how these views come into play when trying or evaluating your own subrogation cases. You won't want to miss this entertaining event.</p>

REGISTRATION, SPONSORSHIP, AND EXHIBITOR INFORMATION

CONFERENCE REGISTRATION

Become a member and receive a reduced rate for this conference. Please visit www.subrogation.org to learn more.

CONFERENCE REGISTRATION FEES

ON OR BEFORE FEBRUARY 12, 2020

Members: \$975

Non Members: \$1,475

AFTER FEBRUARY 12, 2020

Members: \$1,080

Non Members: \$1,630

ADDITIONAL FEES

CONTINUING LEGAL EDUCATION (CLE) CREDITS - \$225*

There is an additional fee of \$225 for filing for CLE credits for your attendance at this conference. No CLE credits will be provided if payment is not made. An "Official Record of Attendance" form will be provided at the registration desk to all individuals registered for CLE. Because of strict deadlines set by the states, the CLE forms must be returned to the NASP registration desk prior to the end of the conference on March 30, 2020 or mailed to the NASP staff office before March 30, 2020 for official filing.**

**Provided by CEU Institute.*

***Any CLE forms received after March 30, 2020 will be subject to a \$100 late filing fee.*

CONTINUING EDUCATION (CE) CREDITS FOR ADJUSTERS - \$175*

There is an additional fee of \$175 for filing for Continuing Education (CE) Credits for adjusters for your attendance at this conference. No CE credits will be provided if payment is not made. An "Official Record of Attendance" form will be provided at the registration desk to all individuals registered for CE. The CE forms must be returned to the NASP registration desk prior to the end of the conference on March 30, 2020 or mailed to the NASP staff office before March 30, 2020 for official filing.**

**Provided by CEU Institute.*

***Any CE forms received after March 30, 2020 will be subject to a \$100 late filing fee.*

CONFERENCE GUEST REGISTRATION (\$150 THURSDAY EVENING RECEPTION ONLY)

Conference Guest Registration is available only to spouses and personal guests of conference registrants. This fee includes admittance to the Thursday Evening Reception ONLY. Conference Guest Registration does NOT allow guests access to the educational sessions or the exhibit hall during daytime hours. Conference Guest Registration must be accompanied by a full conference registration.

REGISTRATION, SPONSORSHIP, AND EXHIBITOR INFORMATION

CANCELLATION POLICY

Written cancellation postmarked or faxed on or before February 9, 2020 will receive a refund of all registration fees paid, less a \$150 cancellation fee. Due to hotel and staffing commitments, all cancellations after February 9, 2020 are not eligible for a monetary refund. However, you may request that a credit equal to the registration amount paid, minus the \$150 change fee, be applied to your profile / NASP account. Credits may then be applied to conference registrations, webinar registrations, chapter meeting registrations, etc., occurring within 12 months from the date of credit deposit. No shows are not eligible for a refund. Substitution of an attendees may be done at any time up to 48 hours prior the conference at no charge.

Note: Credits are non-transferable.

SPONSORS

Put your company name and information in front of the decision-makers by becoming a conference sponsor. Studies prove that attorneys provide the names of expert witnesses in 44% of cases. Can you afford to miss this opportunity to showcase your services and/or products to this important group of purchasers? For more information, contact Cherish Diviney at cherish.diviney@subrogation.org or at 800.574.9961.

EXHIBITORS

Any firm or organization not assigned an exhibit space will not be permitted to display products, distribute circular or promotional material, or solicit business in the conference area or in any public area of The Roosevelt during the conference. Persons who violate this rule will be asked to leave the conference and will be banned from future NASP events with no refund. Please report violations to the Board of Directors, Conference Chairs or any NASP staff member. For more information, contact Elle Wiernik at elle.wiernik@subrogation.org or at 800.574.9961.

HOTEL INFORMATION

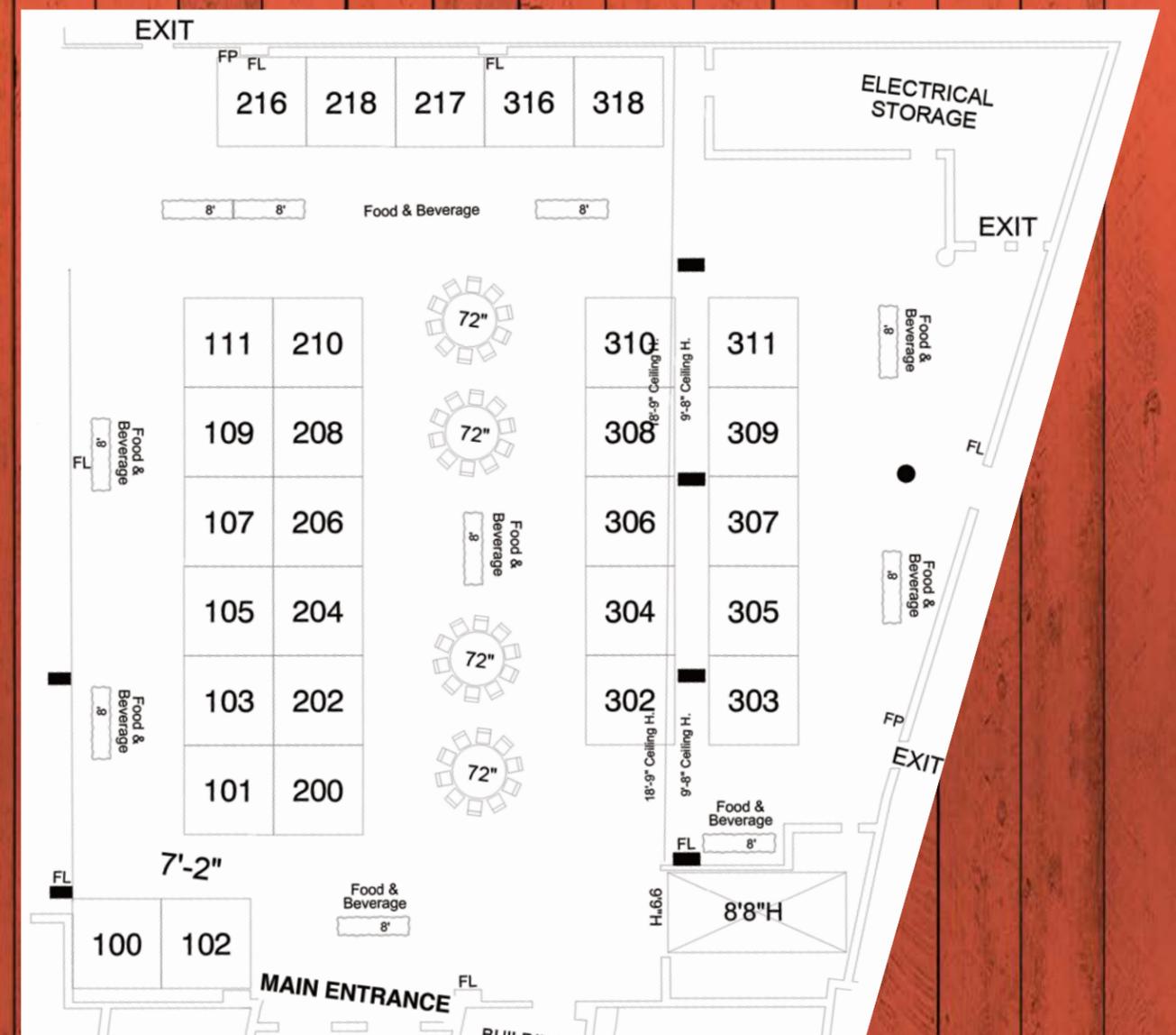
J.W. MARRIOTT

201 8th Ave South
Nashville, TN 37203

Discounted rooms are available to all NASP attendees by clicking on the "Reserve a Room" link on the "Conferences" page of the NASP website at www.subrogation.org.

EXHIBIT HALL

J.W. MARRIOTT
NASHVILLE, TN



REGISTRATION, SPONSORSHIP, AND EXHIBITOR INFORMATION

WHO WILL BE ATTENDING

- Subrogation attorneys and in-house counsel who try cases or oversee litigation
- Insurance company staff professionals who are involved in the litigation process
- Vendors interested in networking with subrogation litigation professionals
- Insurance company representatives and attorneys interested in learning more about the subrogation process

YOUR EXHIBIT INVESTMENT INCLUDES:

- A pre-conference attendee mailing list to promote your presence at the conference
- One complimentary, full-conference registration for exhibitor personnel
- Access to all educational sessions
- A company listing in NASP's smartphone interaction application (app)
- Professional floor management and overnight security in the exhibit hall
- A 6' table for your booth, one wastebasket, a company identification sign, two chairs, etc.
- Access to the overview presentation and all receptions
- Networking amongst 300+ subrogation attendees, including Insurance Claims Professionals and Service Providers (attorneys, adjusters, brokers, experts, etc.)
- Ribbons on your name badge identifying you as a conference exhibitor
- Early admission to enjoy all meal functions
- Recognition in our *Subrogator* magazine
- A post-conference attendee mailing list to reinforce your presence at the conference

TENTATIVE EXHIBIT HALL SCHEDULE

WEDNESDAY, MARCH 21, 2020:

Exhibitor Installation: TBD

THURSDAY, APRIL 23, 2020:

Breakfast with Exhibitors: 7:30 AM – 8:30 AM

Refreshment Break: 10:00 AM – 10:30 AM

Lunch: 11:30 AM – 12:30 PM

Refreshment Break: 2:30 PM – 3:00 PM

Evening Reception: 4:00 PM – 5:15 PM

FRIDAY, APRIL 24, 2020:

Breakfast with Exhibitors: 7:30 AM – 8:30 AM

Refreshment Break: 10:30 AM – 11:00 AM

Lunch: 12:00 PM – 1:00 PM

Exhibitor Dismantle: 1:30 PM

Members \$1,995
Non Members \$2,500

**Per one 10-foot by 10-foot booth space.
Includes one exhibitor personnel registration.*

CONSIDER BECOMING A SUBROGATION LITIGATION: SKILLS & MANAGEMENT CONFERENCE SPONSOR

BENEFITS OF SPONSORSHIP

- Signage at the conference
- Acknowledgement in the *NASP Subrogator* magazine
- Acknowledgement on the NASP website
- Receive a color ad in the conference syllabus
- Ribbons on your name badge at the conference identifying you as a sponsor

SPONSORSHIP LEVELS

Bronze Sponsor – \$2,500

(1/4 page, color ad)

Silver Sponsor – \$5,000

(1/2 page, color ad)

Gold Sponsor – \$7,500

(2/3 page, color ad)

Platinum Sponsor – \$10,000

(full page, color ad)

Advertisement requirements and deadlines will be forwarded to you upon receipt of your sponsor application. Payment must be received by February 1, 2020, to ensure that ads will be included in the conference syllabus. For more information, contact Cherish Diviney at cherish.diviney@subrogation.org, or at 800.574.9961.

RULES AND REGULATIONS

BOOTH ASSIGNMENTS

Some booths are reserved during priority booth selection. Full payment of the booth fee is required upon submission of the contract to the NASP office. This must be done prior to any booth assignment being completed.

BOOTH DÉCOR

Individual booth spaces are 10-feet by 10-feet. Each exhibit space will consist of a 8' high draped back wall and 3' high draped side rails, one draped table, two chairs, one wastebasket and one company identification sign. The exhibit hall is fully carpeted. Information on additional carpeting and furnishings will be included in the Exhibit Services Kit.

OFFICIAL SHOW CONTRACTOR

Exhibitors must use the Official Show Contractor for drayage and rigging, furniture rental, labor and custom cleaning. Due to space and shipping dock limitations, please do not send your exhibit materials directly to the hotel. An Exhibit Services Kit will be provided to you 4 weeks prior to the conference. Representatives will be available during setup, throughout the conference and during removal to assist you.

USE OF SPACE

NASP enforces the IAEM Guidelines for Display Rules and Regulations, 2005 Update. These guidelines have been adopted by NASP to ensure consistent and fair exhibiting standards for our event. By signing the Exhibit Registration Contract, you are agreeing to abide by the IAEM guidelines, NASP's rules and any rules outlined in the Exhibit Services Kit. A copy of the IAEM Guidelines for Display Rules and Regulations will be sent to you upon receipt of your exhibit contract. A single exhibit booth may be occupied by only one company and must be occupied by the same company for the duration of the conference. No firm or organization not assigned exhibit space will be permitted to display products, distribute circular or promotional materials, or solicit business in the conference area or in any public area of The Roosevelt during the conference. Persons who violate this rule will be asked to leave the conference and will be banned from future NASP events with no refund.

SETUP AND REMOVAL

The exhibit area at The Roosevelt will be available for setup on Wednesday, March 21, 2020, from 11:00am – 6:00pm. Please have ALL company representatives check in individually at the NASP registration desk to receive their registration badge. The NASP registration desk will be open at 7:00am on Thursday, April 23, 2020. Exhibits must be fully installed no later than 6:00pm on March 21, 2020. Exhibitors that do not complete set up of their booth before the beginning of the conference automatically forfeit the exhibit space unless previous arrangements have been made with the NASP office and approved by the NASP staff. The disposition of the booth will be entirely at the discretion of NASP. NO refunds will be granted, nor will previous payments be credited to any future event or other purpose. Please note: For security reasons, name badges **MUST** be worn at all times during the NASP conference. Dismantling and repacking of exhibits is scheduled from 1:30pm – 6:00pm on Friday, April 24, 2020. Exhibitors are not permitted to dismantle their booths prior to these times. Any exhibitor who does not adhere to the stated dismantle times will automatically forfeit priority points towards future events. Additional details on setup and dismantling will be included in the exhibitor information provided in the Exhibit Services Kit.

SPECIAL, OVERSIZED OR NOISEMAKING DISPLAY COMPONENTS

Any display that exceeds normal display regulations must be approved in writing prior to the conference. Permission must also be granted an arrangement made for any oversized display, which may require early setup. Displays that do not conform to specifications herein and have not been approved by NASP prior to the conference will not be accepted. Exhibitors who need approval for special setup arrangements must contact Elle Wiernik at NASP at 800.574.9961 at least 30 days in advance of the conference. Upon approval, exhibitors will be directed to the appropriate person to arrange an early setup time.

BOOTH OPERATIONS

Exhibits which include the operation of radios, talking motion picture/video equipment, public address systems or any other noise-generating devices must be conducted or arranged so that the resulting noise will not disturb adjacent exhibitors. Operators of noise-generating exhibits must secure approval of operating methods and outputs prior to the exhibits opening. Distribution of circular or promotional materials may be made only within the booth assigned to the exhibitor presenting such materials. A company or organization not assigned exhibit space will not be permitted to solicit business within the exhibit area or in any public space in The Roosevelt. Storage crates, boxes or other extraneous materials may not be stored in the exhibit area during the conference. Arrangements must be made with the Official Show Contractor for pickup, storage and return at regular drayage rates. Exhibitors shall be fully responsible to pay for any and all damages to property owned by The Roosevelt, its owner or managers, which result from any act or omission of the Exhibitor. The Exhibitor agrees to defend, indemnify and hold harmless The Roosevelt, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from the Exhibitor's use of the property. The Exhibitor's liability shall include all losses, costs, damages or expenses arising from, out of or by reason of any accident of bodily injury or other occurrences to any person or persons, including the Exhibitors, its agents, employees and business invitees, which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the hotel or any part thereof. NASP reserves the right to restrict exhibits which, because of noise, method of operation, materials or for any other reason, become objectionable. At its own discretion, NASP reserves the right to decline or cancel an Exhibit Registration Contract due to cause. NASP also reserves the right to prohibit any exhibit which, in the opinion of conference management, may detract from the general character of the conference as a whole. In this event, NASP is not liable for any refund of fees, etc.

RULES AND REGULATIONS

SECURITY AND LIABILITY

During setup and dismantling hours, and in the period before and after exhibit hours, overall security will be provided in the Exhibit Hall. During exhibit hours, the Exhibitor's representative will be responsible for security in the booth. Any items of value should be removed from the area when the conference is not in session. Exhibitors wishing to insure goods should do so at their own expense. The Exhibitor assumes responsibility and agrees to indemnify and defend NASP and The Roosevelt and their respective employees and agents against any claims or expenses arising out of the use of exhibition premises. The Exhibitor understands that neither NASP nor The Roosevelt maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

PHOTOGRAPHY AND VIDEOGRAPHY

NASP maintains the exclusive right to all photography and videography from the official conference photographer and videographer. Exhibitors are not allowed to photograph any booths other than their own at the conference.

OWNERSHIP OF EVENTS RIGHTS

NASP maintains the exclusive right to control all photography and video and audio recordings of the conference and the exclusive right to the publication, reproduction and distribution of such recordings. NASP may grant exclusive or non-exclusive licenses to individuals or entities that may allow the individuals or entities to record the conference and/or publish, reproduce and/or distribute such recordings upon terms negotiated between the parties.

CANCELLATION BY EXHIBITOR

In the event the Exhibitor cancels the Exhibit Registration Contract on or before January 1, 2020, NASP will refund the Exhibitor's fee, less a \$150 administrative fee. In the event the Exhibitor cancels the Exhibit Registration Contract after January 1, 2020, the Exhibitor will receive no refund of exhibit fees. NASP will not be liable for other expenses the Exhibitor might incur due to any such cancellation.

CANCELLATION BY MANAGEMENT OR INABILITY TO HOLD EXHIBITS

If NASP management cancels the conference on or before January 1, 2020, or if on or before January 1, 2020, causes beyond the control of NASP management arise which prevent the planned holding of the conference, the Exhibitor will be refunded 100% of their rental fee. Management will not be liable for any other expenses the Exhibitor might incur.

APPLICATION ACCEPTANCE

Acceptance of an application does not mean endorsement by NASP management or the applicant's service or product. Rejection of the application does not imply disapproval of the applicant's service or product.

INTERPRETATION

NASP management has total authority of interpretation and enforcement of these Terms, Conditions, Rules and Regulations and reserves the right to amend them at any time for the benefit of NASP. Exhibitors and their representatives who violate these Terms, Conditions, Rules and Regulations unethically, may be dismissed from the conference without refund or other appeal and may be excluded from participation in future conferences.

HOSPITALITY ROOMS AND SUITES/OUTSIDE ACTIVITIES

No Exhibitor or any affiliate thereof shall conduct any on-site or off-site event during conference hours which would encourage attendees away from the exhibition or conference sessions/activities. Hospitality rooms and suites should be coordinated with the NASP office. The NASP office will have final approval of any and all hospitality rooms and suites during the conference. Only hotel beverages will be allowed. There will be no exception. All charges will be paid by the host.



NATIONAL ASSOCIATION OF SUBROGATION PROFESSIONALS
THREE ROBINSON PLAZA, SUITE 130
6600 STEUBENVILLE PIKE, PITTSBURGH, PA 15205
PHONE 412.706.8000
FAX 412.706.7164

WWW.SUBROGATION.ORG