

February 14-17, 2022

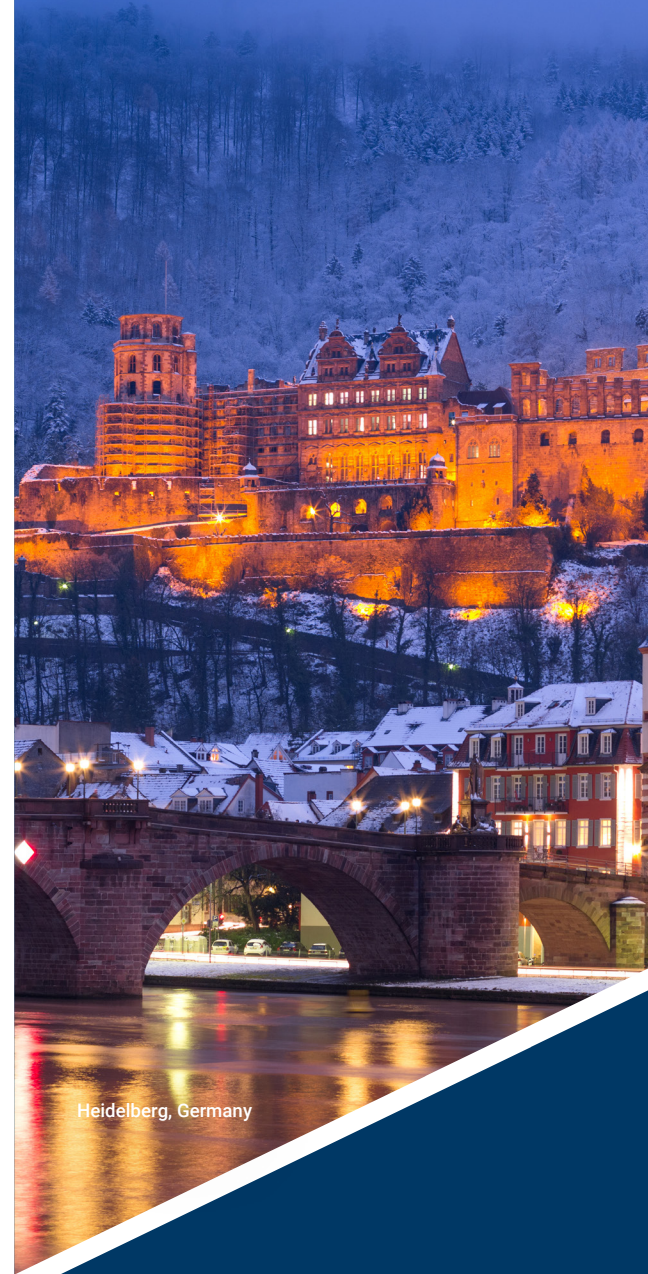
Winter Germany 2022

Overview

The 2022 USAG Winter Germany Series Tech Expo includes stops at four U.S. military bases in Germany to exhibit and demonstrate your products and services. These bases are home to major units including USEUCOM, NATO, and USAFE.

These are just some of the potential and current customers that you can see during the on-site events:

- USAG Bavaria/Grafenwoehr, network and share your products and services with USAG Bavaria (Garrison Command), 7th Army Joint Multinational Training Command (JMTC), Joint Multinational Simulation Center (JMSC), and Network Enterprise Center.
- Patch Barracks (Stuttgart), network and share your products and services with USEUCOM, SOCEUR, USAFRICOM, DISA-Europe, and United States Marine Forces Europe/Africa (MARFOREURAF).
- Ramstein Air Base, network and share your products and services with the 86th Airlift Wing, 435th Air Ground Operations Wings, 52nd Air Mobility Operations Wing, USAFE, NATO Allied Air Component, and 3rd Air Force.
- USAG Wiesbaden/Clay Kaserne, network and share your products and services with 5th Signal HQ, USAG Wiesbaden (Garrison Command), 421st Multi-Functional Medical Battalion, HQ 1st MI BN, 1st & 302nd MI BN, 66th MI Brigade, 102ND Signal Battalion, USAREUR, and V Corps HQ.



Heidelberg, Germany

Details

Winter Germany includes stops at four U.S. military bases in Germany.

Trade Show Dates

February 14-17, 2022

Registration Deadline

December 3, 2022

Schedule

Date	Day	Activity
December 3, 2021	Friday	Last day for registration
February 13, 2022	Sunday	Arrive in Germany
February 14, 2022	Monday	First military base
February 15, 2022	Tuesday	Second military base
February 16, 2022	Wednesday	Third military base
February 17, 2022	Thursday	Fourth military base
February 18, 2022	Friday	Return to United States

Frequently Asked Questions:

How many Virginia companies will participate?

We will have space for 10 Virginia companies to participate.

What is the cost for my company to participate?

The trade show participation fee is \$2,500. This fee is **per company, not per participant**. The participation fee includes the following:

- Priority table placement and additional signage at expos
- Full page ad in program highlighting your company at no extra cost
- Logo included with company listing in program at no extra cost
- Prime visibility/location as a group so that companies don't have to arrive extra early to get a table in a good location
- VEDP companies are first on the key leadership tour at the expo
- VEDP - International Trade assistance before and during the trade show

Companies will be provided a banquet table with two chairs. It is **highly** recommended that companies bring a table cover, pop-up signage, demo products, marketing materials and plenty of business cards.

All travel expenses including airfare, hotels, meals, and individual ground transportation to be paid directly by each participant.

Additional *estimated* costs you will incur include (but are not limited to):

Expense	Estimated amount (\$)
Roundtrip airfare from Dulles to Frankfurt, economy class	1600
Car rental (you will need to rent a car to travel to the bases)	600
Hotels (5 nights at \$200/night)	1,000
Meals	500
Taxis	50

How many badges does my company receive?

Each company is allowed to bring three employees.

It is required that individuals who attend this event complete a security screening. One screening is valid for all four military bases. A link will be provided at a later date.

Each attendee must have completed the security screening and been confirmed before they will be allowed to enter the military base.

How are hotel reservations handled?

VEDP is not coordinating a block of hotel rooms. Participants must make their own hotel arrangements. Each participant will be responsible for securing and covering the cost of your respective hotel room.

Trade Show Booth Policy:

By exhibiting in the Virginia booth, each company and its representatives agree to the following:

- Space and amenities within the Virginia booth, such as meeting tables and chairs, are shared among the co-exhibiting companies. Companies and individuals that are not co-exhibitors in the booth may not use these booth amenities, as they are reserved for the co-exhibiting companies.
- Each representative is expected to be respectful of other companies' meetings, introductions, and/or networking that may take place in and around the booth. Interference with another company's meetings, introductions, and/or networking efforts is not permitted.

Thank you for your compliance with these guidelines as we represent the Commonwealth of Virginia in a courteous and professional manner.

Shipping Disclaimer:

Virginia Economic Development Partnership (VEDP) is not responsible for the shipment of product samples, promotional materials, displays, posters, banners, brochures, etc., to or from a trade mission or trade show. VEDP can make introductions to shipping companies upon request. VEDP recommends that these arrangements be made as early as possible so that product samples and/or promotional materials can arrive in time for your event.

Registration:

How do I register to participate?

You can register and pay the trade show fee online. You may do this visiting the following page on our website:

<https://winter-germany-2022.eventbrite.com>.

Contact the Trade Show Leader for more information:

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Defense Program Manager

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