

September 6–9, 2022

SMM 2022

Overview

SMM is the leading international maritime trade fair and offers an overview of all sectors of the maritime industry, and its leading companies and organizations. Held every two years the 2022 show is the 30th edition of SMM. This year SMM will highlight green technology, marine interiors, maritime 3D printing, digital transitions, and more in the maritime industry.

For more information, visit: <https://www.smm-hamburg.com/en/>.



Trade Show Details

Location:

The SMM 2022 trade show takes place in Hamburg, Germany at the Hamburg Messe & Congress.

Trade Show Dates
September 6–9, 2022

Registration Deadline
June 24, 2022

Schedule:

The schedule is as follows:

Date	Day	Activity
June 24, 2022	Friday	Last day for registration
September 4, 2022	Sunday	Latest day to depart the U.S.
September 5, 2022	Monday	Arrive to the show; booth set-up
September 6, 2022	Tuesday	First day of show and conference
September 7, 2022	Wednesday	Show and conference
September 8, 2022	Thursday	Show and conference
September 9, 2022	Friday	Last day of show and conference
September 10, 2022	Saturday	Return to the U.S.



Frequently Asked Questions:

How many Virginia companies will participate?

The Virginia booth at SMM 2022 will have space for six 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:

- Entries in all official show exhibitor listings
- A LCD screen in the booth to display your company's logo, video, or presentation
- A counter and stool in the booth to display marketing materials, product samples, etc.; each lockable counter will have an electrical outlet
- A printed graphic on the booth wall featuring your company's logo
- Access to shared booth furniture; the Virginia booth will have a private meeting room with table and chairs
- Two exhibitor badges per registered company
- VEDP assistance before and during the trade show



All travel expenses including 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 Hamburg, economy class	1,600
Hotels (5 nights at \$200 per night)	1,000
Meals	500
Airport transfers, taxis, public transportation, and other miscellaneous items	500

How many badges does my company receive?

Each company is allocated two badges.

VEDP will work with the show organizer to secure participants' badges. You may pick up your badge on-site. Please note that identification is required to collect your badge.

Each person must have a badge to enter the show.

How are airline and hotel reservations handled?

Airline Tickets: You book (and pay for) your own airline ticket via local travel agent or online air travel website. The airport code for Hamburg is HAM. If you do not have a travel agent, the Trade Show Leader can recommend one for you.

Hotels: 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.

What are the entry requirements for Germany? Will I need a passport or visa?

A passport is required. U.S. citizens do not need business visas. Your passport should be valid for at least three months beyond the period of your stay.

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 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.

“

International maritime is a difficult market to break into. There are many companies that are trusted and already serving this vertical. Going in as a team from Virginia gave us credibility.

SMM

Registration:

How do I register to participate?

You can register and pay the trade show fee online by visiting:
<https://smm-2022.eventbrite.com>.

Contact the Trade Show Leaders for more information:

Jordan Watkins

International Trade Manager

Phone: 757.314.2129

Email: jawatkins@vedp.org

“

There are seeds that have just been planted. The support and relationships developed from our exposure from this event have exceeded my expectations. I am excited about the opportunities afforded.

SMM