

# Winter Germany 2023

## Overview

The 2023 USAG Winter Germany Series Tech Expo includes stops at five U.S. military bases in Germany to exhibit and demonstrate your products and services. These bases are home to major units including USEUCOM, AFRICOM, 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), 7<sup>th</sup> 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, DISA-Europe, and United States Marine Forces Europe/Africa (MARFOREURAF)
- **Kelley Barracks (Stuttgart)**  
Network and share your products and services with USAFRICOM and Special Operations Command Africa (SOCAF)
- **Ramstein Air Base**  
Network and share your products and services with the 86<sup>th</sup> Airlift Wing, 435<sup>th</sup> Air Ground Operations Wings, 52<sup>nd</sup> Air Mobility Operations Wing, USAFE, NATO Allied Air Component, and Third Air Force
- **USAG Wiesbaden/Clay Kaserne**  
Network and share your products and services with 5<sup>th</sup> Signal HQ, USAG Wiesbaden (Garrison Command), 421<sup>st</sup> Multi-Functional Medical Battalion, HQ 1<sup>st</sup> MI BN, 1<sup>st</sup> & 302<sup>nd</sup> MI BN, 66<sup>th</sup> MI Brigade, 102<sup>ND</sup> Signal Battalion, USAREUR, and V Corps HQ



# Trade Show Details

## Winter Germany 2023:

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

The dates will be announced later in 2022 but are typically in February and/or March.

The deadline to register is December 3, 2022. Note: You are encouraged to register early as this show fills quickly.

## Schedule:

The Winter Germany Series Tech Expo schedule is as follows. Dates for each base have not been released at this time.

Date	Day	Activity
December 3, 2022	Friday	Last day for registration
February/March 2023	Sunday	Arrive in Germany
February/March 2023	Monday	First military base
February/March 2023	Tuesday	Second military base
February/March 2023	Wednesday	Third military base
February/March 2023	Thursday	Fourth military base
February/March 2023	Friday	Fifth military base
February/March 2023	Saturday	Return to the U.S.

## Frequently Asked Questions:

### How many Virginia companies will participate?

The Virginia booth at the Winter Germany Series Tech Expo will have space for 10 Virginia companies to participate.

### What is the cost for my company to participate?

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 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	1,600
Car rental (you will need to rent a car to travel to the bases)	600
Hotels (6 nights at \$200 per night)	1,200
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 five 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 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. 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 and 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 a business visa. 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.

“

**This was a great opportunity to interact with senior leadership and personnel from the U.S. European Command, U.S. Africa Command, and their subordinate units.**

Winter Germany Series  
Tech Expo

“

**This event is very helpful to facilitate engagement with our customer base in this area in a single venue. Those engagements influence more focused engagements with key personnel that we might not otherwise reach.**

Winter Germany Series  
Tech Expo

## Registration:

### How do I register to participate?

You can register and pay the trade show fee online by visiting the following page: <https://winter-germany-2023.eventbrite.com>.

### Contact the Trade Show Leaders for more information:

**Scott Kennedy**

Trade Mission Manager

Phone: 804.545.5754

Email: [skennedy@vedp.org](mailto:skennedy@vedp.org)



We were able to generate some new business opportunities and reaffirm our relationships with existing customers. We expect to be generating revenue in the calendar year as a result of this event.

Winter Germany Series  
Tech Expo