



## Development Services Agency

John R. Kasich, Governor

David Goodman, Director



### 2016 Hannover Messe Trade Show Plus

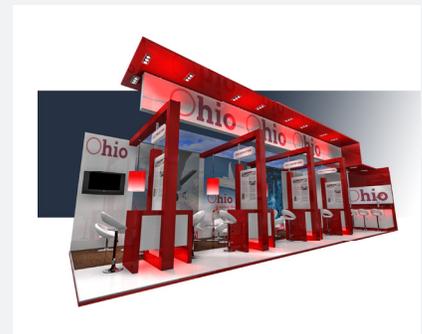
## Germany

April 25–29, 2016

The Ohio Development Services Agency invites you to take part in the Ohio Industrial Supply Trade Booth within the USA Pavilion at Hannover Messe. The trade show will be supported by the Ohio Development Services Agency, Export Assistance Office. The purpose of the 2016 Hannover Messe Trade Show Plus is to provide a low cost opportunity for Ohio small- to medium-sized companies to showcase their products and services and engage with new buyers from around the world.

Hannover Messe ([www.hannovermesse.de](http://www.hannovermesse.de)) is one of the largest industrial trade shows in the world and welcomes companies in R&D, industrial automation and IT, industrial supply, production engineering and services, as well as energy and environmental technology. Hannover Messe attracts 220,000 trade visitors and 6,650 exhibitors from 80 countries.

The 2016 Hannover Messe is the first time that the United States will be the partner country. In the Ohio Booth, within the U.S. Pavilion, companies will have access to support from federal and state resources and networking events.



*Our trade show booth rendering*

#### Participants Will Receive

- **Trade Show Booth:** Each company will have a 2x3M turnkey space to display company materials within the USA Industrial Supply Hall. Each company will receive two trade show passes.
- **Trade Show Directory Listing:** Each company will be listed individually within the Hannover Messe Trade Show Directory. The individual listing provides companies the ability to promote to prospective clients.
- **Matchmaking:** One-on-one business appointments with prospective agents, distributors, or buyers will be supported by the Ohio Export Assistance Office.
- **Accommodations and Transportation:** Companies are required to book hotels and transportation individually. Assistance with hotel booking is available through the Ohio Export Assistance Office. **Book now to ensure availability.**
- **Business Service Support:** The Export Assistance Office and International Program Directors will assist with preparation for the tradeshow as well as post-show follow-up with prospective clients.
- **USA Pavilion Benefits:** The USA Pavilion includes lounge access to a 20 m<sup>2</sup> lounge, where you and your customers can conduct business; Wi-Fi; and services of a bilingual (German/English) pavilion hostess.
- **Financial Assistance:** Small businesses may be eligible to receive partial reimbursement for participation, booth design, travel, lodging, and other international marketing expenses through the Ohio International Market Access Grant for Exporters. To apply, visit: [IMAGE.development.ohio.gov](http://IMAGE.development.ohio.gov).

#### Registration Details

**Registration deadline is December 10, 2015**

Registration Fee: \$7,500

(Registration Form on reverse side)

**For additional information, please contact**

**Wes Aubihl**, Export Assistance Manager

Ohio Development Services Agency

Phone: (614) 644-9759

[Wesley.Aubihl@development.ohio.gov](mailto:Wesley.Aubihl@development.ohio.gov)

**2016 Hannover Messe Trade Show Plus**  
**Germany**  
**April 25-29, 2016**

## Become an Exhibitor Now

### Exhibitor Registration Form

*Booth space will be allocated on a first come, first serve basis.*

Please check all that apply

- I would like to register to exhibit in the Ohio Industrial Supply Booth at Hannover Messe 2016.
- I would like to be listed in the Hannover Messe Trade Show Directory as: \_\_\_\_\_
- I certify that my company is free of outstanding liabilities with the State of Ohio  
(Ohio Department of Taxation, Ohio Environmental Protection Agency, Ohio Development Services Agency, etc.)
- I would like to schedule one-on-one business appointments during the show. Please contact me.
- I would like help locating a hotel. Please contact me.

### Contact Information

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

Web Site: \_\_\_\_\_

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

Title: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Street Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Registration Details

**Registration deadline is December 10, 2015**

Registration Fee: \$7,500

### Return this form to:

**Attention: Colleen Kardasz,**  
**International Program Director**  
Ohio Small Business Development Center  
Toledo Regional Chamber of Commerce  
300 Madison Ave., Ste. 200  
Toledo, Ohio 43604-1575  
Colleen.Kardasz@toledochamber.com

