

To the exhibitors of Light and Heavy Commercial Vehicles, buses, electric vehicles, trailers & bodies, parts & accessories as well as transport logistics

Seite 1/2

Datum 09.03.2020

Durchwahl - 206

E-Mail samar.sreiss@vda.de

Verband der

Automobilindustrie e.V. (VDA)

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iaa@vda.de

www.iaa.de

#IAA #IAA2020

## IAA Experience — Performance of test drives



Dear Sir or Madam,

Test drives are always a special highlight at the IAA and fascinate many visitors. As part of the IAA Experience, you can offer test drives to interested customers, using Hannover's public roads (vehicles with conventional drives) and also the fairgrounds' (electric vehicles).

### 1. Conventionally driven Trucks, Buses and Light Commercial Vehicles:

We offer the parking location (see enclosure 1) and corresponding tickets for vehicle entry and exit. Exhibitor passes for your staff must be taken off your exhibitor pass budget or can be ordered directly via the "Exhibitor Shop".

The charge for one parking location of approx. 3.5 × 15m for trucks/buses is 599.00 € plus VAT, for one parking location for light trucks of approx. 3.5 × 10m is 249.00 € plus VAT.

### 2. Electric-powered Commercial Vehicles:

Along the 2nd Avenue we offer the opportunity to perform e-test drives (see enclosure 1). The approx. 1.8 km long route will be marked and separated by barriers and information-signs (if necessary). Nonetheless, it is important that drivers keep a reasonable speed since the route won't be exclusively available. In order to ensure a greater visibility for the e-test drives and attract more visitors, the registration area will be located on the tree-lined avenue between Halls 11 and 14/15.

To highlight your starting position, you have the option to also book a pagoda incl. a flagpole. An electrical connection can be ordered via the "Exhibitor Shop". Any charging stations, if necessary, shall be organized and provided by yourself.

The following services will be performed by the VDA:

- ➔ Parking location in the starting area (ca. 3.5 × 8m, for buses p.r.n. longer)
- ➔ Barriers & routing (incl. marshals)
- ➔ Shuttle tickets for driving on the test track

USt-IdNr. DE11 4108 668

Steuer-Nr. 27/622/51460 FA Berlin

Commerzbank AG

IBAN DE69 5008 0000 0097 1893 00

BIC DRESDEFFXXX

Deutsche Bank AG

IBAN DE33 5007 0010 0096 5335 00

BIC DEUTDEFFXXX

M.M. Warburg & Co. (AG & Co.) KGaA.

IBAN DE29 1003 0500 1000 6100 66

BIC LOEBDE33XXX

The charge for one parking location for electric vehicles is 1,149.00 € plus VAT for vans (LCV) and 1,418.00 € plus VAT for buses (or other HCV). In addition, you have the option to book a pagoda (incl. carpeted floor and flagpole) for 970.00 € plus VAT.

The costs for power supply can be found in the “Exhibitor Shop”.

The VDA assumes no liability for material or personal damage resulting from the test drives. The VDA only provides the space for the test drives which are conducted in the sole responsibility of the participating companies. In addition, the [IAA Exhibition Conditions](#) apply.

As in previous years, we do not offer a central registration area for interested guests. The contact with customers and the on-site handling (incl. insurance, check of the driver's license etc.) take place at your booth and lie, as well as the complete performance of the test drives, in your responsibility. Exhibitors are free to decide whether their visitors may drive the test vehicles themselves or participate as passengers during the test drives. The participating guest must sign a waiver with the exhibitor (to have ready by the exhibitor; please provide us with a copy of the document before the IAA) and prove that they hold a valid driver's license for the specific vehicle (in case they drive the vehicle themselves). It is the exhibitor's responsibility to check that the guests are capable and in the state to drive the vehicle themselves. A person familiar with the specific vehicle must accompany the test driver in the driver's cab at all times. Each participating vehicle must be licensed for road use and covered by liability insurance.

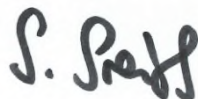
Please forward this important information also to other departments in your company to take full advantage of this opportunity.

We look forward to your participation. Registration is open until May 31, 2020. Please fill in the attached form (see enclosure 2). Should you have any questions, please do not hesitate to contact Ms Sreiss.

With best regards,



**Jan M. Heckmann**  
Head of Exhibition Department



**Samar Sreiss**  
Officer Exhibition Department



### Conventionally driven Trucks, Buses and Light Commercial Vehicles

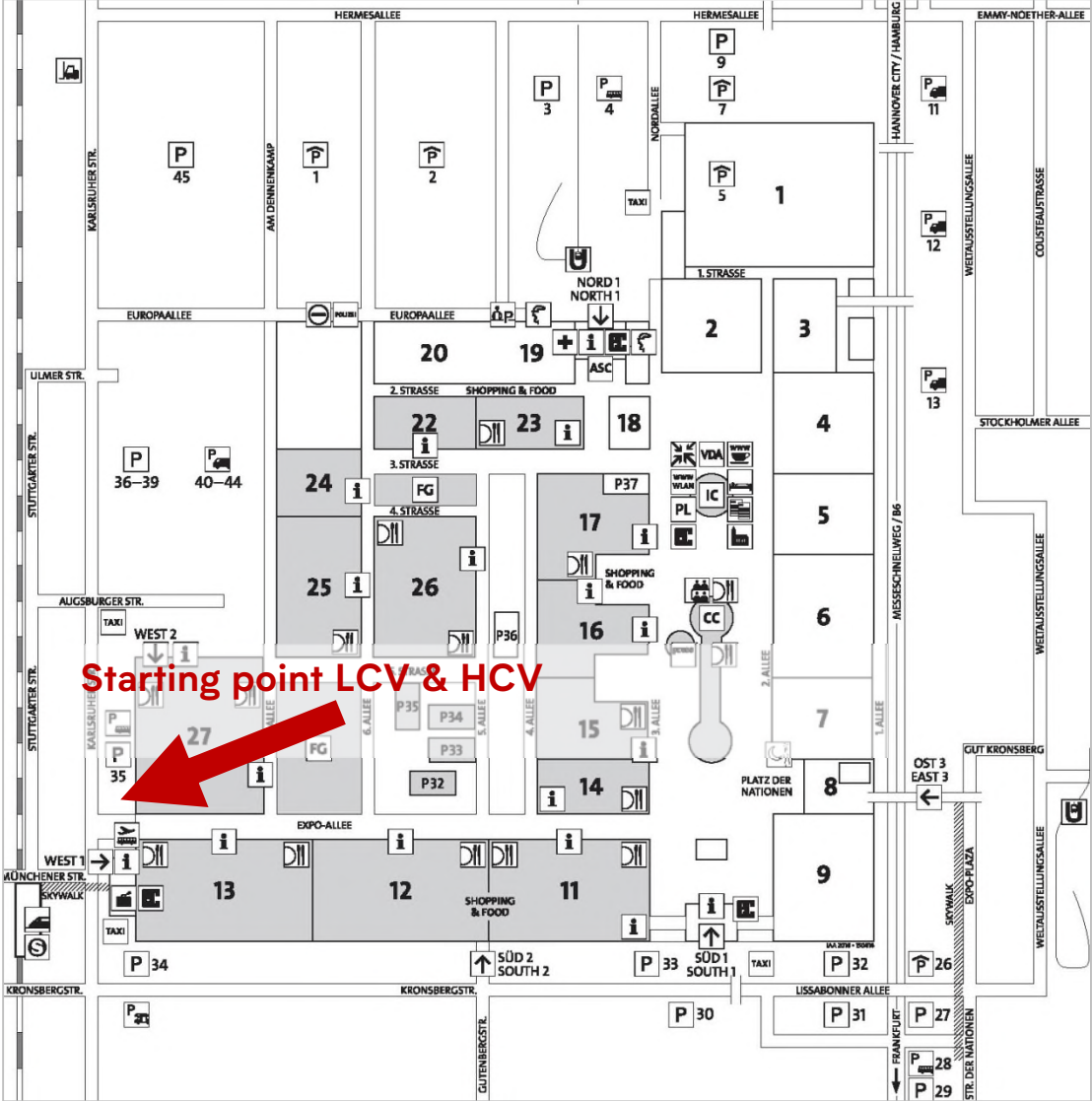


Figure 1:

- Parking position for Light Commercial Vehicle test drives, West of Hall 27
- Parking position for Heavy Commercial Vehicle test drives, West of Hall 27
- Starting point outside the fairgrounds

### Electric-powered Commercial Vehicles

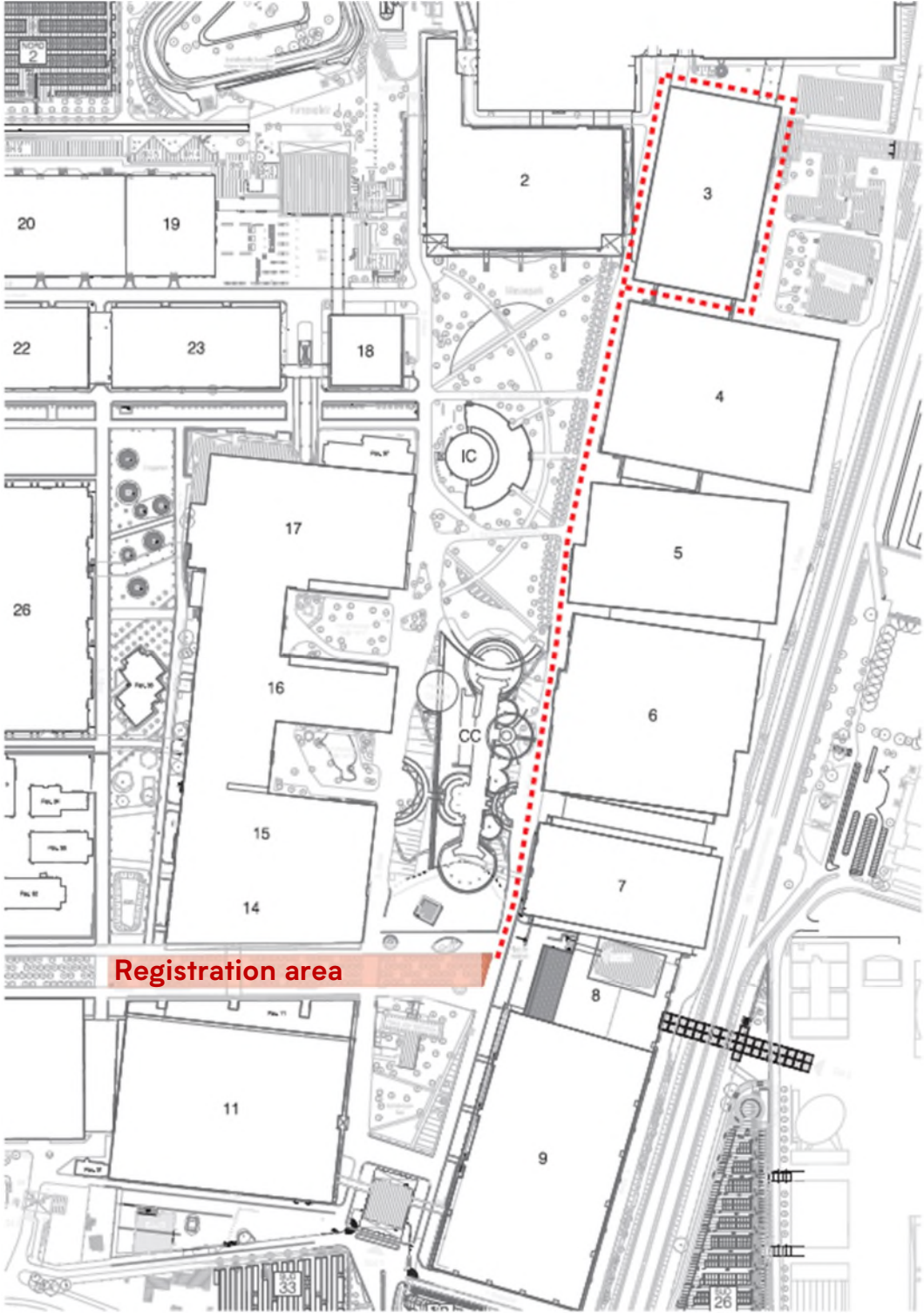


Figure 2:

- Parking position electric test drives, South of the CC
- Route electric test drives (approx. 1.8 km)

## IAA 2020: Registration form

German Association of the Automotive Industry (VDA)  
Ms Samar Sreiss  
Exhibition Department  
Behrenstr. 35 | 10117 Berlin, Germany  
Phone: +49 30 897842-206  
Email: [samar.sreiss@vda.de](mailto:samar.sreiss@vda.de)

**Registration deadline:** Please return this form no later than May 31, 2020 (contact see above).  
Please complete all fields. We will confirm receipt of your registration by email.

### Trucks/Buses & Light Commercial Vehicles

We hereby accept the offer to participate in the IAA Test Drives according to the letter as of March 9, 2020 and participate with the following vehicles:

**Trucks/Buses**

€ 599.00 per each

plus VAT

Number of vehicles

Dimensions of vehicles (L x W)

**Light Commercial Vehicles**

€ 249.00 per each

plus VAT

Number of vehicles

Dimensions of vehicles (L x W)

**Description of the vehicles:**

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We offer test drives during the entire IAA period (Sept. 23 — Sept. 30, 2020).

We offer test drives only on the following trade show days:

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We need electrical connections (charges apply).

**Please note:** To be booked via the „Exhibitor Shop“

**Electric Vehicles**

Hereby, we accept the offer to participate in test drives according to the letter as of March 9, 2020 and participate with the following vehicles:

**Electric vehicles “Vans”**

€ 1,149.00 per each  
plus VAT

Number of vehicles

Dimensions of vehicles (L x W)

**Electric vehicles “Buses/Trucks”**

€ 1,418.00 per each  
plus VAT

Number of vehicles

Dimensions of vehicles (L x W)

Description of the vehicles:

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**Additional services available for electric test drives:**

Hereby, we book a pagoda (4 x 4m; incl. set-up and dismantling, carpeted floor, flagpole)

€ 970.00 per each  
plus VAT

We need electrical connections for the following vehicles:

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**Please note:** Please book the electrical connections via the “Exhibitor Shop”.  
Charging stations are not included.

We do not need any electrical connection.

**Registration**

**Participant's details**

Exhibitor/company: \_\_\_\_\_

Department: \_\_\_\_\_

Order number: \_\_\_\_\_

Contact person: \_\_\_\_\_

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

Postal code, city: \_\_\_\_\_

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

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

**Invoice address, if different**

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

Contact person: \_\_\_\_\_

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

Postal code, city: \_\_\_\_\_

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

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

**Place, date**

**Signature, company stamp**

By signing, you confirm your binding registration for the test drives at IAA 2020, the [Exhibition Conditions](#) of the IAA and the acknowledgement of the [data protection regulations](#) of the VDA.

The services offered by the VDA shall be rendered subject to full payment prior to the start of the IAA 2020.

**The following deadlines already apply for cancellations:**

- Until May 31, 2020; 25 percent of the total sum.
- Until June 30, 2020; 50 percent of the total sum.
- From July 1, 2020; 100 percent of the total sum,

All prices plus VAT.