



# EXPORTER OF THE YEAR AWARD

## AWARD DESCRIPTION

The award for Exporter of the year recognizes an organization that has excelled in the area of trade and export of products and/or services.

## ENTRY CRITERIA

This award will be presented to the organization that can best demonstrate excellence in the trade and export of products and/or services as evidenced by development of new export product or services, growth in existing export markets or through the improvement of quality standards in the production, exportation and sale of existing products.

## GUIDELINES FOR SUBMISSION

If you wish to submit type written answers to your questions, or you require additional space to complete your answers, please attach by staple or paper clip any additional continuation sheets, making sure to clearly number each response with the relevant question to which it relates.

<b>Entrant Details</b>	
<b>First Name</b>	Mr <input type="checkbox"/> Mrs <input type="checkbox"/> Ms <input type="checkbox"/> Other _____
<b>Last Name</b>	
<b>Job Title</b>	
<b>Telephone No.</b>	<b>Fax No.</b>
<b>Mobile/Cell phone</b>	
<b>Email</b>	
<b>Company Details</b> Please complete these details as you would wish them to appear on any publicity or literature	
<b>Full Company Name</b>	
<b>Address</b>	
<b>Postal Address</b>	
<b>Website</b>	
<b>Type of Company</b>	Small Business <input type="checkbox"/> Medium Enterprise <input type="checkbox"/> Large Corporation <input type="checkbox"/> Other
<b>Nature of Business</b>	<b>Sector</b>
<b>Annual Turnover</b>	<b>ECD</b> <b>Date of year end</b> /    /
<b>No. of Employees</b>	

Information provided within this application form or on additional continuation sheets will be disclosed to the judges on a strictly confidential basis and used exclusively for the purpose of judging The St. Lucia Awards. The St. Lucia Business Awards cannot return any documentation provided for submission.

**1. Please provide a description of your business in less than 50 words.**

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**2. Please describe why this entry should be recognised as 'Exporter of the Year' in less than 400 words. Outline strategies, techniques and innovations that have been utilised to achieve your export results. Ensure that the information presented identifies the actions you have taken to achieve sustainable export sales.**

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**3. Please provide a list of all export deals that have taken place within the the last 18 months and include, Importer, country and percentage increase over previous years.**

**4. Please describe the company's commitment to the export business and how this has impacted the export segment of your organisation. (please provide financial data to confirm increases in export business over the period). (less than 250 words)**

**5. Please describe any competitive advantages that your business has in the overseas markets? (less than 250 words)**

**6. Please describe the greatest challenge faced in the export sector by the organization in the last 18 months and explain how this challenge was overcome. (less than 250 words)**

**7. Please provide the following information:**

<b>Chief Executive</b> (name only)	
<b>Managing Director</b> (name only)	
<b>Press/PR</b> (name and contact no)	

**DECLARATION**

I hereby certify that the information given in this entry form is correct.

Name:	Position:
Signed:	Date:

**RULES OF ENTRY**

1. Each entry must be submitted on a fully completed application form (or copy thereof). (Please note: additional pages and supporting documents may also be attached, but the organizers take no responsibility for their safe-keeping and cannot return submissions).
2. The judges' decision will be final and no correspondence will be entered into before or after the judging unless feedback has been requested and paid for at the time of entry.
3. The entry must be received at the offices of the Chamber of Commerce Industry and Agriculture by the closing date of December 2, 2011.
4. The organizers are not liable for any costs incurred by applicants during their judging process.
5. Once a company is announced as a finalist, it cannot withdraw from the competition.

**All entries should be sent to:**

The St. Lucia Chamber of Commerce, Industry  
& Agriculture  
P.O. Box 482  
Vide Boutielle  
Castries  
Saint Lucia

Or email [info@stluciachamber.org](mailto:info@stluciachamber.org)