



INTERNATIONAL TRADE AWARD



Entry Criteria

Applications are invited from any business or enterprise based in the Scottish Borders regardless of sector or size. This includes recent business start ups and businesses which have been established for some time.

Open to both novice and established exporters, this award will be presented to the business enterprise which can exhibit excellence in driving forward export initiatives and orders, and applicants should demonstrate how the exporting of goods and/or services has significantly impacted on the organisation's profitability.

Business Organisation Details

Please complete these details as they should appear on any publicity material

Full Organisation Name		
Address		
		Post code
Telephone		
Email		
Website		

Applicant Details (Name of person submitting the application)

First Name		Mr <input type="checkbox"/> Mrs <input type="checkbox"/> Ms <input type="checkbox"/> Miss <input type="checkbox"/> Other <input type="checkbox"/>
Last Name		
Job Title		
Full Organisation Name		
Address (if different from above)		
		Post code
Telephone		
Email		

1. In no more than 100 words, please provide a brief description of your business and the sector in which it operates

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2. About your business	
Business Start Date:	
Company Structure:	Sole Trader/ Partnership/ Limited Company / etc...
Number of Employees	No. full time: No. part time/ seasonal:
Annual Turnover:	Date of financial year end:
	% of turnover derived from international trade:
	% of profit derived from international trade:
Main overseas markets:	

<p>3. Please describe, in no more than 750 words, why your entry should be considered to receive the award</p> <p>Judges will be looking for applicants to describe their international trade achievements during the last twelve months.</p> <p>In particular, judges will be looking for applicants to demonstrate at least one of the following:</p> <ul style="list-style-type: none"> - successful new innovation in product development specifically for export sales; - successful changes to export marketing plans; - successful entry into at least one new market and/or - growth in export sales

4. International market and product development

In no more than 100 words, please describe your approach to international market development and product development to suit the needs of overseas markets.

5. Impact on profitability

In no more than 100 words, please outline developing how your international trade activity has positively impacted upon your business and how you measure that impact.

6. Please provide details of your future ambitions for international trade, such as predicted export growth and plans to enter into new markets

You should summarise your short, medium and long-term goals and how you plan to achieve these. (A copy of your business plan can be attached as part of your application submission).

Conditions of Entry

- Entries must be received no later than 12 noon on **Friday 29 January 2010**.
- Entry is free of charge - there is no registration cost for entering the awards.
- All information will be treated as confidential and will be used solely for the purposes of the Scottish Borders Business Excellence Awards.
- Applicants entering the Awards must be based within the administrative area of the Scottish Borders.
- Organisations are encouraged to enter more than one category if appropriate, but they may only make one application in each category.
- Organisations sponsoring an individual award are not eligible to enter that award category.
- The named applicant must be authorised to enter their organisation into the awards programme.
- The business/organisation being nominated must agree to take part in any publicity organised by Scottish Borders Council to promote the Scottish Borders Business Excellence Awards.
- Each application will be considered on its own merits and the scale and resources of the applicant organisation will be taken into consideration.
- Support material will not be returned unless specifically requested.
- Short listed applicants may be asked to provide verification of any claims made in their application, and the judges reserve the right to audit any information supplied.
- Once an organisation has been announced as a finalist, it cannot withdraw from the awards competition.
- Finalists for each of the award categories will be invited to the Scottish Borders Business Excellence Awards presentation lunch at the Scottish Borders Campus on Friday 19 March 2010, when the winner of each category will be announced.
- The judges' decision will be final and no correspondence will be entered into.

7. Declaration

I hereby certify that the information given in this entry form is correct and confirm that I have read and accept the conditions of entry

Full Name:	
Position:	
Signed:	
Date:	

Completed applications should be returned, by **29 January 2010**, to Jenny Williamson, Business Improvement Unit, Scottish Borders Council, Council Headquarters, Newtown St Boswells, MELROSE, TD6 0SA or email to JAWilliamson@scotborders.gov.uk

Call Jenny on 01835 824000 ext 5832 for any additional information you require.

You can also apply online at www.ourscottishborders.com