



2018 IBI Export Excellence Award

Application Instructions

The **IBI Export Excellence Award** is a newly created distinction designed to recognize and publicly highlight one U.S. company each year that exemplifies **excellence in exporting over a 12-month period**. This award will be presented to one qualifying equipment and/or boat manufacturer, distributor or manufacturers' representative in the U.S. recreational boating industry.

To be eligible for this award, the nominee must be a company that is exporting from the United States **and is either a current IBEX 2018 exhibitor and/or an NMMA member in good standing**.

Companies are encouraged to self-nominate.

This export award is open to all U.S. industry applicants including: boat builders, equipment and component manufacturers, distributors and/or manufacturers' representatives of U.S. eligible products.

Deadline for nomination—4:00 p.m. EDT, August 3, 2018

TO BE CONSIDERED:

- The following application must be **completed in its entirety** and submitted by August 3, 2018* to: **NMMA** at export@nmma.org
*An email will be sent within 5 business days confirming receipt of application. If confirmation is not received, call 954-441-3231 to verify receipt after the 5th day. Incomplete nominations will not be considered.
- Company must be a U.S. based entity, in good credit and legal standing, with a minimum of three (3) U.S. based full-time employees.
- In existence for at least three (3) years at the time the nomination form is submitted.
- Manufacture or represent a product(s) which meet(s) *Made in USA* standards. Learn more at: <https://www.ftc.gov/system/files/documents/plain-language/bus03-complying-made-usa-standard.pdf>
- Agrees to accept the award **in person** on October 2, 2018 at the IBEX Industry Breakfast in Tampa, Florida— at own expense

AWARD WINNER:

All applications received by the deadline of August 3, 2018 will be judged by a panel of three independent trade and industry experts and will be evaluated primarily on one case study that exemplifies the nominee's excellence in exporting. Winner will be selected and notified by September 12 and will have 5 business days to respond with the following:

- Confirm name of one company representative who will attend the IBEX Industry Breakfast in Tampa, Florida on October 2 to accept the award in person
- Provide a minimum of 4, maximum 6, hi-resolution photos (300 dpi) supporting award recipient's case study - of which no more than two are product photos
- Provide company logo in hi-resolution .jpeg format

In addition to being presented in person with an attractive award for public display and recognized at IBEX Industry Breakfast (audience of 700+) the award recipient will be:

- Recognized as award recipient throughout IBI News, IBEX and NMMA communication channels
- Offered VIP status at IBEX (Oct 2-4, 2018) in Tampa, FL as well as METSTRADE in Amsterdam (Nov. 13-15, 2018) for 2 company representatives attending each show. *Travel costs not included
- Authorized to publicly display the award logo in company literature/website
- Granted two free annual subscriptions to the IBI Plus international market information web site and to the IBI Plus Daily Industry newsletter

2018 Nomination Form

SECTION 1: NOMINEE PROFILE – Complete all sections

Company Name (as it will appear on the award): _____

Address: _____ City: _____ State: _____ Zip Code: _____

Website: _____ Email: _____

Name of the nominated business primary export sales contact: _____

Title: _____ Email: _____ Telephone: _____

Company contact (as it should appear on any award documentation): _____
If different from above

How many full-time employees does your company employ in the U.S.? _____
Must be a minimum of three as of the date of this application

Company annual sales 2017
Select one category:

- Less than \$1 million
- \$1 million - \$5 million
- \$5 million - \$15 million
- \$ Greater than \$15 million

Exports as a percentage of total 2017 annual sales: _____

Percentage increase in export sales from 2016 to 2017: _____

Year company was formed: _____ Total number of full-time employees: _____

Type of company: _____

Describe, (in no more than 50 words) the nominee's business, products/services and countries/markets served:

2018 Nomination Form

SECTION II: INTERNATIONAL ACTIVITIES:

Describe **in no less than 250 words, but no more than 600 words** – one specific example of your company's commitment to exporting excellence over the last 12-month period and how it benefited your company.

This case study should be type written on a separate sheet of paper attached to this application and can include references, as applicable, to: product modifications for a particular market/region, international marketing activity and market research effort, creation of export trading partner(s), financing mechanisms, market entry and logistical/trade barrier challenge/solution, cultural differences that were overcome, use of state, federal, association and/or other trade promotion services and export-related training.

SECTION III: NOMINEE CERTIFICATION

I certify that, to the best of my knowledge, all the information provided in this application is true, accurate and occurred during calendar year 2017. I further certify that, to the best of my knowledge, my company is not currently a party to any civil or criminal court proceeding or federal investigation.

I understand that, if my company is selected as the 2018 EXPORT EXCELLENCE award winner, I agree that a company representative will attend the IBEX Industry Breakfast award ceremony on Oct. 2 to accept the award in person. I authorize the use of their name and title, company name, submitted photographs and logo.

I agree that no compensation, or reimbursement of travel expenses shall be expected or due to me or my company in exchange for this award recognition.

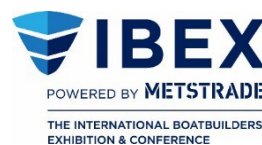
By signing here, you certify the above to be true:

Authorized Signature

Printed Name

Title

Date



Nomination page 2 of 2

Submit the 2-page Nomination Form by August 3, 2018 to export@nmma.org