



## 2018 Global Trade Award

International business expansion provides diversification, revenues, and jobs for individual firms and the economy as a whole. The *NAITA Global Trade Award* honors existing local businesses for their dedication in pursuing and penetrating global markets. By recognizing these efforts, NAITA hopes to encourage others to explore and/or expand their international business and to strengthen the network of businesses involved in international trade.

The company selected for the *2018 NAITA Global Trade Award* will be recognized at the 35<sup>th</sup> Annual World Trade Day Luncheon. The recipient will be invited to present a program at a NAITA meeting or International Business Interchange. When applicable, NAITA will work with this recipient to complete an application for the “E” Award, which is designated by the President of the United States and is the highest honor an American firm can receive for its exporting activity.

Past recipients of the *NAITA Global Trade Award* include:

- AZ Technology – 2017
- Aladdin Light Lift, Inc. – 2016
- Pinnacle Solutions – 2015
- PESA – 2014
- Digium, Inc. – 2012
- Panalpina, Inc. - 2011
- Aviagen, Inc. - 2010
- Axsys Technologies, Inc., Precision Optical Products (Cullman) – 2009
- Intergraph Corporation – 2008
- Taos Industries – 2007
- Port of Huntsville – 2006
- Teledyne Brown Engineering – 2005
- PPG Aerospace –Transparencies – 2004
- Asian Product Sources/Floral Design, Inc. (Arab) – 2003
- ADTRAN – 2002
- Panalpina – 2001
- VMIC (now GE Fanuc Embedded Systems) – 2000
- Sirsi (now SirsiDynix) – 1999
- Cybex (now Avocent) – 1998
- Dynamic Analysis (now LESCO) – 1997

***Applications will be accepted for the 2018 award through April 30, 2018. Applications are available at [www.naita.org](http://www.naita.org). For further information, contact Anne Burkett, NAITA Executive Director, 256.532.3505 or [naita@naita.org](mailto:naita@naita.org).***



## 2018 Global Trade Award Application

1. Company Name: \_\_\_\_\_  
Name and title of key executive in charge of international business:  
\_\_\_\_\_
  2. Address: \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
e-mail: \_\_\_\_\_ Website: \_\_\_\_\_
  3. Years in business: \_\_\_\_\_ 4. Number of years in international business: \_\_\_\_\_
  5. Type of international business (Check all that apply):  
 exporter  importer  manufacturing overseas  JV/strategic alliance  
 trading company  consulting services  other: \_\_\_\_\_
  6. Products/services exported: \_\_\_\_\_  
Products/services imported: \_\_\_\_\_
  7. If exporter, is the company the manufacturer of the products and/or services? \_\_\_\_\_
  8. Sales figures: '15 \_\_\_\_\_ '16 \_\_\_\_\_ '17 \_\_\_\_\_
  9. Export sales figures: '15 \_\_\_\_\_ '16 \_\_\_\_\_ '17 \_\_\_\_\_  
Import sales figures: '15 \_\_\_\_\_ '16 \_\_\_\_\_ '17 \_\_\_\_\_
  10. Please provide a narrative of significant accomplishments in international trade (exporting and/or importing) (Attach additional pages and materials as appropriate).  
\_\_\_\_\_  
\_\_\_\_\_
  11. Describe significant challenges in international trade (i.e., foreign competition, regulations) and how your company overcame them: \_\_\_\_\_  
\_\_\_\_\_
  12. List community/volunteer activities and involvement in trade promotion, education and awareness:  
\_\_\_\_\_  
\_\_\_\_\_
- Person completing application: \_\_\_\_\_ Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ e-mail: \_\_\_\_\_

*Data will be held in confidence by the NAITA Programs & Services Committee and will only be released publicly with company approval.*

**Please fax completed application to NAITA at 256.532.3704 or email to [naita@naita.org](mailto:naita@naita.org).**