



2011 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 *2011 NAITA Global Trade Award* will be recognized at the 28th Annual World Trade Day Luncheon on April 12, 2011, and will be profiled in the *NAITA Trade Connection* e-newsletter. The recipient will also 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:

- 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 2011 award through March 23, 2011. Applications are available at www.naita.org. For further information, contact Anne Burkett, Madison County Commission International Trade Development Center, 256.532.3505 or naita@naita.org.



2011 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: '08 _____ '09 _____ '10 _____
 9. Export sales figures: '08 _____ '09 _____ '10 _____
Import sales figures: '08 _____ '09 _____ '10 _____
 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 e-mail to naita@naita.org.