

# PRIX DE L'EXPORTATION AWARDS

## EXPORT INFORMATION

Please answer the following questions on a separate sheet and attach to your application:

**Note: definition of an export is sales outside of the Maritime Provinces valued at \$30,000 or more**

1. A detailed description of the products or services that you are exporting.
2. Company size - i.e. # of employees and average salary.
3. If possible, describe how exporting has permitted you to increase employment or to expand your facility.
4. Dollar value of export sales along with its percentage in each of the following markets:
  - within Canada (outside Maritime Provinces)
  - to the United States
  - all other markets
5. Percentage growth in export sales over the years.
6. When did you begin to export your products / services?
7. What markets do you currently export to and / or what markets are you working on developing?
8. Have you developed any new or innovative products / services or adapted products / services for the export market? If so, please explain.
9. Have you developed any niche export markets? If so, please explain what lead you to this niche market and how you went about developing it.
10. If your company is a foreign-owned company, please describe the extent to which the products or services being offered from the NB location are exported; to what markets, etc.
11. Include supporting materials such as brochures, articles, awards, etc.
12. Is your material available in more than one language to service an export market? If so, which language(s)?
13. Do you have offices located in export markets? If so, which markets?
14. Do you have staff assigned specifically to export sales? If so, describe the functions of this / these individual(s).
15. Provide a brief 200-word biography of your company.
16. Provide company logo in high resolution.

Remember, you are attempting to provide the judges with sufficient information to choose your company over other applications! You may be asked to provide additional information for judging purposes.

If you have any questions, contact: **Lori Armstrong at 506-444-4897** or email: [Lori.Armstrong@onbcanada.ca](mailto:Lori.Armstrong@onbcanada.ca)