

International Trade

### Sponsored by:



Please read the conditions of entry and guidance notes carefully before completing this form.

**Closing date: 19th SEPT**

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# International Trade Award

This award is open to companies who have been successful in breaking into new international markets and are an example to local businesses who wish to start exporting their products & services.

# Conditions of entry & guidance notes

**Entry is free and open to any Renfrewshire Chamber member or non-member businesses who are based in Renfrewshire**

* Please complete the form digitally
* Please email the completed form back to awards@roccoawards.com
* Read the questions and answer concisely.
* Pay attention to word count limits
* Do not copy and paste from company documents or previous submissions
* Do not send in other documents, unless requested
* Submissions may be subject to requests for evidence to maintain the integrity of the awards
* Use evidence, targets and KPIs (Key Performance Indicators) where possible
* Don't use jargon or acronyms/abbreviations
* Relate it to Renfrewshire
* Think what the judges want to see & hear
* Submissions received late will not be entered
* And finally - don’t leave it to the last minute!

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# International Trade Award

 **Sponsored By Glasgow Airport**

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| **Section 1** |
| **Full name of company:** | **Date company was established:** |
| **Main local address:** |
| **Web:** |
| **Name of person form completed by/for:** |
| **Job Title:** |
| **Tel:** | **Fax:** | **Email:** |
| **Type of organisation: (bold)**Manufacturing ServiceRetailEducation/TrainingVoluntaryOther (Please specify): |  | **Type of company: (bold)**Limited Company PLCPartnershipAssociationSole TraderRegistered CharityOther (Please specify): |
| **Number of employees:**Locally: | UK: | Worldwide: |
| **Number of employees projections**2026: | 2027: |
| **Annual turnover & profit (if available)** | **Last year** |  | **This year** | **Next year** |
| **Turnover** |  |  |  |  |
| **Profit** |  |  |  |  |
| **Brief description of the organisation / what you do** |
| **Brief description of main products and services** |
| **Principal markets supplied** |
| **Briefly, what is your vision, strategy and key objectives?** |

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| **Section 2**  |
| **Describe your activity in overseas markets highlighting products, customers and locations.** |
| **What % of your turnover is derived from export to international markets in last financial year?** |
| **Describe your routes to international markets and how you established them (distributor, JV etc..)** |
| **Describe your approach to the development of new international markets.** |
| **Please state any relevant awards/achievements, including award name & date:** |

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| **Why do you believe you deserve to win the ROCCO Award for International Trade? (max 200 words)**  |

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| Section 3 |
| Authorisation: I have read and accepted the rules and guidelines associated with these awards, and enter this submission on my organisation's behalf. |
| **Name** |  |
| **Title** |  |
| **Signature** |  |

All forms must be completed electronically and returned to awards@roccoawards.com

**Closing date: 19th SEPT**

If your application is selected for shortlisting you will be required to present to the judges at some point during the week commencing **3rd November 2025**.

If you have any questions regarding the completion of any aspect of the required information please contact **Bob Grant** on **0141 847 5450** or email awards@roccoawards.com