



Irish Exporters Association

Export Industry Awards 2009

“ Ireland is one of the most open economies in the world. The future will depend on exports!

An Taoiseach, Brian Cowen TD





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The Awards

Ireland's economic growth over the past two decades has been driven largely by the performance of the export sector, both in trade goods and increasingly in recent years by internationally traded services. The Export Awards are organised by the Irish Exporters Association (IEA) to recognise the tremendous achievements of companies working in the industry who have helped bring Ireland's total exports of goods and services to € 150 billion in the past year. The Awards recognise all export industry sectors from services to manufacturing sectors, from companies trading successfully in tough European markets to the companies trading in far-flung markets against the odds.

The merge of Awards runs from Emerging Exporter of the for early stage exporters, to established indigenous exporters of manufactured goods, services and software and onward to the big hitting multinational exporters.

To add further recognition of the role of shipping services, there are two awards this year, one for the Short Sea and for Deep Sea Shipping Companies. There is also the much coveted Logistics Company of the Year Award.

Overall Exporter of the Year will be selected from the winners of the Individual sector Awards.

“ Ireland's economic recovery will be based on export-led growth with indigenous companies helping to drive the eventual turnaround.

Frank Ryan,
Enterprise Ireland

Last year's winners

We would like to again congratulate last year's winners on their marvellous achievements. These companies have received recognition for their excellence in exporting, through media coverage, enhanced reputation as well as enhanced employee morale.

Our sponsors

The importance of the Export Industry Awards is demonstrated by the high calibre of sponsors:

Enterprise Ireland
Bord Bia
County & City Enterprise Boards
Dublin Port Company
Irish Maritime Development Office
Port of Cork
IDA Ireland
KPMG
Kuehne + Nagel

and our media partner
Business & Finance

Award Winners 2008

Exporter of the Year Award: Combilift
Emerging Markets Exporter of the Year: Ballytherm
Multinational Exporter Award: AMO Ireland
Life Sciences Exporter Award: Creganna
Services Exporter Award: Simtech Aviation international
Manufacturing Exporter Award: Combilift
Software Exporter Award: Globoforce
First Flight Exporter Award: PEL Recycling Equipment
Seafood Exporter of the Year Award: Connemara Seafoods
Irish Food and Drink Export Award: Green Isle Food Ltd.
Innovation Export Award: Openet
Short Sea Shipping Company Award: Containerships Ltd.
Logistics Company of the Year Award: Geodis Ireland

Who is Eligible to participate in the Awards Programme?

Entrants may range from small start up companies to large international corporations, depending on the category.

How to Enter

Please complete the application form and submit to the address provided. Please note that companies are welcome to enter more than one category. Application forms may also be downloaded from the following websites:

www.irishexporters.ie

www.dublinportco.ie

www.enterpriseboards.ie

www.enterprise-ireland.com

www.portofcork.ie

www.kuehne-nagel.com

www.imdo.ie

www.bordbia.ie

www.ida.ie

Key Dates

Applications will only be accepted up to Friday, 30th October 2009. The Awards will be presented at a Gala Dinner in the prestigious Concert Hall, RDS, Ballsbridge on Thursday the 26th of November 2009

Criteria for Entry

The criteria for selection of winning companies as outlined in this brochure may be changed and determined by the adjudicating panel as appropriate.

- Companies need not be members of the Irish Exporters Association in order to be eligible to enter.
- A company may enter more than one category.
- Companies may be nominated by another company or service provider in the industry.
- Companies may also nominate themselves.
- Supporting documentation may be supplied with your application.

Award Design

This years Export Industry Awards have been created by Shane Holland Design, an award winning Irish Company based in Duleek, Co. Meath producing sculptural and functional elements in mixed metals. The skilled team of designers and crafts persons design and build unique pieces and have exported to UK, Europe, USA, Russia and the Middle East.

Each category winner will be given a stunning piece which has a strong, sleek and dynamic design, shaped for the ultimate dramatic effect. The overall Exporter of the Year will receive an additional piece which is the epitome of style.

Judging Panel

Sir George Quigley, Chairman Bombardier will chair the judging panel which includes **Prof. Frank Bradley** (Michael Smurfit School of Business), **Terence O'Rourke** (KPMG), **Dr. Christina Gates** (Tomkins & Co and President of the Institute of International Trade), **Dr. Constantin Gurdgiev** and **Dr. Tom McCarthy**, (Irish Management Institute).

The 2009 Award Categories:

Emerging Markets Exporter Award 2009

Objective & Criteria: To recognise exceptional performance by small Irish businesses in developing their export activity

- Open to all small businesses operating in Ireland that have exhibited excellence in developing an export strategy
- Special attention will be paid to marketing strategy employed.
- Success in overcoming trade barriers.

Sponsor: County and City Enterprise Boards

Multinational Exporter Award 2009

Objective & Criteria: To distinguish the exceptional performance of multinational companies in contributing to the Irish Export Industry.

- Open to all multinational companies in all export sectors.
- Nominee must be in business for two fiscal years
- Nominee must be exporting and have export sales of at least 50% of total turnover.

Sponsor: IDA Ireland

Life Sciences Export Award 2009

Objective & Criteria: To recognise the achievements by companies in the Life Sciences Sector which incorporates pharmaceuticals, medical devices, diagnostics and bio-pharmaceutical companies.

- Open to all exporting companies involved in the activities mentioned above
- Nominee must be in business for two fiscal years
- Nominee must have export sales of at least 50% of total turnover

Sponsor: Kuehne + Nagel

Services Exporter Award 2009

Objective & Criteria: To recognise the achievements of the services companies in securing and building new export markets in this sector.

- Open to all SME's who export services developed in Ireland.
- Nominee must have been in business for two fiscal years.
- Nominee must be currently exporting to one or more countries and have export sales of at least 15% of total turnover.

Sponsor: Enterprise Ireland

Manufacturing Exporter Award 2009

Objective & Criteria: To recognise the achievements of the manufacturing companies in securing and building new export markets in this sector.

- Open to all SME's who export consumer goods developed in Ireland.
- Nominee must have been in business for two fiscal years.
- Nominee must be currently exporting to one or more countries and have export sales of at least 15% of total turnover.

Sponsor: Enterprise Ireland

Software Exporter Award 2009

Objective & Criteria: To recognise the achievements of the software companies in securing and building new export markets in this sector.

- Open to all SME's who export software developed in Ireland.
- Nominee must have been in business for two fiscal years.
- Nominee must be currently exporting to one or more countries and have export sales of at least 15% of total turnover.

Sponsor: Enterprise Ireland

Seafood Exporter Award 2009

Objective & Criteria: To recognise a company that has made significant progress in securing and building export markets in the seafood industry.

- Open to all SME's operating in Ireland and exporting Irish grown produced or processed seafood.
- Nominee must have been in business two fiscal years.
- Nominee must have export sales of at least 15% of total turnover

Sponsor: Bord Bia

Irish Food & Drink Exporter Award 2009

Objective & Criteria: To recognise the export achievement by companies in the food and drink industry and in particular to encourage new product development in the sector.

- Open to all SME's business enterprises based in Ireland
- Nominee must have been in business for two fiscal years
- Nominee must have export sales of approximately 10% of total turnover.
- Nominee must demonstrate consistent responsible food safety and adhere to both the rules of HACCP and those of the local health board
- Be commercially aware and adaptable to a changing market environment
- Be innovative with regard to product development and packaging

Sponsor: Bord Bia

Innovation Exporter Award 2009

Objective & Criteria: To recognise a company that has made a significant innovative contribution to the export industry resulting in a new technology, product or service or a new use for an existing product. The winner will have added real value to some aspect of their current operations through the innovative process.

- Open to all companies who are operating in Ireland
- The innovative research and technology must have primarily taken place in Ireland. The constituents of the end product or service must be mainly Irish.
- The innovation must have been introduced to the industry or market within the last two years.
- The innovation must be original or must represent an original use of an existing system, e.g. a new packaging use.
- The innovation must result in economic and or social benefits and have the potential to be commercially successful.
- The innovation must result in an enhanced capability in research and development.
- Judges will consider both Product Innovation and Process Innovation

Sponsor: KPMG

Deep Sea Shipping Company of the Year Award 2009

Objective & Criteria: To recognise the outstanding achievement in the management of Deep Sea Shipping and its contribution in facilitating international trade to and from Ireland. The award will highlight the strategically significant role that Deep Sea Shipping plays in the islands economy and the award will be presented to the company, which has made the most valuable contribution to the efficiency of the deep sea transport mode in Ireland.

- The company must be involved in providing maritime transport services in the Deep sea shipping sector e.g. ship owners / liner operators /agents
- The company applying must have an Irish base/ subsidiary and should be in operation for at least 2 years in Ireland.

Sponsor: Port of Cork

Short Sea Shipping Company of the Year Award 2009

Objective & Criteria: To recognise the outstanding achievement in the delivery of these services to/from Ireland, while also highlighting the strategically significant role it plays to our Island economy. The award will be presented to the company, which has made the most valuable contribution to the efficacy of the maritime transport mode in Ireland.

- The company must be involved in providing maritime transport services in the short sea shipping sector, e.g. ship owners/linear operators/ port companies/ terminal operators.
- The company must have an Irish base/subsidiary and should be in operation for a minimum of 18 months.

Sponsor:Irish Maritime Development Office.

Logistic Company of the Year Award 2009

Objective & Criteria: To recognise the outstanding achievements in building and supporting Irish exports of logistics and supply chain management companies.

- Open to all shipping companies, freight forwarders, third party logistic providers (3 PLS), integrators and haulage companies.
- The company must operate in Ireland and have an Irish base/ subsidiary.
- The company has have been in business for two fiscal years.
- The company must demonstrate exceptional performance in supporting the export industry.

Sponsor: Dublin Port Company

Exporter of the Year 2009

Objective & Criteria: An overall Exporter of the Year Award for 2009 will be chosen by the judging panel from those companies who are overall winners in the individual twelve categories. The Award will be presented in recognition of the very best export achievement in what has become an ever more competitive international marketplace.

- Export Growth and profitability over the past two years.
- Innovative approach to any aspect of international trade.
- Growth in percentage of export sales compared to total sales.
- Obstacles overcome in getting into markets.

Sponsor: The Irish Exporters Association