



## **GLOBE AWARD AND MARCO POLO AWARD** **NOMINATION FORM**

### **From Our Team**

Business is becoming increasingly international – and to succeed internationally it is always helpful to have a guide and some friendly advice from locals. The World Trade Center can be your guide as you explore new opportunities and expand on existing ones. Through the World Trade Center Tacoma you have access to training, networking, research, trade missions, and meeting space – in Tacoma as well as 326 other locations in 92 countries. Washington trades more per capita than any other state.

The World Trade Center Tacoma has a solid record of success in helping many of those companies that are trading today – and in getting more companies to look at trading tomorrow. We look forward to being a partner in working towards your future success. Welcome to the world of opportunity. The door is open.

Anthony Hemstad, Executive Director  
Mariam Anderson, Events Manager  
Annie (Zhou) Molina, Membership & Trade Services Manager  
Michael Fowler, China Trade Project

### **About World Trade Center Tacoma (WTC Tacoma), [www.wtcta.org](http://www.wtcta.org)**

As part of a global network of World Trade Centers, we provide businesses with opportunities to succeed in the international markets. A promoter of foreign trade and investment, we offer programs to help exporters and service providers expand their business and create well-paid jobs. Supported by both the private and public sectors through members, sponsorships, grants and contracts, we provide individual companies with the right tools.

The World Trade Center Tacoma (WTC Tacoma) is a non-profit organization and a full-service member of the global World Trade Centers Association headquartered in New York City. Established in 1987, the WTC Tacoma is the Northwest's only certified WTC and one of the 87 certified WTCs located throughout the world. The WTC Tacoma is poised to play an increasingly influential role in a state that is extremely dependent upon international trade. Capable of utilizing multiple resources to locate potential market leads around the world, the center is a local informational source with a global scope.

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# World Trade Center Tacoma

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## **About World Trade Centers (WTCA), [www.wtca.org](http://www.wtca.org)**

The World Trade Centers Association (WTCA) was established in 1970 to encourage mutual assistance and cooperation among members, promote international business relationships, and foster increased participation in world trade by industrializing nations. The WTCA is an organization of 326 World Trade Centers (WTC) in nearly 100 countries. More than a building or an organization, a WTC brings together business and government agencies involved in international trade, provides essential trade services and stimulates the economy of the region it serves. A WTC assembles all the services necessary for global commerce into one location.

## **WTC Tacoma Staff**

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Fax: 253-396-1033

[www.wtcta.org](http://www.wtcta.org)

Join us at WTC Tacoma Facebook and LinkedIn





## **PAST GLOBE AWARD RECIPIENTS**

- 1994 THE JOHNSON GROUP
- 1995 JOSEPH SIMON & SONS
- 1996 DALE CHIHULY STUDIO
- 1997 JESSE ENGINEERING COMPANY
- 1998 ANDERSON HAY & GRAIN
- 1999 SUPERVALU INTERNATIONAL
- 2000 CHENCO MARINE, INC.
- 2001 NORTHWEST ETCH TECHNOLOGY, INC.
- 2002 GLOBE MACHINE MANUFACTURING CO.
- 2003 PORT OF TACOMA
- 2004 FLEX-A-LITE CONSOLDIATED
- 2005 FATIGUE TECHNOLOGY, INC.
- 2006 UNITED COATINGS
- 2007 TOYSMITH
- 2008 SUNSTREAM
- 2009 GENERAL PLASTICS MANUFACTURING CO.



## **PAST MARCO POLO RECIPIENTS**

1998	LES BOULANGERS ASSOCIES, INC.
1999	A DAY AT THE RACES
2000	WALKER BAY BOATS
2001	GERBING'S HEATED CLOTHING, INC.
2002	IDMICRO, INC.
2003	TACOMA GUITAR
2004	PC PROFESSIONALS, INC.
2005	A/D ELECTRONICS-GLOBAL ONE
2006	NEWTON RESEARCH LABS, INC.
2007	SHARPE MIXERS
2008	BABYLEGS
2009	TAHOMA IMPORTS

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# World Trade Center Tacoma

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**NOMINEE NAME:**

**Date:**

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**Company Name:**

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**Contact Name:**

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**Title:**

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**Telephone:**

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**Fax:**

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**Email:**

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**Mailing Address:**

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# World Trade Center Tacoma

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**NOMINATED BY:**

**Date:**

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**Company Name:**

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**Contact Name:**

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**Title:**

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**Telephone:**

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**Fax:**

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**Email:**

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**Mailing Address:**

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□ **GLOBE AWARD**

The Globe Award recognizes a Washington State based business that has demonstrated success and industry leadership thru its extension to global business, its product/service innovation, its contribution to Washington State's economic growth, and its participation in community development.

□ **MARCO POLO AWARD**

The Marco Polo Award recognizes a small to medium size business that has demonstrated first time success and accomplishment in international trade.

**JUDGING CRITERIA:**

- Be nominated by a business partner, bank, etc.  
A self-nomination is not recommended
- Presentation of complete nomination form
- Company's marketing materials, brochures, media coverage, etc
- Success and maturity in international/global business market
- Target market(s) and its size
- Product/Service innovation
- Contribution to Washington State's and local region's economic growth
- Involvement in community's economic development and growth

**SELECTION COMMITTEE:**

The Globe and Marco Polo Awards selection committee consists of community and business leaders.



## **IMPORTANT DATES:**

**Nomination form deadline:** Wednesday, April 28 at 5:00pm  
**Winners notified:** Friday, May 14  
**Awards Ceremony:** Wednesday, June 2

## **IMPORTANT INFORMATION:**

- Submit two copies of complete nomination form
- Submit nomination form to Mariam Anderson, Events Manager
- Submit the nomination form
  - a) By email:

Send the nomination form in PDF or in MS Word to Mariam Anderson at [manderson@wtcta.org](mailto:manderson@wtcta.org).  
Please indicate your company name and award's name in the subject line.
  - b) By mail:

Mail two copies of complete nomination form to  
Mariam Anderson, Events Manager  
950 Pacific Avenue, Suite 310  
Tacoma, WA 98402



## **SECTION A: COMPANY SERVICE SCOPE**

**Please check the category/categories below that best describe your company (check all that applies):**

<b>Trade</b>	<input type="checkbox"/> Importer
	<input type="checkbox"/> Exporter
	<input type="checkbox"/> Export Trading Company
	<input type="checkbox"/> Joint Venture/Partnership
	<input type="checkbox"/> Other (please specify):

<b>Services</b>	<input type="checkbox"/> Media
	<input type="checkbox"/> Travel Agency
	<input type="checkbox"/> Law Office
	<input type="checkbox"/> International Trade Consulting
	<input type="checkbox"/> Language Services
	<input type="checkbox"/> Other services (please specify):

<b>Industry</b>	<input type="checkbox"/> Manufacturer
	<input type="checkbox"/> Distributor
	<input type="checkbox"/> Wholesaler
	<input type="checkbox"/> Retailer
	<input type="checkbox"/> Transportation Service Provider
	<input type="checkbox"/> Other (please specify):



**To which region(s) do you currently export? (check all that apply):**

- Pacific Rim
- South-East Asia
- Central Asia
- Middle East
- Russia
- Africa
- European Union/Eastern Europe
- Latin/South America
- Mexico
- Canada
- Australia/New Zealand
- Other (please specify):

**From which region(s) do you currently import? (check all that apply):**

- Pacific Rim
- South-East Asia
- Central Asia
- Middle East
- Russia
- Africa
- European Union/Eastern Europe
- Latin/South America
- Mexico
- Canada
- Australia/New Zealand
- Other (please specify):



## **SECTION B: COMPANY STATISTICS**

Year established:	
Years in international business:	

### **Number of employees in Washington State**

<input type="checkbox"/> Under 25	<input type="checkbox"/> 50 - 99	<input type="checkbox"/> 250 - 500
<input type="checkbox"/> 25 - 49	<input type="checkbox"/> 100 - 249	<input type="checkbox"/> Over 500

### **Number of employees outside of Washington State**

<input type="checkbox"/> Under 25	<input type="checkbox"/> 50 - 99	<input type="checkbox"/> 250 - 500
<input type="checkbox"/> 25 - 49	<input type="checkbox"/> 100 - 249	<input type="checkbox"/> Over 500

# World Trade Center Tacoma



## Percentage of your total business that is international business?

2007	2008	2009
<input type="checkbox"/> 1-15%	<input type="checkbox"/> 1-15%	<input type="checkbox"/> 1-15%
<input type="checkbox"/> 15-30%	<input type="checkbox"/> 15-30%	<input type="checkbox"/> 15-30%
<input type="checkbox"/> 30-45%	<input type="checkbox"/> 30-45%	<input type="checkbox"/> 30-45%
<input type="checkbox"/> 45-60%	<input type="checkbox"/> 45-60%	<input type="checkbox"/> 45-60%
<input type="checkbox"/> 60-75%	<input type="checkbox"/> 60-75%	<input type="checkbox"/> 60-75%
<input type="checkbox"/> 75-90%	<input type="checkbox"/> 75-90%	<input type="checkbox"/> 75-90%
<input type="checkbox"/> 90-100%	<input type="checkbox"/> 90-100%	<input type="checkbox"/> 90-100%
<input type="checkbox"/> 0%	<input type="checkbox"/> 0%	<input type="checkbox"/> 0%

## Annual Sales (in USD dollars)

2007	2008	2009
<input type="checkbox"/> Under \$99,000	<input type="checkbox"/> Under \$99,000	<input type="checkbox"/> Under \$99,000
<input type="checkbox"/> \$100,000 - \$499,000	<input type="checkbox"/> \$100,000 - \$499,000	<input type="checkbox"/> \$100,000 - \$499,000
<input type="checkbox"/> \$500,000 - \$1 million	<input type="checkbox"/> \$500,000 - \$1 million	<input type="checkbox"/> \$500,000 - \$1 million
<input type="checkbox"/> \$1 million – \$4.99 million	<input type="checkbox"/> \$1 million – 4.99 million	<input type="checkbox"/> \$1 million – \$4.99 million
<input type="checkbox"/> \$5 million - \$99.99 million	<input type="checkbox"/> \$5 million - \$99.99 million	<input type="checkbox"/> \$5 million - \$99.99 million
<input type="checkbox"/> \$ 100 million – \$249.99 million	<input type="checkbox"/> \$ 100 million – \$249.99 million	<input type="checkbox"/> \$ 100 million – \$249.99 million
<input type="checkbox"/> \$ 250 million to \$499.99 million	<input type="checkbox"/> \$ 250 million to \$ 499.99 million	<input type="checkbox"/> \$ 250 million - \$499.99 million
<input type="checkbox"/> Over \$ 500 million	<input type="checkbox"/> Over \$ 500 million	<input type="checkbox"/> Over \$ 500 million



1. Describe your company's mission and vision and how they are related to your international business activities.
2. Describe your company's product(s) and/or services and their uniqueness.
3. Describe how your company started doing business internationally and why?
4. Describe the strategies your company has been utilizing to overcome the obstacles in international market(s).
5. Indicate the number of representative offices (if applicable).
6. Indicate location(s) of representative offices (if applicable).
7. Describe the strategies used by your company to remain competitive in the targeted markets.
8. Describe up to three examples that demonstrates your company's contribution to economic growth of Washington State and your local region.
9. Describe up to three examples that demonstrates your company's volunteer contributions to economic develop and growth of your local community.
10. Attach your company's marketing materials, brochures, media publications, and other related materials. Please provide two copies.
11. Please write any additional information that the Globe and Marco Polo Selection Committee should consider while evaluating your company for the Globe or Marco Polo Award.