

The fourth annual Ontario Global Traders Awards celebrates the export success of Ontario's top small and medium exporters (SMEs), industry leaders and students. Presented by Ontario Exports Inc. — the province's lead trade agency — and RBC Financial Group, in association with the Canadian Commercial Corporation (CCC) and several supporting sponsors from business, media and government, the awards have attracted over 600 submissions from all parts of Ontario in its first three years.

Open for nominations: honouring the best
2001 Ontario Global Traders Awards

"CCC is especially pleased to be the sponsor of the Innovation Award for the second year," says President Douglas Patriquin. "Exports support 1.6 million jobs in Ontario and account for over half of its economic productivity. But there are many more opportunities for Ontario's exporters," adds Patriquin. "Worldwide, the annual government procurement market is estimated at US\$5.3 trillion. Through its close relationship with Ontario Exports Inc., CCC is committed to helping Ontario exporters capture a larger share of this very lucrative market."

Award categories

- **The Innovation Award**, sponsored by the Canadian Commercial Corporation, recognizes excellence in the application of technology in the development of new products or services, and/or improvements to existing products or services that have led to consistent growth in exports and job creation.
- **The Market Expansion Awards** (Product and Service), sponsored by Deloitte & Touche LLP, recognize the pioneering spirit of Ontario SMEs that have successfully established themselves in a new export market(s) in addition to existing markets.
- **The Partnership Award** is a shared award sponsored by RBC Financial

Group and Ontario Exports Inc. which recognizes successful strategic alliances between Ontario-based SMEs and private or public sector partners that have led to new exporting opportunities or enhanced existing ones.

- **The Leadership Award**, sponsored by The Institute of Chartered Accountants of Ontario, recognizes individuals who are acknowledged by their peers for championing the cause of exporting in Ontario.
- **The Student Achievement Award**, sponsored by Export Development Corporation, recognizes students who excel, seek opportunities and put into action what they have learned in the field of exporting and international trade to the benefit of Ontario's exporting community.

Who is eligible

SMEs based in Ontario that meet all of the following five criteria are eligible for the Innovation, Market Expansion and Partnership categories:

- annual sales of less than \$50 million;
- a maximum of 200 employees;
- in business in Ontario for at least three fiscal years;
- currently exporting to one or more countries;
- export sales that are at least 15% of total sales.



Seminars



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- Representatives from the Canadian Government including the CCC.

What will they tell you?

- their agency's volume of procurements and requirements
- the importance of getting on a government schedule to sell your products/services
- how to qualify and register products and services to get on a government schedule
- potential procurement opportunities on the horizon

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: 1-800-748-8191, fax: (613) 947-3903, e-mail: info@ccc.ca Web site: www.ccc.ca

Regional presentations lead to top honours

Awards will be presented at four regional ceremonies: **Guelph** — March 21, 2002; **Niagara Falls** — March 28; **Brockville** — April 4; and **North Bay** — April 11. Regional winners will then compete for the Ontario Global Traders Provincial Awards, which will be presented **May 15, 2002**, in Toronto.

The nomination deadline is **November 2, 2001**. Nomination guides and forms are available on-line at www.ontario-canada.com/export For more information, call (416) 314-8200, toll free at 1-877-468-7233, or visit www.ontario-canada.com/export

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Export Sales and Contracting")

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