

# 2020 Manufacturing Application

## Application

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In addition to answering the questions below, you will have the opportunity to upload any supporting files at the end of the application form. **You may apply to more than one category.** Financial information will be kept confidential at the applicant's request.

**Application Deadline is Wednesday, January 29, 2020 (5pm)**

Responses (for the page that you are working on) will be saved when you click the 'Next' button. If you do not have enough time to complete the application or need extra time, your answers will be saved after you hit the 'Next' button at the bottom of the page and you may return to the application at a later time. When you have completed the application, make sure to click the Submit button at the end of the application. This will complete the application process. If you have problems accessing a partially completed application, email [events@pbn.com](mailto:events@pbn.com) and we will resend the link to your application.

**1. Please select the categories that you would like to be considered for. You may apply to multiple categories. \***

- Overall Excellence - Small Manufacturer: Fewer than 50 Employees
- Overall Excellence - Mid-Size Manufacturer: 50 – 149 Employees
- Overall Excellence - Large Manufacturer: 150 - 499 Employees
- Overall Excellence - Enterprise Manufacturer 500+ Employees
- Emerging Manufacturer - In business less than 15 years
- Product Innovation & Design
- Green Manufacturing
- Lean Manufacturing
- Supply Chain Management
- Excellence in Exporting
- Workforce Development & Training
- Safety Performance and Records
- Collaboration between Manufacturers
- Family Owned (Please include # of generations and family employees in the overview description)

**2. Contact Information \***

Company Name

Contact First Name

Contact Last Name

Contact Title

Street Address

City

State

Zip

Email Address

Phone Number

Company CEO/President/Executive Director \*

Title

Company Size: \*

Years in Operation: \*

## Company Overview

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**Please complete questions 2-6 and provide as much detail possible.  
Supplemental documents can be uploaded at the end of the application.**

**3. Overview:** Provide a brief description of your company, what you manufacture and manufacturing locations. \*

**4. Product Description:** (Photos, illustrations and/or graphs can be uploaded at the end of the application) \*

**5. Customer Base:** Briefly describe your customer base and who buys your product(s). \*

6. **Manufacturing Process & Operations:** Provide an overview of day-to-day processes, and provide examples of how operations continue to evolve.

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7. **Growth:** Provide financial data with gross revenue figures from the past three years.

(Financial information will be kept confidential at applicant's request)

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**Category Specific Questions.**

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## 8. **Emerging:** (for companies in business less than 10 years)

- What was your initial vision for starting the company? How has your vision matched up with reality?
- What financial support did you receive, either from investors, banks, financial awards, grants, contests, etc?
- What was the single largest obstacle you overcame in starting the company?
- What are you doing that is unique to ensure the company's future?

## 9. **Product Innovation & Design**

- Provide a detailed description of your innovation, design and the unique market/client that it serves.
- Detail the impact of the innovation (i.e. revenue growth, reduction in cost/time, increase in number of employees, profitability and/or share of market/global presence etc.)

## 10. **Green Manufacturing:**

- What goals do you have for reducing your company's carbon footprint?
- How much of your operation's waste stream is recycled?
- What initiatives have you undertaken in the last five years to improve the environmental sustainability of your operations?
- Do you make this criterion when evaluating potential suppliers?

11. **Lean Manufacturing:** Does your company practice lean management – and if yes, how has that improved operations, productivity and the bottom line?

12. **Supply Chain Management:** What changes have been made in the past two or three years to improve supply chain management? Include metrics you used to define and measure the changes.

13. **Exporting:** Provide details about how the company:

- Manages exporting
- Changes and opportunities that have increased domestic and/or international shipments over the past three years.

14. **Workforce Development, Training & Productivity:** Provide details of training programs for employees. What opportunities do employees have for career advancement through training?

15. **Safety Records and Performance:** Please provide:

- Policies in place to ensure safety
- How policies have led to improved performance and include statistics

## 16. Collaboration Between Manufacturers

How has your company collaborated with other manufacturers in the region to enhance products and customer service?

17. Upload any additional supporting documentation. (Financial information will be kept confidential at the applicants request)

Browse...

18. Please indicate how you heard about this award program:

- PBN Newspaper
- Email Message
- PBN.com
- Other

**Make sure to click the submit button below to assure that your application is delivered.**

**Thank You!**

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**Application Deadline is Wednesday, January 29th, 2020 (5pm)**

Questions, email [Events@PBN.com](mailto:Events@PBN.com)

Thank you for submitting your application.

***Presenting Sponsor:***