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|  | Wine Distributor Award |

#  Entry Form 2023

The IWSC invites importers and distributors to take part in our Wine Distributor Award, free of charge. Please complete the form below. The award will be based on your company’s achievement in the past 12 months.

A distributor is any company that is involved in the distribution of wine from a producer to the wider retail chain. They do not have to be importers.

A company’s turnover will be considered to ensure fair judging across the board.

This award is open to all distributors, entry into the IWSC tasting competition is not required.

**Please return completed forms to marketing@iwsc.net no later than Friday 10 February 2023.**

**Please include a high-resolution company logo with your entry and an image of your business you are happy for the IWSC to use to illustrate your company if you are shortlisted.**

**Please send any additional online materials to support your entry.**

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| **COMPANY INFORMATION**  |
| Contact name: |  |
| Contact email address: |  |
| Company name: |  |  |
| Company address: |  |  |
| Company social media: |  |  |
| Company turnover: |  |  |
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| 1. Turnover of less than £6 million
2. Turnover between £6 million - £20 million
3. Turnover greater than £20 million.

*(If you are on the boundary of a category, it is best to enter the category below).***Deadline for entry is Friday 10 February. Judging will take place shortly after this date. The shortlisted entrants will be announced w.c. 20 February and the winner announced w.c. 27 February. Good luck!** |

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| **ABOUT YOUR COMPANY** |
| **What is your company ethos and can you share three key values?** (max 200 words)

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**Who are your customers and how do you engage with them?** (max 200 words)

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**What have you done in the past 12 months to differentiate yourself from your competitors?** (max 200 words)

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**What product knowledge and other training do you offer your staff and customers?** (max 200 words)

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**How are you planning to develop the business portfolio in the next 12 months?** (max 200 words)

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| **SUSTAINABILITY** |
| **What have you done over the past year to reduce your business’ impact on the environment?** (max 200 words)

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**What is/are your business’ environmental goal/s?** (max 200 words)

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Please include any photos relevant to your answers – please only send up to a maximum of 10 photos for this section.

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| **WINE RANGE** |
| **How many different producers/brands and categories do you represent?** (max 200 words)

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**Which new wines or producers have your signed recently or plan to sign? What was the rationale behind selecting them?** (max 200 words)

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**What are your marketing and promotional strategies for any new producers you sign up?** (max 200 words)

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Please include any photos relevant to your answers – please only send up to a maximum of 10 photos for this section.

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| **WHY YOU?** |
| **What are the top three recent, or planned, achievements and innovations that set you apart from your competitors and make you worthy of our 2023 Wine Distributor Award?** (max 300 words)

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Thank you for entering the IWSC’s 2023 Wine Distributor Award. Please return your completed form, together with any images to illustrate your entry, plus a company logo and an image of your business to **marketing@iwsc.net** before **Friday 10 February 2023.**