



Welcome to the IWF 2018 Challengers Award®



Thank you for participating in the IWF 2018 Challengers Award Competition. Your decision to enter the 2018 competition will include your company/product in a special group of businesses that are striving to lead the industry forward through innovation and ingenuity.

It is visionary companies such as yours that entice leaders and decision makers from across North America and the world to visit Atlanta in search of advanced solutions to improve productivity and efficiency. Entering the IWF 2018 Challengers Award Competition puts your product/service in the industry spotlight for all to take notice. The industry media will be watching closely as well, the Challengers Award Competition is one of the main resources used to discover new products for coverage in feature articles and industry news.

The many long hours of brain storming, designing, developing, testing and re-testing your new idea are now ready to be recognized. The IWF 2018 Challengers Award Competition is the opportunity to announce your accomplishment and be recognized as an industry pioneer.

GOOD LUCK!

Important things to remember:

- The competition is open to IWF 2018 exhibitors only.
- The 2018 Challengers Award entry procedure has been simplified to have only one round of judging to select the 20 finalists. In addition, all supporting materials will be submitted electronically (via USB drives) which will negate the requirement of sending samples of the product or what it produces to each of the judges. The 20-finalist chosen from these entries will advance to the finalist's round of the competition and perform live demonstrations for the judges on the day before IWF 2018 opens (August 21st, presentation times will be announced). The seven winning entries will be chosen based on these demonstrations and announced on opening day of IWF 2018.
- Remember to send 13 complete sets of individually enveloped and labeled entries (completed entry form and USB drive with supporting materials).
- Remember to include a separate USB drive with your company logo for IWF use in media promotion. A separate envelop labeled with your company name and "company logo" should accompany your 13 entry packets. For online use please include a color company Logo/Image (gif, jpeg or png, less than 30KB and not exceeding 250 W x 120 H pixels). For printed materials please include a black and white logo as well. These should be a hi-resolution black and white logo file (at least 600 dpi).
- Entry forms are in a fillable PDF format. Answers to questions requiring descriptions (1,4 & 5) can be typed into the blank areas on the page or can be completed as a Word Document on a separate piece of paper. **No hand-written entries will be accepted.**
- Entry materials will not be returned.

Important Dates:

April 3rd, 2018 - The deadline for entries.

June 12th, 2018 - Finalists are announced and names given to industry publications for release in July issues.

August 21st, 2018 - Judging of the 20 Finalists takes place on the show floor the day before IWF 2018 opens.

August 22nd, 2018 - The 7 Winners will be announced during a ceremony held at the Challengers Award Gallery. An IWF delegation of judges, IWF management, association executives and photographers will then visit the winner's booths to present the awards.



IWF 2018 Challengers Award®

Official Entry Form

Instructions

To enter please send the following:

- **13 copies** of completed entry forms (typed on entry form or Word Doc. only).
- **13 copies** of any supporting materials (USB drive only – see instructions at the bottom of page 4)
- Place individual completed entry forms and USB drives in separate 9"x12" envelopes labeled with IWF 2018 Challengers Award, the company name and entry name (see attached example).
- Please include a separate labeled envelope containing USB drive with your company logo/image in gif, jpeg or png format, less than 30KB and not exceeding 250 W x 120 H pixels. For printed materials please include a black and white logo as well. These should be a hi-resolution black & white logo file (at least 600dpi). These will be for IWF use in media promotion. Seal this USB drive in an envelope clearly labeled with your **company name and company logo for Challengers Award**.

Entry Deadline:

- All materials must be received at the IWF Office by April 3rd, 2018. Late entries will NOT be judged.

IMPORTANT:

- Read all entry procedures and all other information included in the Entry Package.
- Entry forms can be downloaded at http://iwfatlanta.com/Resources/MediaContent/2018_Challengers_Entry_Form.pdf to be completed on your computer, then printed, copied and mailed.
- **No handwritten entries accepted.**
- **Do not fax or e-mail entries. Please make 13 complete copies and mail to IWF at the address below.**
*Entry materials will not be returned.
- **If you have questions or would like assistance please contact J.P. Roberts at: jp@iwfatlanta.com or by phone at: 404-693-8333.**

Exhibitors with entries chosen to compete in the finalist round of judging will be notified on June 12th, 2018

Return completed entries to:
2018 Challengers Award®
International Woodworking Fair, LLC
3520 Piedmont Rd., NE
Suite 120
Atlanta, GA 30305-1582 U.S.A



IWF 2018 Challengers Award®

Entry Form – Page 1

Entry Name: _____

Model#: _____

Company Name: _____

Company Contact Name: _____
(Person in charge of handling your company's entry)

Business Phone #: _____

Cell Phone #: _____

Email: _____

I hereby agree that the sponsors of the competition may video and photograph the entry and publicize it in any manner or media without compensation.

Signed: _____

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip/Postal Code: _____

Country: _____

Phone: _____ Fax: _____

Contact Email: _____ Company Website: _____

If you are the manufacturer of the entry and this entry is being submitted by a representative or distributor, please complete:

Contact Name: _____

Company Name: _____

Phone: _____ Fax: _____

E-mail: _____

ENTRY DEADLINE: April 3rd, 2018

The International Woodworking Fair, LLC makes no endorsement of the product or services of the finalists or winners of the Challengers Award®, nor does it endorse the products or services of any contestant for the Challengers Award®. The show management and the joint venture partners and the coordinators of the competition disclaim all responsibility for the operation, effectiveness, or safety of such products or services. Since innovation is a primary criterion for this award, the winning product or service should not be construed as implying or setting an industry standard or norm.



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Entry Form - Page 2

Entry Name: _____

Model #: _____

Company Name: _____

1. Technical Description

Provide a concise description of your entry, list specific examples of its application, and explain its innovative features. Compare your entry with current technology and explain how the features of your entry offer an improvement in the way of cost savings, efficiency, productivity or environmental protection. Provide an estimated installed cost of your entry. Other features of this entry, not listed above, that make it innovative. **This information must be typewritten and completed on the blank portion of this page only. As an alternative, you may attach a one page Word created document instead.**



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Entry Form - Page 3

Entry Name: _____

Model #: _____

Company Name: _____

2. This entry is:

- | | | |
|---------------------------------|------------------------------|-----------------------------------|
| A. A Machine | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| B. A Supply Item | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| C. A Production Aid | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| D. A Process | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| E. A Material | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| F. A Service | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| G. A Safety Device | <input type="checkbox"/> New | <input type="checkbox"/> Improved |
| H. An Environmental Improvement | <input type="checkbox"/> New | <input type="checkbox"/> Improved |

3. The entry will provide these benefits:

- Lower Labor Cost
- Reduced Process Time
- Faster Order Fulfillment
- Faster Set-Up
- Less Plant Space
- Lower Material Cost
- Improved Product Features
- Environmental Benefits

4. Describe how your entry will benefit the industry:

5. Other features of this entry, not listed above, that make it innovative. (Explain)



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Entry Form - Page 4

6. What month and year was your entry introduced in the U.S.? _____

7. What month and year was your entry introduced outside the U.S.? _____

8. Has your entry been exhibited at previous industry events? Yes _____ No _____

9. If you answered yes to the previous question, which of the following events?

IWF 2016 _____ AWFS 2017 _____ LIGNA Hannover 2017 _____ Other _____

Upon reviewing your Challengers Award® entry a judge may have additional questions. Please provide a contact name/information for person(s) able to discuss and answer questions a judge may have regarding your entry.

Company Name: _____

Contact Person: _____

Phone Number: _____

Cell Number: _____

Email Address: _____

Additional contact:

Contact Person: _____

Phone Number: _____

Cell Number: _____

Email Address: _____

Include additional supporting materials on a USB drive. 13 USB drives containing all supporting materials (i.e. trade journal articles, test results, photographs, technical brochures and video clips not exceeding three minutes): Each drive and a copy of your completed Entry Form must be placed in 13 sealed envelopes labeled with IWF 2018 Challengers Award, your company name and entry name (see next page for example of how to label envelopes). No advertisements, promotional materials or samples should be included.

Example of how to label envelopes for entries

12"

IWF 2018 Challenegrs Award
Company Name
Booth #
Entry Name
Model # (if applicatible)

9"