

THE AMERICAN CHAMBER OF COMMERCE IN NEW ZEALAND



and



in conjunction with



present

THE AMCHAM - DHL EXPRESS 2014 ANNUAL AWARDS CELEBRATING SUCCESS & INNOVATION

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The Business

AMCHAM INNOVATION & SUCCESS AWARDS

In 2000 the American Chamber of Commerce in New Zealand introduced these Awards to celebrate success and innovation in business relationships with the USA. This event has now become a highlight of our year and with trade between the two countries continuing to expand, we expect even more interest in these Awards.

The American Chamber of Commerce in New Zealand and DHL Express are pleased announce the launch of the 2014 Awards in conjunction with Hawaiian Airlines.

THE CATEGORIES & PRIZES

1. IMPORTER OF THE YEAR FROM THE USA

The winner receives a return economy Class ticket on Hawaiian Airlines from Auckland to either, Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.

2. EXPORTER OF THE YEAR TO THE USA — NZ\$0—NZ\$500,000

The winner receives a return economy Class ticket on Hawaiian Airlines from Auckland to either, Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.

3. EXPORTER OF THE YEAR TO THE USA — NZ\$500,001—NZ\$5 million

The winner receives a return economy Class ticket on Hawaiian Airlines from Auckland to either, Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.

4. EXPORTER OF THE YEAR TO THE USA — over NZ\$5 million

The winner receives a return economy Class ticket on Hawaiian Airlines from Auckland to either, Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.

There will be 3 other awards with the winner being chosen by appointed judges. These will be:-

5. THE ERIC & KATHY HERTZ AWARD FOR CITIZEN DIPLOMACY

This award will be presented annually to a person, group of people or organization who have made significant contributions to strengthening the bonds between the people of Aotearoa and the United States. The contributions can be made in any field that complements the deep political and economic ties between these two great nations including education, science, research, culture, arts and sports.

The winner will receive either:

- a return economy Class ticket on Hawaiian Airlines from Auckland to either, Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.
- Cash grant of NZ\$2,500

6. INVESTOR OF THE YEAR TO OR FROM THE USA

One of the above winners will be selected to be the overall Supreme Award Winner.

7. AMCHAM SUPPORTER OF THE YEAR

****For conditions of all prizes see “The Small Print” on page 4****

THE JUDGES

STEPHEN TITTER, Director, Hahei Consulting Limited.

WES JONES, Partner, Baldwins

ROSS MATHIESON, Insight Systems Limited

ALEX BROUGHTON, Business IQ Limited

MIKE HEARN, Executive Director, American Chamber of Commerce

HOW DOES THE PROCESS WORK?

18 April entries open
6 June entries close
4 July finalists announced
7 August Success & Innovation Awards Dinner

Finalists from outside Auckland are responsible for their own travel and accommodation costs and arrangements to attend the Awards dinner.

DOES MY BUSINESS QUALIFY?

Your business is eligible to enter if you have traded goods, or provided services, education, intellectual property, royalties, etc. to or from the USA during the last 12 months from 1 June 2013. You do not have to be an AmCham member.

HOW DO I ENTER?

1. Choose a category that best suits your business.
2. Complete an official entry form
3. Provide the information requested under “**The Criteria**”.
Please type your answers. Your document should be no more than 6 A4 pages.
4. Please forward **six copies** of your application & entry form:

by mail to:-

American Chamber of Commerce
P O Box 106-002
Auckland Central
Auckland 1143

by courier to:-

American Chamber of Commerce
95 Esperance Road
Glendowie
Auckland 1071

Please remember no entries can be accepted after 5.00pm on 6 June 2014.

If you have any questions please contact:

Mike Hearn
Executive Director
American Chamber of Commerce in New Zealand Inc.
P O Box 106-002
Auckland Central
Auckland 1143

Tel: 09-309-9140 Fax: 09-309-1090
Mobile: 021-707-506
Email: mike@amcham.co.nz

THE CRITERIA

The Judges will be looking for and evaluating the best examples of a passion for business success, a commitment to innovation, a demonstrated approach to developing marketing opportunities and a commitment to corporate citizenship.

In judging the entries, the weightings allocated by the judges will be as follows:

Business operations summary	5%
Financial (track record and projections)	35%
Commitment to innovation	25%
Marketing and business strategies	30%
Corporate citizenship	5%

Each company entering the competition is required to submit, on company letterhead, a narrative statement with the whole submission not to exceed a maximum of 6 pages which should include:

1. A precise description of your company's business operations including the market and industry in which you compete.
2. a) For companies applying for the Exporters of the Year Awards – general results of trading and business operations which clearly shows your success (including sales and profitability) within the U.S. marketplace for the last 3 to 5 years and also projections for the next 1-2 years.
b) If you are competing for the Importer of the Year Award (from the USA), the above details of results for these imports within the New Zealand marketplace.
3. For Exporters, examples of business successes within the U.S. marketplace. Or conversely for Importers, examples of business successes within the New Zealand marketplace.
4. The Awards celebrate innovation and success. Please identify specific initiatives your company has taken that stand out in your field as truly innovative and give examples of how this innovation has translated into business success.
5. A demonstrated commitment to corporate citizenship through contributing to community needs and interests.
Obviously, companies entering the competition are not expected to submit any details or data which would be considered proprietary in nature. However, we do require key information on which to make our assessments ensures appropriate winners are determined and are prepared to sign confidentiality agreements with any entrant.
To the extent possible, it would be helpful to convey the general magnitude of the export or import sales volume; the resultant employment generation in New Zealand or the United States:- and, other factors which might describe the corporate citizenship roles of the firm.
6. For the Investor of the Year Award - a two page submission outlining the amount of the investment, any jobs created, benefits to NZ/US, any other relevant information.
7. For the Eric and Kathy Hertz Award for Citizen Diplomacy – a two or three page submission outlining how the individual or organisation has made significant contributions to strengthening the bonds between the people of Aotearoa and the United States. Further information may be requested at a later date.

THE SMALL PRINT

- Your entry (except for the announcement of the company name as finalist and/or winner) will remain confidential.
- The judges decision is final. No correspondence will be entered into.
- Judges are required to disclose any conflict of interest and will be excluded from the judging process where conflicts arise.
- AmCham accepts no responsibility for your entry or any supporting material sent in with your entry and cannot guarantee their return.
- The international travel prizes must be completed by 31 July 2015.
- Winners are responsible for any travel costs to Auckland or Christchurch, all taxes in New Zealand and the USA, accommodation costs in the USA and any other costs incurred.
- Travel on Hawaiian Airlines is subject to space being available when reservations are made.
- Travel does not qualify for frequent flyer points
- Winners may be given the opportunity of providing a presentation on their company at an AmCham function to be held later in the year following the Awards dinner.
- Winners agree to provide media partner interviews.

OFFICIAL ENTRY FORM

ENTRY DETAILS

Full and correct name of entrant

Postal address

Telephone: ()

Fax: ()

Mobile: ()

Email:

Website:

Contact Person:

Title:

Category Entered

1. Importer of the Year
2. Exporter of the Year—NZ\$0—NZ\$500,000
3. Exporter of the Year—NZ\$500,001—NZ\$5 million
4. Exporter of the Year—Over NZ\$5 million
5. Investor of the Year
6. Eric & Kathy Hertz Award for Citizen Diplomacy

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The winners will be announced at a gala dinner ceremony on 7 August 2014

Tickets cost \$195.00 (plus GST) each.

Finalists from outside Auckland are responsible for their own travel and accommodation costs and arrangements to attend the Awards dinner

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Please tick if you would like to receive more information about the dinner

RETURN YOUR MAIL TO:

by mail:

American Chamber of Commerce
PO Box 106-002
Auckland Central
Auckland 1143

by courier:

American Chamber of Commerce
95 Esperance Road
Glendowie
Auckland 1071

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