

# THE AMERICAN CHAMBER OF COMMERCE IN NEW ZEALAND



and



in conjunction with



present

## THE AMCHAM - DHL EXPRESS 2015 ANNUAL AWARDS CELEBRATING SUCCESS & INNOVATION

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## 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 2015 Awards in conjunction with Hawaiian Airlines.

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## THE CATEGORIES & PRIZES

1. **IMPORTER OF THE YEAR FROM THE USA**  
The winner receives \$1,000 free shipping from DHL Express, and 100,000 Hawaiian Airlines Miles
2. **EXPORTER OF THE YEAR TO THE USA — NZ\$0—NZ\$500,000**  
The winner receives \$1,000 free shipping from DHL Express, and 100,000 Hawaiian Airlines Miles
3. **EXPORTER OF THE YEAR TO THE USA — NZ\$500,001—NZ\$5 million**  
The winner receives \$1,000 free shipping from DHL Express, and 100,000 Hawaiian Airlines Miles.
4. **EXPORTER OF THE YEAR TO THE USA — over NZ\$5 million**  
The winner receives \$2,000 free shipping from DHL Express, and 100,000 Hawaiian Airlines Miles.  

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:

  - The winner receives 100,000 Hawaiian Airlines Miles or;
  - 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\*\*

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## THE JUDGES

STEPHEN TITTER, Director, Hahei Consulting Limited.  
ROSS MATHIESON, Insight Systems Limited

WES JONES, Partner, Baldwins  
ALEX BROUGHTON, Business IQ Limited

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## HOW DOES THE PROCESS WORK?

28 April entries open  
29 May entries close  
15 July finalists announced  
20 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.

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## 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 2014. You do not have to be an AmCham member.

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## 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 29 May 2015.

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](mailto:mike@amcham.co.nz)

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

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## THE CRITERIA (CONTINUED)

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/solvency statement) within the U.S. marketplace for the last 3 to 5 years and also projections for the next 1 to 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 (aligned to community need and interests) 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, financial health and outlook and 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.
8. All finalists will be expected to meet the judges for an in depth question session, either face to face or via video/Skype.

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## 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 2016.
- 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 20 August 2015

Tickets cost \$200.00 (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:

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95 Esperance Road  
Glendowie  
Auckland 1071

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