**ENTRY FORM (FORM A)**

**NOTE: Please restrict your answer to each question to a maximum of 300 words**

**COMPANY INFORMATION**

|  |  |
| --- | --- |
| **Company Name** |  Click here to enter text. |
|  |  |
| **Contact Name** | Click here to enter text. |
|  |  |
| **Contact Address** | Click here to enter text. |
|  |  |
| **Contact Country** | Click here to enter text. |
|  |  |
| **Email Address** | Click here to enter text. |
|  |  |
| **Telephone Number** | Click here to enter text. |
|  |  |
| **Website Address** | Click here to enter text. |
|  |  |
| **Category** | Click here to enter text. |

1. **Business Type**

Please only complete the section that relates to the category you have chosen to enter.

**1.1** Please describe in less than 300 words what makes you the best grower of **finished plants/trees**

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| Click here to enter text. |

**1.2** Please describe in less than 300 words what makes you the best grower of **young plants**

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| Click here to enter text. |

**1.3** Please describe in less than 300 words what makes you the best grower of **cut flowers**

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| Click here to enter text. |

1. **Economic Performance**

**2.1** Please describe the company’s current market position.

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| Click here to enter text. |

**2.2** Describe the role the company plays in a particular sector and/or specific crops.

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| Click here to enter text. |

**2.3** Explain the company’s business strategy and marketing vision.

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| Click here to enter text. |

**2.4** Indicate the purpose and scope of future investment plans.

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| Click here to enter text. |

**2.5** Please provide the following financial information.

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| **Budget Turnover for 2016 (EUR)** | Click here to enter text. |
| **Gross Sales in 2015 (EUR)** | Click here to enter text. |
| **Profit and loss** | ( Please select A or B )A: Below 250,000 euro[ ] B: Above 250,000 euro[ ]  |
| **Balance Sheet (EUR)** |  | **Assets** | **Liability** | **Net worth** |
| **2015** | Click here to enter text. | Click here to enter text. | Click here to enter text. |
| **2014** | Click here to enter text. | Click here to enter text. | Click here to enter text. |
| **2013** | Click here to enter text. | Click here to enter text. | Click here to enter text. |

Please ask your financial auditor or management accountant to verify, the financial information that you have submitted, by completing and signing the table below.

|  |  |
| --- | --- |
| **Full Name:** | Click here to enter text. |
| **Position:** | Click here to enter text. |
| **Company Name:** | Click here to enter text. |
| **Company Address:** | Click here to enter text. |
| **Signature:** | Click here to enter text. |

1. **Level of Innovation**

**3.1** Please describe the company’s activities to play a leading role in its field.

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| Click here to enter text. |

**3.2** Is the company leading with respect to its crop selection? For example: disease-resistant varieties, new varieties/assortment concepts, and/or out-of-season supplies.

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| Click here to enter text. |

**3.3** How does the company lead in the innovation of production techniques? For example: cultivation methods, mechanisation and/or process automation.

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| Click here to enter text. |

**3.4** Does the company have its own research programme? If so, please give a brief description of it.

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| Click here to enter text. |

**3.5** How does the company keep up to date and engage with the latest scientific research?

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| Click here to enter text. |

1. **Market Orientation**

**4.1** Please describe the way in which the company adds value by using sales and marketing, in a highly competitive market ( local and/or international ).

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| Click here to enter text. |

**4.2** What types of promotional activities are undertaken (e.g. brochures, emails, social media, website)?

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| Click here to enter text. |

**4.3** Does the company take part in collective promotion campaigns organised by the sector? If so, give an explanation of its role in them.

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| Click here to enter text. |

**4.4** Please describe how the company adds value through packaging and/or special sales concepts ?

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| Click here to enter text. |

**4.5** Please give examples on how the company responds to changing customer demands ?

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| Click here to enter text. |

1. **Environmental Standards**

**5.1** Give a description of the company’s endeavours regarding sustainability and climate change.

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| Click here to enter text. |

**5.2** Explain how the company demonstrates its sustainability claims to its customers ?

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| Click here to enter text. |

**5.3** Demonstrate how the company is involved in other aspects of environmentally friendly production ( eg. Low-energy production techniques, cultivation of low-energy crops, rainwater collection, reduced emissions, environmentally-friendly packaging, transport etc.) ?

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| Click here to enter text. |

**5.4** Please list and name how many environmental certificates you hold?

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| Click here to enter text. |

1. **Human Resource Policy**

**6.1** Describe the company’s attitude towards personnel management.

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| Click here to enter text. |

**6.2** Explain how the company demonstrates its social responsibility to its customers ?

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| Click here to enter text. |

**6.3** Explain how the company develops your employees ?

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| Click here to enter text. |

**6.4** What are the career opportunities for personnel (e.g. education, training and career progression)?

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| Click here to enter text. |

**6.5** List any programs the company has in relation to personnel care (e.g. working conditions, health & safety, introduction program, social activities)?

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| Click here to enter text. |

***CHECKLIST***

* ***Entry form (A)***
* ***Trade reference form (B)***
* ***Supporting documents (Please mark as document C)***
* A maximum of 10 high resolution photographs may be submitted
* A maximum of 5 high quality videos may be submitted
* To submit any large files, please send using **wetransfer.com**
or share by using **dropbox.com**

**Once your entry is complete email it to maria.wallin@aiph.org by Sunday, 31 July 2016.**