



Your choice, our service!

The market is changing. Orders are becoming larger and problems more complex. We are also taking trends and consumer demands into consideration at a far earlier stage within the chain. We are doing all we can to ensure good prices for our products. However, this also means that more is expected from you as an entrepreneur. If you lack the necessary experience, or simply do not have enough time, the intermediary organization FloraHolland Connect is here to help.

As a supplier, at FloraHolland Connect you can choose from the following service packages:

- Do-it-yourself: Takes care of the financial settlement of your sales
- Do-it-together: Do business together with FloraHolland Connect
- Let-us-do-it: Your sales process is entirely in the hands of FloraHolland Connect

Choose the package that best suits your business and your future plans! To supplement these packages, you may also choose from a range of so-called tailored services.

Do-it-yourself

The Do-it-yourself package is ideal for businesses that prefer to handle their own sales and order processing. For a basic fee, you can make use of our market place and we will take care of the administrative processing and financial aspects of your orders.

For an additional fee, you may also supplement this package with several services in the areas of promotion, sales, risk management and logistics. Examples of these services include the webshop of PlantConnect.nl and FloraHolland e-Trade.

Do-it-together

If you prefer to market your products with the help of FloraHolland Connect, the Do-it-together package may be more suitable. Besides active intermediation for daily, weekly or future orders, we also keep you informed on the latest supply and market developments. We work with you to create targeted offers, we supervise negotiations, and we take care of other issues such as complaints handling. If you choose the Do-it-together package, you can, for example, participate in thematic and seasonal presentations in the presentation areas of FloraHolland free of charge. This package can also be supplemented with optional tailored services.



Let-us-do-it

If you are looking for support in the sale of your plants or flowers, if you want help with the (further) structuring of your sales organization, or if your needs lie in the field of marketing and management, the Let-us-do-it package would be the most suitable. One of our agents will be your exclusive person on the market. At least once a week, or more often, whatever you may need. This makes it easier for you to utilize your market opportunities.

Tailored services

If after choosing one of these packages you still have various needs that are not catered for, the individual tailored services may provide an adequate supplement. For example, this may concern extra quality supervision or customized market information. Formulate your request and we will be happy to come up with a solution.

Would you like to know more?

Do you have questions or need help in deciding which option to choose? Please go to our website www.floraholland.com or get in touch with your FloraHolland point of contact. You can also put your questions to FloraHolland Connect Info via T +31 (0)174 63 55 55 (Naaldwijk) or T +31 (0)297 39 38 88 (Aalsmeer), or send an e-mail to connect@floraholland.nl.



Aalsmeer

Legmeerdijk 313
P.O. Box 1000 1430 BA Aalsmeer
The Netherlands
T +31 (0)297 39 70 00
F +31 (0)297 39 00 39
E aalsmeer@floraholland.nl

Naaldwijk

Middel Broekweg 29
P.O. Box 220 2670 AE Naaldwijk
The Netherlands
T +31 (0)174 63 33 33
F +31 (0)174 63 22 22
E naaldwijk@floraholland.nl

Rijnsburg

Laan van Verhof 3
P.O. Box 10 2230 AA Rijnsburg
The Netherlands
T +31 (0)71 409 44 44
F +31 (0)71 409 45 33
E rijnsburg@floraholland.nl

Venlo

Venrayseweg 214
P.O. Box 3200 5902 RE Venlo
The Netherlands
T +31 (0)77 323 99 36
F +31 (0)77 323 96 91
E venlo@floraholland.nl

Bleiswijk

Klappolder 130
P.O. Box 500 2665 ZM Bleiswijk
The Netherlands
T +31 (0)10 529 77 77
F +31 (0)10 529 78 78
E bleiswijk@floraholland.nl

Eelde

Burg. J.G. Legroweg 80 9761 TD Eelde
The Netherlands
T +31 (0)50 309 77 77
F +31 (0)50 309 10 62
E eelde@floraholland.nl

www.floraholland.com

Package choice 2010 FloraHolland Connect



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