



# CZECH TRADE FOCUS

Good News from the Czech Commercial Offices in the USA • June 2001

## ® Economic Outlook

- The current preferential tariff treatment of Czech products imported to the United States will expire on September 30, 2001. An extension of the Generalized System of Preferences (GSP) program will be part of the new legislation subject to approval by the U.S. Congress in the course of this year. According to early indications from the U.S. Department of Commerce, the Czech Republic should further enjoy this preferential treatment. The GSP legislation may not be passed before September 30, 2001. More realistic term, however, seems to be the end of this year. In any case, the GSP program is to be retroactive, which means that duties paid in the interim period beginning October 1, 2001, can be later reclaimed from the U.S. Customs Service. The GSP extension may be supposedly approved for another two years.
- The foreign trade deficit has widened more than expected, but data shows that exports remained strong despite the slowdown in its key trade partner, the euro zone. The Czech Statistical Bureau (CSU) reported that the trade gap for April reached CZK 12.1 billion, slightly below a revised 12.9 billion deficit in March, but above the forecasted 9.9 billion. Imports jumped 28.9 percent as compared to a year ago, fuelled by companies' demand for investment-related goods. Exports jumped 22.4 percent, accelerating from 18.9 percent in the previous month. The data illustrates that Czech companies have maintained their export momentum despite a series of bearish news from the main trading partners. Export growth to Germany, the largest trade partner encompassing approximately 40 percent of Czech exports, dropped to 11.4 percent from 17.1 in March, while export growth to the EU as a whole rose 22.3 percent from 17.2 in March.
- The CSU said the bulk of the increase in imports lay in the sectors of machinery and semi-finished products and chemicals, while machinery and vehicles drove exports. The data confirmed that the economy is not absorbing too many consumer goods. Analysts see the rising gap as a result of strong investment activity that will later translate into higher exports.
- The 9.5 percent unemployment rate dropped to 9 percent (471,000 persons) in April, representing a decline of roughly 22,000 persons. The decrease was registered in the northern regions of Bohemia and Moravia, where unemployment rates are traditionally high. Experts cited the widening selection of jobs offered by foreign investors and small and medium sized businesses. Seasonal employment also contributed to the positive trend. The Czech industrial output in March was 5.2 percent higher than 12 months ago, while the construction industry registered an increase of 6.5 percent.
- The Czech Finance Ministry prepared two possible scenarios for next year's state budget: the first depends on a deficit of CZK 10 billion, while the other on a CZK 20 billion deficit (just under \$0.5 billion). Both scenarios rely on a significantly lower deficit than was projected for this year, although the latter version goes against an agreement with the opposition.
- The exchange rate of the Czech crown has been stable for a number of years. The average weighted exchange rate in 2000 was 38.6 CZK per dollar. The Czech currency is fixed to euro.

## ® Upcoming Events

### • Seminar on Business Opportunities in the Czech Republic held in Dallas and Austin

The Greater Dallas Chamber of Commerce, the Czech Embassy in Washington, CzechInvest, and CzechTrade invite you to a business breakfast and seminar on the Czech Republic. The seminar will explore trade opportunities in the Czech Republic and diversify investment portfolios, including information technology, software development, electronics, and aerospace. U.S. businesses will learn why the Czech Republic has become the premier foreign investment destination in Europe and discover a formula for success. The event will take place on Tuesday, June 12, at 8 a.m. at the Wyndham Garden Hotel in Dallas. A similar discussion has been arranged by the Texas Department of Economic Development's Business Breakfast on June 14, 2001, at 8:00 a.m., Austin Community Collage, Austin, Texas. For reservations and other information, please call Ms. Jessica Williams at: 214.712.1901, email: [jwilliams@dallaschamber.org](mailto:jwilliams@dallaschamber.org), or contact Mr. Radek Novak at: 408.376.4555, email: [novak@czechinvest.org](mailto:novak@czechinvest.org).

### • Fall 2001 Greater Seattle Trade Mission to Prague

The Trade Alliance of Greater Seattle will conduct the 2001 Central Europe Business & Trade Mission to Warsaw, Prague and Munich. The trade mission's delegation of 18-23 U.S. participants is scheduled for October 5-17, 2001. The advance team from Seattle recently visited Poland, the Czech Republic and Germany. The Czech Consulate in Los Angeles is assisting in the preparations. For information, please contact: Trade Development Alliance of Greater Seattle at: 206.389.7255, fax: 206.624.5689, email: [kristib@seattlechamber.com](mailto:kristib@seattlechamber.com), [www.ci.seattle.wa.us/tda](http://www.ci.seattle.wa.us/tda), attn.: Ms. Kristi Beattie, Delegation Manager.

## ® Past Events

### • The Czech Republic: Your High Speed Connection to Central and Eastern Europe

The Czech Embassy hosted a visit from IT and telecommunications officials from the Czech Republic on May 21-24. The group included Ms. Marcela Gurlichova, Deputy Minister for Telecommunications, Mr. Miloslav Marcan, Association of Information Technology/Ministry of Industry and Trade, Ms. Hana Lasslerova, Director of CzechInvest-U.S. Operations East, Mr. Roderick Barker, General Manager of the

Czech Technology Park Brno, and Mr. Aart Strang, Managing Director of Lucent Technologies Czech Republic.

A May 22 business briefing entitled "The Czech Republic: Your High Speed Connection to Central and Eastern Europe," hosted by the Central and Eastern Europe Business Information Center (CEEIBC) at the U.S. Department of Commerce, was the main event of the visit. The briefing highlighted business opportunities in the Czech Republic that come as a result of the EU accession process, focusing on the privatization of Czech

Telecom and incentives in the high-tech and telecom industries. The presentations can be viewed on CEEBIC's homepage at: <http://www.mac.doc.gov/eebic/ceebic.html>.

Over 100 company representatives participated in a similar event representing technology, finance, law, and services at the Czech Embassy on May 23, sponsored by the private company Equity International with executives from Accenture, The Adrenaline Group, Amerivault, AntheSys, AT&T, Booz-Allen & Hamilton, Cingular, Digital Signature Trust, Global Internet Summit, MCI WorldCom, Nextel, Piper Rudnick, PricewaterhouseCoopers, Qualcomm, Raymond James, Siemens, Sprint, Trade Finance Associates, Transgroup Worldwide Logistics, ToadNet, and VeriSign. Presentations included a success story told by Mr. Martin Herman, President of Unicom Information Systems (a subsidiary of the Czech software company in Washington, DC), Mr. William Loiry, President of Equity International, Mr. Dan Crisafulli, Investment Officer at IFC/World Bank, and Mr. Jeff Cochrane and Tom

Filmore from USAID. The briefing was followed by a networking reception.

#### • **Opportunities and Resources in the Czech Republic and Hungary**

Citigroup, the National Association of Export Companies, the Czech Consulate in New York, and the Czech Center New York organized a seminar on April 10 entitled, "Business Opportunities and Resources in the Czech Republic and Hungary." Respective government officials, U.S. companies, and investors attended the event. Mr. Premysl Pela, Director of the Czech Center presented the Czech Republic as a country with a highly educated and skilled labor force, capable of competing with the world's best products and lower costs as compared to other West European countries. For more information on this and other upcoming events, contact the Czech Center New York at: 212.288.0830 x.106, Ms. Michaela Palkova

### ® **Companies & Market**

- CzechInvest has announced the largest Japanese investment in the Czech Republic. **Denso Corporation** will build a new automotive manufacturing facility in the Liberec industrial zone. Construction should begin as early as this year in order for the plant to be in operation by 2003. The facility will primarily produce air-conditioning units for the automobile industry. Denso is the 4<sup>th</sup> largest automotive supplier in the world and the 25<sup>th</sup> Japanese manufacturing project to come to the Czech Republic, bringing the total investment from Japan up to \$1.294 billion. The number of jobs created in the Czech Republic by investments from Japan will thus increase to over 18,500.

- The Czech government will hire an adviser in the beginning of June for the planned **auction of four third-generation UMTS mobile phone network licenses** later this year. Telecommunications Minister Jaromir Schling said that the ministers agreed with the Czech Telecommunications Office's (CTU) proposal. The Office was reluctant to run the auction on its own due to a lack of experience. The adviser should be chosen within the next two months. Recently-appointed Finance Minister Jiri Rusnok has indicated that the government may have to scale back its revenue expectations of at least CZK 20 billion (\$510.2 million) to around CZK 15 billion for all four licenses. The Czech Republic has the highest mobile phone penetration in the region (almost 50 percent) and is expected to exceed 60 percent by end of the year.

- **Matsushita Communication Industrial Czech** has been granted investment incentives to build a new factory in Pardubice. The company has committed to invest CZK 3.27 billion and create 550 new jobs. The new plant will produce cellular phones and car stereos under the **Panasonic** brand. Matsushita was awarded investment incentives of a ten-year corporate income tax credit and will be exempted from import customs duty on machinery and equipment. Production should begin in April 2002. The new factory is expected to strengthen Matsushita's position in the rapidly growing global phone market with a projected 410 million units worldwide this year. The plans call for the factory's production capacity to reach 10 million units in the first year. The Pardubice factory will be the company's fourth overseas facility.

- **Tecumseh Products Co.**, the U.S. manufacturer of gasoline engines, compressors, and pumps for farm equipment, bought the Czech company **Motoco** in May 2001. Motoco is based in Ceske Budejovice, Czech Republic, and has been supplying carburetors and two-stroke engines for Tecumseh since 1994. Motoco exports almost 75 percent of their total production to the USA. Tecumseh has headquarters in Tecumseh, Michigan, and employs 19,000 people worldwide. Its annual revenue exceeds \$1 billion.

- **Wyman-Gordon Co.**, the U.S. manufacturer of complex metal components and products such as large castings, airfoil castings, and forged components used in jet aircraft engines, bought a steel mill in Kladno, Czech Republic. The steel mill should begin producing titanium steel within 4 months. Wyman-Gordon, based in Millbury, Massachusetts, employs 3,500 people worldwide and its annual revenue reaches \$1 billion. Wyman-Gordon is a major subsidiary of the Portland, Oregon company **Precision Castparts Corp.**

- **Czech fixed-line telecommunication operators claim that mobile phone operators are discriminating against them.** The Association of Public Telecommunication Network Operators has filed a complaint with the Czech Telecommunications Office, demanding that interconnection fees between cellular and fixed-line networks be cut by 80 percent. According to the association, the interconnection costs between fixed-line and mobile networks are around half that of between cellular networks. In some cases, however, mobile operators charge two or three times higher tariffs for calls to fixed-line phones than for calls within mobile networks.

- **Ceskobudejovicky Budvar/Budweiser**, the company locked in a number of trademark disputes with its U.S. rival Anheuser Busch, introduced the new **Czechvar** beer to gain a foothold in the lucrative American market. According to Budvar's General Manager Mr. Jiri Bocek, the brewery wants to sell its beer in a non-confrontational manner. Czechvar, a combination of the words "Czech" and "pivovar" ("brewery"), is being sold in seven states so far, including: California, Florida, Georgia, Illinois, New York, North Carolina, and Massachusetts. Budvar is one the Czech Republic's most successful exporting breweries whose beer is in great demand by the many people who have had the chance to taste it and compare it to its competitors.

- **Magneton Kromeriz**, the Czech manufacturer of components for farm equipment and motor vehicles, was the only company from Central and Eastern Europe to be awarded the "John Deere Partner" prize in 1999 and 2000. Magneton has supplied starters for John Deere since 1993.

- The US companies **Tyco Electronics**, **Parker Hannifin Industrial**, and **Pittsburgh Corning** are among those in the Czech Republic who have received the award for "Investor of the Year 2000" by CzechInvest and the Association for Foreign Investment. The event was co-sponsored by the Czech Ministry of Industry and Trade. Tyco Electronics expanded their facility to produce automotive cables and connectors in Kurim, with additional investment amounting to \$34 million, creating 1,200 new jobs. With its investment of USD 10.5 million, Parker Hannifin Industrial created three hundred jobs in Chomutov, an area of high unemployment. Its facility will produce components

for automotive air-conditioning systems. Pittsburgh Corning invested USD 19.9 million in its foam glass production center in Klasterec nad Ohri, also an area of high unemployment. "The decisive factors were highly qualified labor at low cost, vicinity of markets in Western Europe, and excellent cooperation with government and local authorities . . . We took advantage of the favorable conditions offered by the city of Chomutov and the investment incentives for requalification of employees," said representatives of Parker Hannifin Co. "The main reasons for our further expansion were the growing demand in the European market and the satisfying results of our production. The potential of the high-level technical high schools and universities was the main reason for locating in the Brno region," added representatives of Tyco Electronics.

- The Dutch company **Unilever** will expand its cosmetic goods production in the Czech Republic. The company also announced a transfer of soap production for the entire European market from UK to **PTZ** (Povltavske tukove zavody) in Nelahozeves, Czech Republic.
- The British company **Invensys Appliance Controls** decided to move their production of thermocontrol components for washers from Great Britain to the CR, stating, "We had to increase our competitiveness and focus on cutting production costs. Achieving these goals is possible in the Czech Republic." The company has invested \$16.6 million into its new facility in Sternberk.
- The German company **Bosch Diesel** is going to invest another 23 million USD into the expansion of its facility in

Jihlava to produce a new generation of injection systems for automotive engines.

- **Siemens Automobilove Systemy** received an investment incentive subsidy to expand its existing manufacturing capacities at Frenstat pod Radhostem. The Czech subsidy of the German Siemens AG manufactures electronic control units for car door locking, power windows and convertible tops, electronic keys, engine controlling modules and some electromechanical components of intake and exhaust manifolds. In addition to automotive components, they also produce controlling and power electronics for household appliances -- most of which are intended for export.
- The first on-line Czech **B2B** marketplace for metallurgical materials and products has been introduced by the steel producer **Nova Hut** ([www.eprodejna.novahut.cz](http://www.eprodejna.novahut.cz)).
- Nine interested parties, including five foreign parties, have expressed interest in the acquisition of the troubled aircraft manufacturer **Let Kunovice**, currently owned by the U.S. company **Ayres** (which filed for bankruptcy protection). Let manufactures turboprop aircraft, aircraft components, and gliders. The company's best prospect is the Loadmaster project, a turboprop cargo airplane designed for Fedex. According to the press, the French-German consortium EADS and the U.S. companies **Pan Pacific Co.** and **GATX** are also among the bidders.

® **Focused on: Czech Information Technology**

- **Quick Facts**
  - 35 commercial Internet providers exist in the CR
  - 61,844 unique addresses exist under the country domain ".CZ"
  - 1.3 million reported regular Internet users in 2000 (estimated 2 million in 2001)
  - over 300,000 computers in use
  - market share: Compaq (13.7 percent), AutoCont - local (10.8), Dell (8.7)
  - 88 out of the Top 100 Czech companies have websites
  - 1.27 percent of the GDP spent on R&D (e.g. compared to 0.68 in Hungary and 0.73 in Poland)

Activity	Total number of companies	Companies specialized in
Data processing	6	-
Hardware consulting	292	66
Software consulting	1527	504
Data processing	604	108
Database services	14	2
Equipment service and maintenance	403	65
Other IT services	65	18
Total	2216	763

- **Legislation in Place**
  - Electronic signatures (simultaneously with the U.S.)
  - Act on Free Access to Information
  - Telecommunication Act
  - Protection of Personal Data
  - Information Systems of Public Administration
  - A Set of Laws on the Protection of Intellectual Property Rights (The CR was removed from the USTR Special 301 Watch List in April 2001)
- **Success Stories**
  - PCS Group (healthcare SW)
  - Software 602 (office and Internet packages)
  - Zoner Software (graphic design SW Callisto)
  - Tiny Software (router and firewall SW for US Air Force)
  - NetBeans (Java development environment - taken-over by Sun Microsystems)
  - IBM (the first major investment by IBM in the Czech Republic)
- **Characteristics of IT in the Czech Republic**
  - A dynamic and competitive market with growing potential
  - All prominent HW/SW suppliers built their representations,
  - An adaptable and well-educated workforce
  - Competent local suppliers and providers
  - An EU-compatible entrepreneurial environment

® **Useful Web Links**

- Czech Embassy in Washington
  - CzechInvest – foreign investment promotion and consulting
  - CzechTrade - trade and export promotion
  - Complete guide to doing business in the Czech Republic
  - Database of quality products, components and services
  - Tradeshows and exhibition in the Czech Republic and Europe
  - U.S. Chamber of Commerce - Eurasia Business Councils
  - CEEBIC – U.S. Department of Commerce
- [www.mzv.cz/washington](http://www.mzv.cz/washington)  
[www.czechinvest.org](http://www.czechinvest.org)  
[www.czechtrade.cz](http://www.czechtrade.cz)  
[www.doingbusiness.cz](http://www.doingbusiness.cz)  
[www.supplier.cz](http://www.supplier.cz)  
[www.velethryavystavy.cz](http://www.velethryavystavy.cz)  
[www.uschamber.org](http://www.uschamber.org)  
[www.mac.doc.gov/eebic/countryr/czechr.htm](http://www.mac.doc.gov/eebic/countryr/czechr.htm)

## ® Investment Update

• **New Incentives on Strategic Services Announced**

The Government of the Czech Republic has approved a new set of investment incentives targeted at strategic services. In the past, tax credits and other forms of financial support applied only to manufacturing. However, certain conditions pertaining to what services are regarded as strategic do exist. For example, the services must provide some added value, a new legal entity must be set up, and a minimum amount of investment and a minimum number of new jobs must be created. The services should also be export-oriented. The incentives include tax relief, job creation grants, training and retraining grants, and university cooperation. Although the package has yet to be written into law, three pilot projects were already initiated by April 2001: an expert solutions center (see below), a software development center, and a repair center.

• **IBM Headed for Brno's "Silicon Hill"**

IBM World Trade Corporation will invest CZK 360 million (\$8.8 million) over five years into a new expert solution center. The project, which was the country's pilot project for strategic services incentives, will employ at least 200 Czech IT experts -- mainly computer operators and specialists in software and data storage systems. According to IBM's General Manager for the Czech Republic, the new facility "... will provide complex services to IBM's large corporate clients all over Europe.

In the first phase, the center will focus on administering and operating our customers' information systems, including administration and maintenance of software for trained specialists. The center ensures system operation 24 hours a day, 7 days a week, by means of so-called outsourcing. The staff will be distant from the center in Brno, connected to the respective customer's network via a powerful communications system and thus provide the requested service. In further phases of development, the spectrum of services will expand to technological product support. This will include mainly database information systems, server products, and products for managing sales and distribution."

IBM's initial interest in locating a new expert solution center in Central and Eastern Europe was noted back in August of last year. IBM weighed the pros and cons of locating their investment in the Czech Republic, Slovakia, Hungary or Estonia, but decided that Brno offered the most suitable cost environment compared to other countries and Prague. Additionally, IBM maintained the condition that the area would have a university and technical college.

## ® Czech Companies Looking for Partners/Seeking Distributors in the U.S.

• **Altis Kolin**

a manufacturer of >>SOY PRODUCTS, CONFECTIONARY ICINGS, AND ROASTED COFFEE<< is looking for U.S. importers and distributors. Contact address:

Ovcarecka 305  
280 28 Kolin - Zalabi, Czech Republic  
Phone: (+420) 321.742.410  
Fax: (+420) 321.723.440  
*info@altiskolin.cz*  
*www.altiskolin.cz*  
Mr. Petr Pelech

• **Artwish**

is a manufacturer of >>WOODEN BOOKMARKS<< with zodiac and animal motifs, as well as wish cards with miniature wooden pins. Artwish is seeking business partners and US distributors.

*rvavra@hotmail.cz*  
Mr. Radek Vavra

• **Classic Furniture**

restores and sells >>ORIGINAL ANTIQUE FURNITURE<< as well as missing or damaged parts using authentic original technology and materials.

Fr. Divise 329  
Praha 10, Czech Republic  
Phone: (+420) 602.106.006  
Fax: (+420) 2.2446.4009  
*dinfo@a-zprague.cz*  
*www.a-zprague.cz/members.classic*  
Mr. Vitezslav Srp

• **Cleverlance**

Is a Czech firm specializing in >>SOFTWARE DEVELOPMENT<<, project management, and analysis of information systems. The company focuses on >>B2B SYSTEMS AND

TECHNOLOGIES<<. Cleverlance is looking for business partners.  
Mozartova 12  
150 00 Praha 5, Czech Republic  
Phone: (+420) 2.5709.0155  
Fax: (+420) 2.5709.0159  
*jakub.dosoudil@cleverlance.com*  
*www.cleverlance.com*  
Mr. Jakub Dosoudil, Sales Manager

• **DES**

DES s.r.o. is a Czech company offering traditional >>HAND-MADE NON-CRYSTAL GLASS PRODUCTS<< of any color, size, and quantity (glasses, bowls, vases).

Phone: (+420) 608.458.228  
E-mail: *lucie.rysova@volny.cz*  
Mrs. Lucie Rysova

• **Devon PM**

is a manufacturer of >>COSTUME JEWELRY, RHINESTONE JEWELRY, SILVER JEWELRY, SEMIPRECIOUS STONES, CZECH GARNET AND MOLDAVITES<< seeking U.S. business partners. The company offers products according to the customer's design and technology requirements.

Skolni 4484  
468 01 Jablonec n/Nisou, Czech Republic  
Phone: (+420) 428.302.131  
Fax: (+420) 428.302.130  
*devon.pm.jablonec@telecom.cz*  
*www.glass.cz/devon*  
Mrs. Hana Vrbova

• **D+R Antik**

specializes in >>RESTORING OLD PINE FURNITURE<< and manufacturing >>FURNITURE REPLICAS<<. The company has been exporting to the U.S., U.K., and France for more than 10 years.

Topol 28  
537 01 Chrudim, Czech republic  
Phone: (+420) 603.508.355  
Phone/Fax: (+420) 455.632.041  
*drantik@iol.cz*  
Ms. Daniela Rajova

• **Elektroporcelan Louny**

Manufacturer of >>HIGH VOLTAGE PORCELAIN INSULATORS<< for power distribution and transmission is seeking importers, distributors in the U.S. Products are ISO 9002 certified and assure the highest quality. 50 types of insulators were developed for North American market in US standards. Current exports EU, Australia. Main clients are Siemens and ABB.

Postoloprtska 2685  
440 15 Louny, Czech Republic  
Phone: (+420) 395.622.111  
Fax: (+420) 395.622.112  
*epl.oi@pvtnet.cz*  
*www.epl.cz*  
Mr. Milan Brezovsky, Chairman

• **Evona**

Evona s.r.o. produces >>FINE LADIES HOSIERY<< (tights, stockings, knee highs, socks) and >>COTTON UNDERWEAR<<. The company is looking for importers, wholesalers, and chain stores. Cooperation with other producers is also welcome.

Rooseveltova 46  
537 17 Chrudim, Czech Republic  
Phone: (+420) 455.638.558  
Fax: (+420) 455.638.034  
*evona@evona.cz*  
*www.evona.cz*

• **Gaudeo Prague Marionettes**

is one of the top Czech manufacturers of >>MARIONETTES<<. The Hand-made

marionettes are produced at traditionally high standards of high art and trade. The firm co-operates with leading sculptors and is, therefore, able to satisfy all customers' specifications. Caudeo is looking for US distributors.  
Phone: (+420) 2.2482.6336  
Fax: (+420) 2.2482.6336  
[gaudeo@iol.cz](mailto:gaudeo@iol.cz)  
[www.marionette-s.com](http://www.marionette-s.com)  
Mr. Pavel Campulka, Owner

- **Glassimex**

Glassimex Co. Ltd. is an export department for several Bohemian Glass Factories and numerous Art Glass Studios. Their assortment includes several thousands of traditional Bohemian >>HAND MADE CRYSTAL WARE<< and >>CHANDELIERS<<. Trida 1. máje 97  
460 77 Liberec 3, Czech Republic  
Phone: (+420) 48.510.3609, 522.8383  
Fax: (+420) 48.516.0808  
[info@glassimex.cz](mailto:info@glassimex.cz)  
[www.glassimex.cz](http://www.glassimex.cz)

- **Jablonecka Bizuterie Silka**

JBS is one of the largest Czech manufacturers of >>JEWELRY<<. The company is looking for U.S. importers and distributors.  
Janovska 39  
466 04 Jablonec n/Nisou, Czech Republic  
Phone: (+420) 428.24951  
Fax: (+420) 428.20072  
[silka.commerce@sendme.cz](mailto:silka.commerce@sendme.cz)

- **JewelStudio**

specializes in the production of >>SILVER TIE-BROOCHES, CUFF LINKS WITH CUBIC ZIRCONIAS, TOURMALINES, SAPPHIRES, RUBIES AND CZECH GARNETS<<. Cizovky 1  
294 06 Brezno, Czech Republic  
Phone/Fax: (+420) 326.397.296  
[jewelstudio@volny.cz](mailto:jewelstudio@volny.cz)  
[www.volny.cz/jewelstudio](http://www.volny.cz/jewelstudio)  
Mr. Pavel Hercik

- **Jiza**

Jiiza a spol., v.o.s. is an exporter of high-quality >>ECOLOGICAL OILS AND LUBRICANTS<<. These oils can be used in the forestry and wood industries, hydraulic systems, and the cooling of machine tools. Main target markets are Austria, Germany, and Mexico. The company is seeking new partners in the U.S. to extend their business activities.  
Na Luzci 706  
533 41 Lazne Bohdaneč, Czech Republic  
Phone: (+420) 40.692.1225  
Fax: (+420) 40.692.1226  
[jiza@pce.cz](mailto:jiza@pce.cz)  
Mr. Jiri Mencl, Marketing Director

- **Jurek S+R**

is the leading Czech manufacturer of high-quality >>DOME TENTS<< and >>SPORTSWEAR<<. Jurek S+R is looking for export opportunities in the

U.S. The company was established in 1990 and introduced a production of outdoor sportswear made of the PERTEX, BRETEX and POLARTEC fabrics in 1996.  
Kuncice pod Ondrejnikem 304, 73913 Czech Republic  
Phone: (+420) 656.850.032  
Fax: (+420) 656.850.108  
[info@jurek.cz](mailto:info@jurek.cz)  
[www.jurek.cz](http://www.jurek.cz)  
Mr. Stanislav Jurek, Owner

- **Klima Bros.**

Klima Bros s.r.o. is an exclusive exporter of the >>MINERAL WATER "HANACKA KYSELKA"<< to the U.S. from the Czech Republic's Northern Moravia region. The mineral water is also available in naturally flavored versions such as lemon, orange, raspberry, etc. The water comes bottled into either classic dark-green glass bottles (0,33L) or modern clear polyethylene bottles (0,5L and 1,5L). The company is looking for new business partners interested in distributing "Hanacka Kyselka" in the U.S.  
Bohuminska 55  
710 00 Sl. Ostrava, Czech Republic  
[klimabros.sro@wo.cz](mailto:klimabros.sro@wo.cz)  
Phone: (+420) 603.266.677  
Fax: (+420) 69.671.1474  
Mr. Martin Klima

- **Merz**

Merz s.r.o. manufactures >>PC SERVERS FOR VARIOUS TYPES OF PLCs, SCADA/HMI SYSTEMS WITH OPC CONNECTIVITY FOR MONITORING OF TECHNOLOGICAL PROCESSES, AND OPC-DDE CONVERTERS, ALL FOR WINDOWS NT/95/98/CE<<. Merz is seeking U.S. distributors.  
U Sirotnice 353/7  
Liberec 460 01, Czech Republic  
Phone: (+420) 48.510.0272  
Fax: (+420) 48.510.0273  
[jitkanekovarova@merz-sw.com](mailto:jitkanekovarova@merz-sw.com)  
[www.merz-sw.com](http://www.merz-sw.com)  
Mr. Jiri Merz, Owner

- **Narva**

Narva BEL/CR s.r.o. is a manufacturer and distributor of >>LIGHTING<<. The company is seeking U.S. trading partners. Their assortment includes >>LAMPS, STARTERS FOR FLUORESCENT LAMPS, DISCHARGE LAMPS<< and other products.  
Sidliste 693  
407 22 Benesov n/Ploucnici, Czech Republic  
Phone: (+420) 412.587.541  
Fax: (+420) 412.586.982  
[narva@narva.cz](mailto:narva@narva.cz)  
[www.narva.cz](http://www.narva.cz)

- **Sahm**

manufactures uniquely designed and finished >>GLASSES, BOTTLES, PITCHERS, JUGS, CUPS, GOBLETs, AND TROPHY VASES<<. The company

is seeking U.S. importers and distributors.

Fibichova 143  
566 01 Vysoke Myto, Czech Republic  
Phone: (+420) 468.522.626  
Fax: (+420) 468.522.625  
[sparlinek@sahm.cz](mailto:sparlinek@sahm.cz)  
[www.sahm.cz](http://www.sahm.cz)  
Mr. Hanus Sparlinek

- **Orson Trading**

Orson Trading, Ltd. is a manufacturer and exporter of >>CANDLES AND WOODEN TOYS<<. The company is looking for U.S. importers and distributors.  
Martinska ctvrt 1702  
744 01 Frenstat pod Radhostem, Czech Republic  
Phone: (+420) 656.836.881  
Fax: (+420) 656.830.711  
[orson@applet.cz](mailto:orson@applet.cz)  
[www.pcentrum.cz/orson](http://www.pcentrum.cz/orson)  
Mr. Lukas Novotny

- **Retia**

Is a conversant production and development company of special electronics: >>MULTI-CHANNEL DIGITAL VOICE, DATA AND VIDEO RECORDERS FOR OBJECTIVE DOCUMENTATION, C4I TECHNOLOGY AND COMPONENTS, IFF ANTENNA SYSTEMS, MODERNIZATION OF RADAR SYSTEMS<< seeking a U.S. business partner. The company is ISO 9001 Standard certified.  
Prazska 341  
530 02 Pardubice, Czech Republic  
Phone: (+420) 40.685.2351  
Fax: (+420) 40.685.2533  
[info@retia.cz](mailto:info@retia.cz)  
[www.retia.cz](http://www.retia.cz)  
Mr. Peter Stefanca

- **The Center for Biomedical Engineering at the Czech Technical University in Prague**

is seeking U.S. firms for joint cooperation. The Czech biotech team, headed by Dr. Lubomir Pousek of the Czech Technical University, has completed several very interesting studies on cancer treatment products manufactured by the California based company Acuson Corporation. The study was conducted on Acuson's Sequoia 512 Ultrasound Machine. The study was a joint effort with the German Cancer Research Center in Heidelberg, Germany. The microwave thermic therapy (MT) has been an important form of treatment in oncology in recent years. It has been used in chemotherapy, surgery, biological therapies, breast cancer therapy, prostate cancer therapy, and other forms of treatment.  
Czech Technical University Prague Center for Biomedical Engineering  
Zikova 4  
166 36 Prague 6, Czech Republic  
Phone/Fax: (+420) 2.2432.4808  
[pousek@cmbi.cvut.cz](mailto:pousek@cmbi.cvut.cz)

## ® Czech Companies and New Products in the U.S.

### • ZPS CNC

ZPS CNC USA Inc. is a new daughter company of the machine tools manufacturer Tajmac-ZPS. Founded in 1903, ZPS has earned a reputation for robust, reliable, and precise performance. The company makes both vertical and horizontal machining centers, and world-leading multi spindle automatic lathes.

1335 Louis Ave.  
Elk Grove Village, Illinois  
Phone: 847.758.9508  
Fax: 847.758.9518  
[mjaneckova@tajmac-zps.cz](mailto:mjaneckova@tajmac-zps.cz)  
[www.tajmac-zps.cz](http://www.tajmac-zps.cz)

### • Amient

Amient, Inc. is a Czech software company in Silicon Valley that specializes primarily in >>FINANCIAL SOFTWARE<<. Amient is creating an innovative platform for the on-line delivery of small business products and services. The firm was established in 1999 and headquarters in Redwood City,

near San Francisco, CA.  
652 Bair Island Road, Suite 101  
Redwood City, CA 94063  
Phone: 650.299.8200  
Fax: 650.299.8209  
[support@amient.com](mailto:support@amient.com)  
[www.amient.com](http://www.amient.com)

Mr. Miroslav Boublik, CEO

### • Bohemia Crystal Lights & Arts

Bohemia Crystal Lights & Arts LLC is a new retail store selling exquisite >>BOHEMIA CRYSTAL CHANDELIERS<< and >>CRYSTAL FIGURINES<< imported from the Czech Republic.

6500 Springfield Mall, Springfield, VA 22150  
Lower Level (in front of Victoria Secret)  
Phone: 703.313.0321  
Fax: 703.313.0326

### • Find the right product for the right price!

Are you looking for new suppliers, business partners, or manufacturing capacities? Are you already outsourcing overseas? Have you considered the Czech Republic? Try the unique service called "Your Czech Supplier." Go to [www.supplier.cz](http://www.supplier.cz), fill in the product or service you are looking for, and have CzechTrade find the Czech companies matching your criteria. You will receive information about the companies, including names and contacts of people in charge of sales and exports. For more information about "Your Supplier Program" and other services provided by CzechTrade, please contact their U.S. representatives (see the last page of this issue).

[arguslb@starpower.net](mailto:arguslb@starpower.net)  
[www.crystal-chandelier.cz](http://www.crystal-chandelier.cz)  
Mr. Lubos Buzek

### • Elektroline and Sherpa USA

Is a joint-effort by the Czech engineering company **Elektroline**, marketing company **Sherpa USA**, and **Czech Honorary Consul Kenneth Zezulka**. The company was awarded a contract to supply electric inverters for historic streetcars in New Orleans, Louisiana. Elektroline is a designer, project manager and supplier of overhead contact lines, control equipment, and software systems for city public transportation and railroad transportation. After a successful performance on the Czech market (the company maintains most electric traction systems in major cities), Elektroline has expanded to other European countries with developed public transportation networks – Germany, France, Spain, Poland, and Estonia. The contract in New Orleans is the company's first major accomplishment in the United States.

**Elektroline, s.r.o.**  
Phone: (+420) 2.8402.1155  
[mrazek@elektroline.cz](mailto:mrazek@elektroline.cz)  
[www.elektroline.cz](http://www.elektroline.cz)  
Mr. Zdenek Mrazek  
**Sherpa USA, s.r.o.**  
Phone: (+420) 604.505.360  
[sherpa.usa@sherpa.cz](http://sherpa.usa@sherpa.cz)  
[www.sherpa.cz](http://www.sherpa.cz)  
Mr. Petr Polednak

### • Pivovar Nachod

is a >>BREWERY<< that uses peak technology, first class commodities, and classic methods of production to make the finest >>BEER<<. Under the registered trademark >>PRIMATOR<<, they produce a large assortment of beers including a non-alcoholic beer and the strongest beer in the Czech Republic. The brewery boasts its Primator Premium

lager, a top beer with outstanding fine bitterness, high vigor and pure hop aroma. For more information, contact their U.S. distributor:

Geneva International Corporation  
29 East Hintz Rd.  
Wheeling, IL 60090  
Phone: 847.520.9970  
Fax: 847.520.9593  
E-mail: [beer@geneva-int.com](mailto:beer@geneva-int.com)  
[www.primator.cz](http://www.primator.cz)

### • Qbizm Technologies

The Czech-American software company Qbizm Technology, Inc. recently established its presence in Silicon Valley. The firm specializes in >>INFRASTRUCTURE, SERVICE SOFTWARE AND TECHNOLOGY SOFTWARE<< for system integrators, software houses and e-service companies. Qbizm Technologies is focused on the development and deployment of value-added software components and sophisticated and scalable e-business solutions. The Czech development team of Qbizm has developed a unique open architecture "HyperQbstm" which enables the creation of reusable components with a "dynamic face." This productivity framework is primarily aimed at system integrators and developers of major Internet projects. Qbizm is headquartered in Silicon Valley, CA, while its R&D labs reside in the technologically rich and talented "Silicon Hill" in Brno and Prague, Czech Republic.

2033 Gateway Place, Suite 500  
San Jose, CA 95110  
Phone: 408.573.6208  
Fax: 408.437.1201  
[peter.ulrich@qbizm.com](mailto:peter.ulrich@qbizm.com)  
[info@qbizm.com](mailto:info@qbizm.com)  
[www.qbizm.com](http://www.qbizm.com)  
Mr. Peter K. Ulrich, CEO

## ® Travel Tips

### • New Service for Individual Business Travelers

Tatra Travel, a convenient service for business people traveling to the Czech Republic and locations outside of Prague for the first time, offers U.S. business travelers a complete travel package that includes everything from round-trip tickets, hotel reservations and accommodations, transport, arrangement of meetings with Czech business partners, and interpreting services. For detailed information on new business package travel and orders, please contact Tatra Travel at:

212 East 51 Street  
New York, NY 10022  
Phone: 212.486.0533  
Fax: 212.486.1456  
[info@tatratravel.com](mailto:info@tatratravel.com)  
[www.centraleuropevacations.com](http://www.centraleuropevacations.com)  
Mr. Jindra Kadlec

- **Visa Requirements**

Although U.S. citizens do not need a short-term visa while visiting the Czech Republic, the Czech authorities do require a visa for working purposes, study, and general stays over 90 calendar days. All visas must be issued by Czech Embassies or Consulates abroad, and cannot be obtained subsequently after arrival. Since the processing time may be very long in some cases, business travelers seeking temporary residence in the Czech Republic should contact their respective Czech consular offices as soon as possible.

- **Important: Change of Visa Regime for Canada**

Beginning April 1, 2001, CANADIAN citizens and holders of Canadian passports MUST obtain a visa before traveling to the Czech Republic. For more information, please contact the consular offices of the Czech Embassy in Washington or the Consulate Generals in Los Angeles or New York, or visit our website at [www.mzv.cz/washington](http://www.mzv.cz/washington).

- **The Only Direct Flights Between New York and Prague**

Travelers may now enjoy a direct connection between New York JFK Airport and Prague. Code-sharing between CSA Czech Airlines and Delta enables customers to earn Delta mileage points and fly from Prague to other destinations in Central and Eastern Europe using CSA. For sales and reservations, call CSA in New York or your local Delta agent:

Phone: 212.765.6545 or 6022, Fax: 212.765.6588  
[csanyc@rcn.com](mailto:csanyc@rcn.com)  
[www.czechairlines.com](http://www.czechairlines.com)

- **Hotels**

- **Palace \*\*\*\*\***

Panska 12, Prague 1  
 Phone: (+420) 2.2409.1111  
 Fax: (+420) 2.2422.1240

- **Hilton Prague \*\*\*\*\***

Pobrezni 1, Prague 8  
 Phone: (+420) 2.2484.1111  
 Fax: (+420) 2.2484.2378

- **Holiday Inn Brno\*\*\*\*\***

The hotel is ideally located close to the Brno Trade Fair Grounds, a few minutes by car from the city's center.

Krizkovskeho 20, 603 00 Brno  
 Phone: (+420) 5.4312.2111  
 Fax: (+420) 5.4324.6990  
[www.holiday-inn-brno.cz](http://www.holiday-inn-brno.cz)

For more hotels and former listings, please see our previous issues or visit AAAHotel Network at: [www.prague-hotel.net](http://www.prague-hotel.net)

- **Dining**

- **"U Fleku" Brewery and Restaurant**

Prague's oldest and most famous beerhouse, including Czech specialty cooking, cabaret entertainment, and an outdoor garden.

Kremencova 9, Prague 1  
 Phone: (+420) 2.2491.5118  
 Fax: (+420) 2.2492.0692

- **Opera Grill Prague**

International and Czech specialties, live piano. Ideal for business meetings.

Karoliny Svetle 35, Prague 1  
 Phone/Fax: (+420) 2.2222.0518  
[www.operagrill.cz](http://www.operagrill.cz)

- **U Královny Elisky Brno**

Few restaurants can match this 14th-century wine cellar for historical atmosphere. Local specialties include wild game, fish, Moravian wine, and a historical fencing show.

Mendlovo namesti 1, Brno  
 Phone: (+420) 5.4321.2578

## ® Upcoming Trade Fairs and Exhibitions

- **Exhibition of the Year - 43rd International Engineering Fair MSV 2001 "Technologies for the Future"**

Brno Exhibition Center, September 24 - 28, 2001: The MSV Fair is a major engineering tradeshow in Europe, representing the best of Czech engineering companies. This year, MSV features power engineering, information technology for power engineering, and automation processes. The 1st International Fair for Transport and Logistics will be a co-event of MSV, featuring Diesel-rail vehicles, cranes, lifting equipment, hosts, transport trucks, handling equipment, and logistics services. To participate, please register with BVV (see below).

- **Major Organizers**

For more information on the listed events and a complete schedule of tradeshow and exhibitions in the Czech Republic, please contact the following organizers:

- **BVV**

Vystaviste 1  
 647 00 Brno  
 Phone: (+420) 5.4115.1111  
 Fax: (+420) 5.4115.3070

[info@bvv.cz](mailto:info@bvv.cz)  
[www.bvv.cz](http://www.bvv.cz)

- **Incheba Praha**

Vystaviste Holesovice  
 170 90 Prague 7 - Holesovice  
 Phone: (+420) 2.2010.3482  
 Fax: (+420) 2.3337.8225  
[info@incheba.cz](mailto:info@incheba.cz)  
[www.incheba.cz](http://www.incheba.cz)

- **Brno Exhibition Center**

- **STYL - 18th International Fashion Fair**

August 21 - 23, 2001  
 Phone: (+420) 5.4115.2282  
 Fax: (+420) 5.4115.3060

[styl@bvv.cz](mailto:styl@bvv.cz)  
 Mrs. Jarmila Navratilova, Project Manager

- **KABO - 18th International Fair of Footwear and Leatherwear**

August 21 - 23, 2001  
 Phone: (+420) 5.4115.2824  
 Fax: (+420) 5.4115.3060

E-mail: [kabo@bvv.cz](mailto:kabo@bvv.cz)  
 Mr. Roman Turecek, Project Manager

- **Prague Exhibition Grounds**

- **Musica - 7<sup>th</sup> International Music Fair**

September 20 - 23, 2001  
 Phone: (+420) 2.2010.3482  
 Fax: (+420) 2.3337.8225  
[m.pragrova@incheba.cz](mailto:m.pragrova@incheba.cz)  
 Ms. Marie Pragrova, Project Manager

- **Accessories, Services, and Equipment for the Auto Industry ASA - 7th International Exhibition of Spare Car Parts**

October 18 - 21, 2001  
 Phone: (+420) 2.2010.3462  
 Fax: (+420) 2.3337.1517  
[info@incheba.cz](mailto:info@incheba.cz)  
[www.incheba.cz](http://www.incheba.cz)

- **MADI Travel Market - The 8th International Trade Fair for Travel and Hotel Industries**

November 6 - 8, 2001  
 Organizer: MADI Travel Market  
 Phone: (+420) 2.627.4125  
 Fax: (+420) 2.627.9796  
[madi@madi.cz](mailto:madi@madi.cz)  
[www.madi.cz](http://www.madi.cz)

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Contact: Ms. Veronika Lukasova, Phone: 202.274.9104, Fax: 202.244.2147, [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)
- **Consulate General in Los Angeles:** Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming (western portion of the West).  
Contact: Mr. Josef Dvoracek, Phone: 310.473.0889 x.229 Fax: 310.473.9813, [losangeles@embassy.mzv.cz](mailto:losangeles@embassy.mzv.cz)
- **Consulate General in New York:** Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont (Northeast).  
Contact: Mr. Jaroslav Remes, Phone: 212.717.5643 Fax: 212.717.5064, [consulate.newyork@embassy.mzv.cz](mailto:consulate.newyork@embassy.mzv.cz)
- **CzechTrade - Chicago Office**  
Contact: Ms. Jana Sevcikova, Phone: 312.644.1790, Fax: 312.527.5544, [sevcikova@czechtrade.tpo.cz](mailto:sevcikova@czechtrade.tpo.cz)
- **CzechTrade - Miami Office**  
Contact: Mr. Roman Matyas, Phone: 305.261.6313, Fax: 305.261.6314, [matyas@czechtrade.tpo.cz](mailto:matyas@czechtrade.tpo.cz)
- **CzechInvest - U.S. Operations East**  
Contact: Ms. Hana Lasslerova, Phone: 312.245.0180, Fax: 312.245.0183, [lasslerova@czechinvest.org](mailto:lasslerova@czechinvest.org)
- **CzechInvest - U.S. Operations West**  
Contact: Mr. Radomil Novak, Phone: 408.376.4555, Fax: 408.376.4557, [california@czechinvest.org](mailto:california@czechinvest.org)

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