

# Czech Trade Focus

*News from the Czech Commercial Offices in the United States / October 2008*

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## ECONOMIC BRIEFS

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**Czech financial institutions** continue to prosper while the world's banks deal with the impact of the global financial crisis with massive write offs. The Czech Republic's four biggest banks- Ceska Sporitelna, CSOB, Komerční banka and UniCredit Bank- recorded a combined profit of nearly 21 billion CZK (\$1 billion) in the first half of the year, an increase of almost 20% over the same period last year. Meanwhile, the energy group CEZ reported a net profit of 29 billion CZK (\$1.474 billion), a year on year increase of 38%.

**Czechs can now buy significantly more** consumer goods for their wages than before the year 1989 as prices of electronics and textile, for example, grew slower than average wages during that time, according to the Czech Statistical Office (CSU). For example, to buy a color TV an average Czech needed five monthly wages in 1985, but now Czechs can buy roughly 2.5 color TVs for just one wage.

**The Czech Republic this year maintains its 33rd place** among other world economies in its ability to compete, according to The Global Competitiveness Report 2008-2009 released by the World Economic Forum (WEF).

**The Czech Republic has slashed its economic growth forecast** for 2009 to 3.7 percent from the previous estimate of 4.8 percent to account for the impact of the global financial crisis.

**The Czech Republic's central bank** slashed its key interest rate by three-quarter percentage point to 2.75 percent. The move comes as the Czech

economy is slowing down as a result of the world's financial turmoil.

**The Czech jobless rate** decreased by 0.8 percentage points on the year to 4.3 percent in the third quarter this year by the methodology of the International Labour Organisation (ILO), which is still the lowest level in the past 12 years.

**The Czech Republic ranks 36th out of 127 countries** in terms of utilization of information and communication technology, according to a study by the World Economic Forum.

**The Czech Republic's state debt** rose by 33.2 billion CZK (\$2 billion) to 925.5 billion CZK (\$47 billion) in the three quarters of 2008.

**Sales of daily newspapers** fell 7.4 percent year on year to 1.51 million copies in July. Seven out of nine dailies saw sales drop an average of 1.8 percent from June to July, a result of July being a holiday month. Tabloids Aha! and Blesk were the exceptions, with June to July growth of 1.9 percent and 1.2 percent, respectively.

**The Czech Republic is the leader in the use of solar energy** among the 12 newest member states of the European Union, according to a study by the Technical University in Warsaw, Poland.

**Czech companies exported arms** worth 174 million EUR (4 billion CZK/\$222 million) in 2007, which is 81 million EUR (2 billion CZK/\$102 million) more than in 2006. The arms imports to the country were 193 million EUR (5 billion CZK/\$247 million) worth, compared with 93 million EUR (2 billion CZK/\$119

million) in 2006. According to the statistics of the Stockholm-based International Peace Research Institute (SIPRI), the Czech Republic is not among the significant world arms importers or exporters.

**The Czech Republic will probably become the first country in Europe to receive a mark of origin for its beer.** The application for the mark states that Czech beer has unique characteristics due to traditional brewing methods and ingredients.

**The Czech Republic is the world's 17th safest country** in 2008 according to CzechTourism. The country ranks second within Central and Eastern Europe. The ranking is based on an evaluation of 140 countries according to the Global Peace Index.

**The Mstetice Science and Technology Park** has opened in Zelenec-Mstetice by Prague. It offers facilities for developers, scientists and start up firms in the area of transportation technologies and other related fields.

**The number of self-employed** in the Czech Republic increased by 23,000 to 941,000 in January-September. The number grew by 9,000 in the third quarter. Companies with one to nine employees make up over 95 percent of the total number of companies in the Czech Republic. They employ over a third of the country's total workforce.

**The percentage of tourists** from EU-15 countries is dropping as more guests are coming from Central and East European countries, primarily Poland, Russia and the Baltic states. Tourists from West European countries

accounted for 56 percent of all tourists in the Czech Republic in the first half of this year. In 2000, they made up 66.2 percent of the total. The decrease can be attributed to an economic slowdown in the West.

**Secondhand car imports** into the Czech Republic grew 11 percent year on year from January to August, exceeding new car sales by 66,020 units. At the top of used-car imports was Ford with 22,679 units sold, Volkswagen with 19,205 and Skoda with 18,810. Twenty-eight percent of the imports were more than 10 years old.

**Czech cinemas** saw almost 8.9 million visits in the first nine months of 2008, with the number of cinema-goers dropping by 1.2 million and sales falling by 112 million CZK (\$6 million) to 854 million CZK (\$44 million) year-on-year. The record-breaking year 2007 saw historically largest number of cinema visits reaching 12.8 million, with the number of cinema-goers rising by 1.3 million against 2006.

**Czechs have withdrawn** 8.4 billion CZK (\$428 million) from mutual funds in October and 19.6 billion CZK (\$1 billion) by the third week of October of this year. As a result, Ceska sporitelna's Sporinvest has lost 5 billion CZK (\$255 million) in the past three weeks, more than 12 percent of its total assets.

**More trucks on Czech roads** contributed to more than 5 billion CZK (\$255 million) in tolls so far this year, a milestone reached one month earlier

than in 2007. The income generated is less, as the state is still paying Kapsch, the company that built the toll collection system. Total costs of construction and technology have reached 5.2 billion CZK (\$265 million) this year, of which the state will pay 25 percent.

**The government could postpone privatization of Prague Airport** if it turns out the sale would earn less than expected. The government had planned to sell the state's 100 percent stake in the airport by the end of 2009, but recent global economic turbulence has led to a slowdown in negotiations and lower sales offers. The airport has an estimated sale value of up to 100 billion CZK (\$5 billion).

**The Regional Development Ministry will extend the rent deregulation period** until 2012 to avoid negative social impacts. The increase of regulated rents is determined by prices of flats in specific areas. The extension is a result of rent prices growing faster than expected. Deregulation was originally planned to end in 2010. This year has seen a 30 percent decrease in Czechs seeking new apartments.

**Beer imports grew** a quarter year on year to nearly 0.18 million hectoliters in the first half of 2008. The majority of imports came from Poland, followed by Austria, Germany and the Netherlands. Imported beer has a 2 percent share in total Czech consumption.

**Eighty-two percent of 211 Czech companies see the adoption of the euro** as a necessary solution to

problems caused by the fluctuating Czech crown. Almost half of the companies are planning to curb investment and one-third are considering production cuts.

**There are presently 100 wind power units in the Czech Republic.** The average output of one wind plant is currently 133 MW and should reach 1000 MW in 2012, which would create an annual output of 2.5 TWh — about one-fifth of the production of the Temelin nuclear power plant. The goal is to increase the number of wind plants from the current 100 to 500. Areas with average wind speeds greater than 6 meters per second are targeted for wind plants. In the Czech Republic, such locations cover almost 6,000 square kilometers of land. Energy from nuclear power plants costs 2 CZK (\$0.1) per 1KWh — about half the cost of other renewable sources — and solar energy costs 15 CZK (\$0.8) per 1KWh. 130 wind power plant proposals await approval across the Czech Republic but they face resistance from regional governments and residents who object to the impact such large-scale construction projects have on their surroundings and the wind plants' disruption of the scenery.

**The Czech Republic's state budget** ended in a 10.9 billion CZK (\$556 million) surplus at end-October, compared with a 27.2 billion CZK (\$1.388 billion) surplus a year earlier.

**Sales of personal computers** in the Czech Republic will grow by roughly a fifth to 1.2 million this year, with interest pulled mainly by notebooks.

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## CZECH REPUBLIC AND THE GLOBAL FINANCIAL CRISIS

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Despite the current global financial crisis, the Czech economy continues to be stable. Nevertheless, the Czech export-oriented economy (making up 85 percent of the GDP) is likely to suffer as its major trading partners, including Europe's biggest economy Germany, face an economic slowdown. The already visible slowdown in the EU will likely set off a chain of events that will cause a slowdown in the Czech Republic. As foreign orders fall, industries will need to adapt via lower production and layoffs. Hence, to take the impact into account, the Czech Republic already lowered its economic growth forecast for 2009.

As the Czech Republic will lead the EU for the first half of next year during its turn of the rotating Presidency of the Council of the EU, the Czech Republic shall take a primary role in dealing with the global financial crisis.

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## INVESTMENT BRIEFS

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**The Czech Republic attracted** 124 new investments worth nearly 20 billion CZK (\$1 billion) in the first half of this year. Research and development or services comprise more than 65% of these new investments, evidencing a shift toward a knowledge-based economy. The investors will create 9,669 new jobs, 34% of which will be intended for university-educated specialists.

**The Czech pharmaceutical company, I.Q.A.**, has found a Japanese investor despite the world financial crisis. Foji Capital has bought 49.8 percent of shares in I.Q.A, which develops medicines for cancer and HIV and owns a patent on dexibuprofen, a painkiller. Analysts speculate that the deal cost about \$10 million. I.Q.A has an average annual revenue of 40 million CZK (\$2 million).

**Regus**, the world's leading provider of flexible workspace solutions and serviced offices, is currently setting-up in Prague its financial shared service centre for its branches operating in over forty countries in Europe, the Middle East and Africa. The Prague centre is set to open before the end of 2008 and will employ at least 60 specialists within three years, with further expansion anticipated. The company is investing almost 20 million CZK (\$1 million) to kick off the Prague centre.

**ThyssenKrupp Ferrosta** wants to expand its production capacity in Hradec Kralove and build a new logistics centre there. Construction is to begin next year and the project should be completed within two years.

**American Software giant IBM** announced it will close its headquarters in Vienna and relocate to Prague where the company will supervise all of its activities in Central and Eastern Europe. The company is shifting its global strategy to fast-growing markets like the Czech Republic. Joining Prague as the company's new headquarters will be Dubai, Moscow and Johannesburg.

**The American company Advanced Filtration Systems** represented by its subsidiary has begun construction of a new production facility in the Joseph industrial zone near Havran in the Most region.

**Property investment fell** 42 percent because of the crisis, according to consulting firm Cushman & Wakefield. The rate of investments in offices, shopping malls and warehouses was estimated at 18.4 billion CZK (\$1 billion), a year-on-year drop of 70 percent on the domestic market. The company said the Czech market has followed developments in the United Kingdom, where the volume of property deals shrunk 40 percent in the third quarter of this year.

**The biggest solar power plant** in the Czech Republic is to be constructed in Dvur Kralove nad Labem near Trutnov. The city will invest approximately 400 million CZK (\$20 million) in the project and start construction of the 3.8 megawatt solar park this year.

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## COMPANIES AND BUSINESSES

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**Novell has opened the Novell Technical Services centre in Prague.** The new centre is Novell's second biggest technical-support facility after the one located in the US. The centre will serve for specialist telephone support for Novell partners and customers around the world.

**The state-run oil transit company MERO CR** has signed agreements which guarantee the Czech Republic better access to the Trans Alpine Pipeline (TAL) and enable the country to use part of the pipeline capacity to transport its own oil in case of an emergency.

**General Electric** has finalized its acquisition of Walter Engines and is looking to expand its activities in the Czech Republic, namely in the area of small-air-craft-engine production.

**CzechTourism** has set up an office in the Czech town in the online world of Second Life in hopes that the town will bring in visitors to the actual Czech Republic. The tourism office joins other companies who have set up outposts in the town, including Telefonica O2, Staropramen and Czech Radio.

**Czech Airlines** is getting ready for privatization. Russia's Aeroflot is being named as a likely buyer. The foreign company would have to form a consortium with a company already established within the Czech Republic. Aeroflot has been the only company to publicly express interest in the airline, which is valued at 3 billion–5 billion CZK (\$165 million–275 million).

**Czech brown-coal mine Mostecká uhelna (MUS)** from the Czech Coal group has split into three sister companies because of different volume of coal reserves and mining procedures in its two mines.

**Ness Technologies** has acquired the Czech technology firm Logos, a significant supplier of information services for banks and telecommunications firms.

**Ella-CS**, a firm based in Hradec Kralove, is the world's only producer of a unique, patented Czech product that helps patients with oesophageal damage. It is a mesh stent made of a material that harmlessly eventually dissolves in the body that holds the oesophagus open.

**Czech technology companies** could obtain contracts worth approximately 6 million EUR (160 million CZK/\$8 million) a year as part of projects of the European Space Agency (ESA). Czech companies could become subcontractors of ESA's primary contractors.

**Skoda JS** has won a tender to provide maintenance, repairs and inspections at the Temelin and Dukovany nuclear power plants. The eight year contract is worth approximately 3 billion CZK (\$153 million).

**Local engineering investment group CZMT** signed a 17 billion CZK (\$867 million) contract with Middle East Development to supply a cement plant, steelworks and a power plant as part of a large-scale project connecting Djibouti and Yemen. CZMT won the developer's trust due to an earlier cement plant project in Yemen.

**The Czech Republic's largest pharmaceutical company, Zentiva**, split with executives and nearly 300 workers moving to the new company Zentiva Group. The move is for more transparent management and diversification of cash flow into the company. Zentiva has had two unsuccessful takeover bids in 2008, most recently from majority shareholder Sanofi-Aventis in July.

**Czech bus operator Student Agency** announced it will establish a company to launch activities in rail transport by the end of October. The new company will compete with Ceske drahy on routes from Prague to Ostrava. Student Agency plans to set up the firm as a joint-stock company or a Societas Europaea in Slovakia.

**Generali PPF Holding** is expanding to the Belarusian insurance market. The company, a fusion of richest Czech Petr Kellner's PPF Group with Italian insurer Generali, will thus operate on the insurance markets of 13 countries. Operations in Belarus are expected to begin by the end of this year.

**The French automaker Aixam** has entered the Czech market. The company will be represented by Auto-Roch, which opened a new show room for the brand in the Prague 10 city district. The Chinese BYD car brand is also entering the Czech market, following in the footsteps of Brilliance, whose vehicles will be imported to the country by A. Charouz Motors.

**Agrofert** filed for permission from the Anti-Monopoly Office to take over Agropol, which would result in the merger of the two largest Czech agribusinesses.

**Skoda Auto** has halted production for nine days as of Oct. 24, its longest shutdown ever, because of the financial crisis in the car industry. The shutdown will cut production by 13,000 cars. A second shutdown is planned for the last two weeks in December. Employees are guaranteed 75 percent of their salary during the shutdowns.

**The Chotebor brewery** will be the first new brewery in almost thirty years in the Czech Republic. The only newcomers to the business of beer have been restored old breweries and small restaurant breweries. With planned annual production of 25,000 hectoliters, Chotebor will be in the class of smaller to midsize breweries. The Czech market has 48 large industrial breweries and 73 smaller breweries producing a total of almost 400 brands, many with long traditions, history and experience.

**Car maker Hyundai** should start production in Nosovice, northern Moravia, this November. Roughly 18,000 i30 cars should be produced at the plant by the end of this year by when the first 500 owners in the Czech Republic will gain them. Hyundai Motor started to build the Nosovice plant in March 2007. This is its first plant in Europe. The investment will demand 1.1 billion EUR (27 billion CZK/\$1 billion) in total. The company plans to be producing 200,000 cars annually and in 2011 to raise production by another 100,000 cars annually.

**The exporter Alta** will deliver machinery worth around 3 billion EUR (70 billion CZK/\$4 billion) to the Russian company Magnitogorsk Iron & Steel Works and its iron-ore mining operation Priorskolsky in western Russia.

**Skoda Auto**, the largest Czech car maker based in Mlada Boleslav in central Bohemia, saw its Jan-Sept net profit decrease by 24.7 percent to 8.66 billion CZK(\$439 million), and sales went down by 2.2 percent to 158.1 billion CZK (\$8 million) due to the strong crown. Car sales were 14.8 percent higher than in Jan-Sept 2007, with 530,924 people buying Skoda cars. Beside the strong crown, other reasons behind the decline in profit are aggressive competition and the first signs of falling demand caused by the global financial crisis. The situation is worsening. Besides the well-known problems on the market with steel and precious metals, the global financial crisis has led to a global decrease in demand for cars.

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## CZECH POWER INDUSTRY

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The Czech power industry is currently undergoing a very eventful period. Liberalization of the gas sector was completed last year and there is an ongoing debate on the construction of a new nuclear facility and new wind and solar power plants are being erected all over the country.

SHARE OF FACILITIES IN OVERALL POWER PRODUCTION IN THE CZECH REPUBLIC IN 2007	
Fuel-fired power plants	67.4%
Nuclear power stations	29.6%
Hydroelectric power plants	2.9%
Wind power plants	0.1%

Source: Ministry of Industry and Trade of the Czech Republic

### Survey of Successful Companies operating in the Power Industry Sector

**CEPS, a.s.:** the company is the exclusive operator of the transmission grid (400 kV and 220 kV power lines) on the territory of the Czech Republic on the basis of a license for electricity transmission. It runs 39 substations with 67 transformers which transfer electrical energy from the transmission system to the distribution network and 3,000 kilometres of 400 kV lines and 1,450 kilometres of 220 kV lines. CEPS provides transmission services and system services within the Czech Republic's electricity network. With its system services, CEPS ensures the balance of electricity generation and consumption in real time. With its transmissions services, CEPS ensures internal and cross-border transfers of electrical energy. CEPS is one of the most important companies on the Czech electricity market and its operations have been actively contributing over the long term to the formation of a liberalized electricity market in both the Czech Republic and Europe. Turnover: 14.5 billion CZK (\$741 million); Number of employees: 455; [www.ceps.cz](http://www.ceps.cz)

**CKD Blansko Wind, a.s.:** The company was founded in 2006 as a subsidiary of CKD Blansko Holding, a.s., which is a member of the consolidated J&T group. Its main line of activity is deliveries of wind power plants in cooperation with the Finnish producer, WinWinD Oy. It offers the WWD 1 version (output per unit 1 MW, tower height up to 70 meters and rotor diameter up to 64 meters) and WWD 3 (3 MW output per unit, tower height up to 100 meters, rotor diameter up to 100 meters). [www.ckdblansko.cz](http://www.ckdblansko.cz)

**Prazska energetika, a.s.:** The PRE Group is the third largest electricity trader on the Czech energy market and its subsidiary, PREdistribuce, a.s., supplies electricity to the capital city of Prague and neighboring town of Rožtoky. The company provides its more than seven hundred thousand clients with services meeting the requirements of the third millennium. It has been connected with the history of Prague for 111 years. Turnover: 11 billion CZK (\$562 million); Number of employees: 1,400; [www.pre.cz](http://www.pre.cz)

**TTS holding, s.r.o.:** TTS eko, s.r.o., specializes in the development, design, delivery and assembly of 1 MW to 8 MW industrial biomass combustion boilers (wood, straw) and biomass-fired electricity generating systems using the ORC technology. The main line of activity of the company is the operation of the heat management system of the town of Trebic. Turnover: 410 million CZK (\$21 million); Number of employees: 90; [www.tts.cz](http://www.tts.cz)

**EGU Brno, a.s.:** It has been engaged for over 55 years in engineering activities connected with the technical, technological, environmental and economic aspects of the operation of electricity networks. Its attention is focused mainly on effective use of renewable sources, digital gauging systems, ecological structures of transmission grids, transformer diagnostics, safety and reliability of electricity supplies, analyses of electricity networks of the full voltage range and regulation including price and tariff setting. Turnover: 83 million CZK (\$4 million); Number of employees: 67; [www.egubrno.cz](http://www.egubrno.cz)

### Exhibitions and Trade Fairs in 2009

#### **INFOTHERMA**

Specialized exhibition on heating, energy saving and the use of renewable sources in small and medium-sized buildings

January 19-22, 2009

Cerna louka Ostrava Exhibition Grounds

Email: [kostelny@inforpres.cz](mailto:kostelny@inforpres.cz)

[www.infotherma.cz](http://www.infotherma.cz)

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### **CZECH MACHINE TOOLS AND FORMING MACHINES**

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The machine tool and forming machine sector influences all other areas in the framework of the Czech Republic's national economy and is the driving force of growth of labor productivity and a source of added value. In 2007, the manufacture of machine tools and forming machines was worth approximately 496 million EUR (12 billion CZK/\$612 million). The manufacture of machine tools in that year was worth 462 million EUR (12 billion CZK/\$612 million) with a 35.6% year on year growth, with the manufacture of forming machines amounting to 34 million EUR (854 million CZK/\$44 million) and with a 2.7% year on year growth. The total output of machine tools and forming machines in 2007 was 32.7% up on the previous year. Further, the consumption of machine tools and forming machines amounted to approximately 455 million EUR (11.5 billion CZK/\$612 million). The consumption of machine tools in that year totalled 318 million EUR (8 billion CZK/\$409 million), with a 4.8% year on year growth. The total growth of consumption in 2007 was 26.3% up on the previous year. Czech exports of machine tools and forming machines were worth around EUR 491.4 million (12.4 billion CZK/\$625 million) in 2007. The same year, Czech Republic imported 450 million EUR (11.3 billion CZK/\$573 million) worth of machine tools and industry.

### Survey of Successful Companies operating in the Machine Tool and Forming Machine Sector

**TAJMAC-ZPS, a.s.:** It is a company engaged in the development, manufacture and sale of machine tools. As it also owns foundry facilities (ZPS-Slevarna, a.s.), which are located right within the company's manufacturing grounds in Zlín-Malenovice, it has the capacity to encompass all stages of development and production. The company holds a leading position in the Czech Republic in the development and manufacture of automatic multi-spindle lathes and machining centres. Turnover (2007): 1.9 billion CZK (\$97 million); Number of employees: 1,109. [www.tajmac-zps.cz](http://www.tajmac-zps.cz)

**YORK spol. s.r.o.:** It is a traditional manufacturer of artisan tools. The company was established in 1921 and is known for the high quality and reliability of its products. During its existence, it has manufactured more than 3 million vices bearing the YORK trademark, used in many countries the world over. In response to market requirements, its designers and technicians flexibly enlarge the production programme with new products that suitably complement and extend the existing range. Owing to tradition, workmanship and quality and reliability, YORK vices and other clamping devices compare well with European standards. Turnover (2007): 72 million CZK (\$4 million); Number of employees: 70. [www.york.cz](http://www.york.cz).

**Skoda Machine Tool, a.s.:** With its long manufacturing tradition and the number of installed machines, the company is one of the most important manufacturers of heavy duty lathes worldwide. The company ranks first on the world market in the area of horizontal boring and milling machines, represented by a series of heavy-duty Skoda HCW horizontal lathes. The heavy-duty series is complemented with a series of light horizontal boring and milling machines, type Skoda FCW. The series of heavy-duty machines comprises a unit-built series bearing the traditional Skoda SR marking. Turnover: 1.791 million CZK (\$86 million); Number of employees: 490. [www.cz-smt.cz](http://www.cz-smt.cz).

**TRIMILL, a.s.:** It was established in early 2000 and its core programme is the development, construction, assembly, sales and servicing of machining centers. The company specializes in the production and supply of high-speed machining centres for the manufacture of pressing tools, moulds, jigs, and dies for manufacturers of parts for the automobile, aircraft and plastics industries. Number of employees: 70. [www.trimill.cz](http://www.trimill.cz).

*Official participation of the Czech Republic in International Fairs and Exhibitions Abroad*

**Jakarta- Manufacturing Ind.**  
International Engineering Fair  
December 3-6, 2008

**Cairo- MACTECH**  
International Machine Tool Fair  
November 6-9, 2008

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## ECONOMIC POLICY BRIEF

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**Alternative energy production** — such as solar, water, biomass, methane or wind production — currently constitutes 5 percent of the Czech Republic's energy mix. The country is

set to boost the use of alternative sources of energy (ASE) for electricity 3 percent by 2012. The target is to reach 13 percent use of ASE by 2020.

**The Czech Republic has won an EU exemption** and does not have to continue with the Lisbon Treaty ratification process until the Czech Constitutional Court reviews it.

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## CONFERENCE ON STATISTICS 2009

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**The conference „Statistics - Investment in the future 2“** will take place in Prague from September 14th through the 15th in 2009 at the Congress Centre of the Czech National Bank.

Statistics is a significant investment in the future - all depends on what statistical data are produced and how the data are applied. A sufficient description of both short-term trends and the comprehensiveness of indicators on the long-term development and state of economy bring knowledge crucial for decisions made by politicians, strategists and economic policy makers, which especially applies to governments and central banks. Statistical data also provides information of key importance for the work of researchers and scientists as well as for the every-day orientation of both businesses and citizens. Their significance grows with emerging new phenomena and processes such as the EU enlargement, globalisation, and the need to deal with conditions in society, including social affairs.

The international conference, held by the Czech Statistical Office, the Czech National Bank and the Prague University of Economics on the occasion of the 90th anniversary of the official Czech statistics, is expected to make a contribution to the exchange of findings, observations and experience concerning the provision of statistical data for fulfilling the user's needs and the widest possible use of statistics for the current demographic development of society on the one hand and the creation of adequate conditions for future generations on the other hand.

The conference is held under the auspices of Mr. Vaclav Klaus, President of the Czech Republic.

For more information, please visit: <http://www.czso.cz/sif/conference2009.nsf/i/home>

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## CZECH COMPANIES LOOKING FOR US PARTNERS

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### **Future Product Design a.s.**

Hvozdanska 3  
148 00 Praha 4  
Phone: + 420 234 374 842, 721 636 900  
E-mail: borovicka@telab-corp.com  
Web: [www.fpdco.com](http://www.fpdco.com)  
Contact person: Mr. Tomas Borovicka - Sen. Business Manager

Future Product Design a.s. is private limited company with more than 60 managers, salesmen and technicians, mainly undertaking in the fields of distribution, refurbishment, installation, measuring and testing of telecommunication equipment. The company seeks a strategic partner (manufacturer or investor/holding company) able to support business expansion by means of basic capital increase and bring new technical or other products for distribution in global scale, ideally with some innovation and support of selected business opportunities. The partner must be interested in distribution, logistics, warehousing of US products in EU/EMEA and able to share benefit from our portfolio of products and business contacts in Europe, Asia and Africa. The package of shares offered for sale/purchase is to be negotiated.

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### **Altis Kolin, s.r.o.**

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Contact person: Mr. Petr Pelech

Generally we are specialized in production of healthy confectionery, GMO-free products sugar free confectionery and functional products (functional bars), mainly under private labels of our partners.

#### **1. healthy bars concept**

Protein bars  
Energy bars (glucose, guarana,..)  
Meal Replacement or Diet bars  
Children soya snack bars  
but we can offer many other variants (L-carnitin, Creatin, Antioxidant, etc.).

#### **2. diabetic and sugar-free products**

- chocolates
  - pastilles
  - bars
  - crunchy snacks
  - bonbonnières
- 

### **STOMIX, spol. s r. o.**

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Contact person: Mr. Evzen Caslava, Director of Foreign Business

We are looking for new business partners.

Company STOMIX® is engaged in development, manufacture and sale of **External Thermal Composite Insulation Systems (ETICS)** and products for the finishing works for the building industry like renders, facade paints, adhesives, binders, penetration varnishes, base paints etc. The quality is answerable to the careful choice of suppliers of the base material, check-out control, research, development and new production technologies.

The company is ISO 9001:2000 and ISO 14001 certified and also earned European Technical Approval (ETA), which allows us to use the designation CE along with the other documents.

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**Gebrüder Weiss spol. s r.o.**

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Web: [www.gw-world.cz](http://www.gw-world.cz)  
Contact person: Mrs. Gabriela Linzerova

Company offers logistic & distribution services with global network of their offices – Gebureder Weiss,Rohlig, Weiss-Rohlig. Solving Airfreight and Seafreight shipments, parcel service and rail&truck transports. Door-to-door services taken with flexibility and competence with more then 550 years of experience all over the world.

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Contact Person: Dr. Valentin Foltyn

An offer of consultation services for foreign institutions and companies. We provide these services in the field of European economic integration. This particularly includes legal economic analysis on the regulation of EU internal market as well as Czech legal regulation. These analysis may concern either general questions regarding the institutional framework of the EU internal market and its functioning or more specific areas and common policies such as energy, transportation, agriculture etc.

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**TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC/ SPRING 2009**

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**GO**

**01. 15. – 01. 18. 2009**  
**International Travel Trade Fair**  
Organizer: Veletrhy Brno a.s.  
Vystaviste 1, CZ-647 00 Brno  
Attn.: Milon Mlcak  
Phone: +420 541 152 520  
Fax: +420 541 153 062  
E-mail: [mmlcak@bv.vv.cz](mailto:mmlcak@bv.vv.cz)  
Web: [www.bvv.cz/go-gb](http://www.bvv.cz/go-gb)

**REGIONTOUR**

**01. 15. – 01. 18. 2009**  
**International Fair of Regional Tourism**  
Organizer: Veletrhy Brno a.s.  
Vystaviste 1, CZ-647 00 Brno  
Attn.: Milon Mlcak  
Phone: +420 541 152 520  
Fax: +420 541 153 062  
E-mail: [mmlcak@bv.vv.cz](mailto:mmlcak@bv.vv.cz)  
Web: [www.bvv.cz/regiontour-gb](http://www.bvv.cz/regiontour-gb)

**ROOFS PRAGUE**

**01. 29. – 01. 31. 2009**  
**All for roof building and renovation.**  
**11<sup>st</sup> specialised exhibition**  
Organizer: Strechy Praha  
Attn.: Ing. Hana Bromova  
Phone: +420 296 397 305  
Fax: +420 296 397 307  
E-mail: [strechy@strechy-praha.cz](mailto:strechy@strechy-praha.cz)  
Web: [www.strechy-praha.cz](http://www.strechy-praha.cz)

**HOLIDAY WORLD**

**02. 05. – 02. 08. 2009**  
**18<sup>th</sup> central European tourism trade fair**  
Organizer: INCHEBA EXPO PRAHA  
Attn.: Libor Patocka  
Phone: +420 220 103 325  
Fax: +420 220 103 113  
E-mail: [l.patocka@incheba.cz](mailto:l.patocka@incheba.cz)  
E-mail: [holidayworld@incheba.cz](mailto:holidayworld@incheba.cz)  
Web: [www.holidayworld.cz](http://www.holidayworld.cz)

**GOLF WORLD PRAQUE**

**02. 05. – 02. 08. 2009**  
**2<sup>st</sup> golf and golf tourism fair**  
Organizer: INCHEBA EXPO PRAHA  
Attn.: Ing. Pavol Hozlar  
Phone: +420 220 103 311  
Fax: +420 220 103 113  
E-mail: [p.hozlar@incheba.cz](mailto:p.hozlar@incheba.cz)  
Web: [www.golfworldprague.cz](http://www.golfworldprague.cz)

**TOP GASTRO**

**02. 05. – 02. 08. 2009**  
**3<sup>rd</sup> annual gastronomic fair**  
Organizer: INCHEBA EXPO PRAHA  
Attn.: Bc. Lucie Krakorova  
Phone: +420 220 103 463  
Fax: +420 233 376 444  
E-mail: [l.krakorova@incheba.cz](mailto:l.krakorova@incheba.cz)  
E-mail: [topgastro@incheba.cz](mailto:topgastro@incheba.cz)  
Web: [www.top-gastro.cz](http://www.top-gastro.cz)

**PRAGOINTERIER NEW DESIGN****02. 12. – 02. 15. 2009****21<sup>st</sup> international exhibition of furniture, floor covering materials, home textiles light fittings and accessories**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Miroslava Hollanova  
 Phone: +420 220 103 480  
 Fax: +420 233 337 375  
 E-mail: [m.hollanova@incheba.cz](mailto:m.hollanova@incheba.cz)  
 E-mail: [pragointerier@incheba.cz](mailto:pragointerier@incheba.cz)  
 Web: [www.pragointerier.cz](http://www.pragointerier.cz)

**PRAGOOFFICE****02. 12. – 02. 15. 2009****4<sup>th</sup> office furniture and equipment fair**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Ing. Alzbeta Syrovatkova  
 Phone: +420 220 103 482  
 Fax: +420 233 371 517  
 E-mail: [a.syrovatkova@incheba.cz](mailto:a.syrovatkova@incheba.cz)  
 E-mail: [pragooffice@incheba.cz](mailto:pragooffice@incheba.cz)  
 Web: [www.pragooffice.eu](http://www.pragooffice.eu)

**HOUSING****02. 12. – 02. 15. 2009****15<sup>th</sup> international exhibition of new housing possibilities**

Organizer: M.I.P. Group  
 Attn.: Monika Hrubalova  
 Phone: +420 267 315 585-8  
 Fax: +420 267 315 589  
 E-mail: [hrubalova@mip.cz](mailto:hrubalova@mip.cz)  
 Web: [www.vystavabydleni.cz](http://www.vystavabydleni.cz)

**STYL****02. 17. – 02. 19. 2009****International Fashion and Textiles Fair**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Gabriela Vargova  
 Phone: +420 541 152 951  
 Fax: +420 541 153 060  
 E-mail: [gvargova@bvv.cz](mailto:gvargova@bvv.cz)  
 Web: [www.bvv.cz/styl-gb](http://www.bvv.cz/styl-gb)

**GAUDEAMUS INTERNATIONAL 2<sup>nd</sup> exhibition of school-leaving exam after education****02. 19. – 02. 20. 2009**

Organizer: MP Soft  
 Attn.: Ing. Pavel Mikula  
 Phone: +420 545 176 136 -7  
 Fax: +420 545 176 218  
 Web: [www.gaudeamus.cz](http://www.gaudeamus.cz)

**KABO****02. 17. – 02. 19. 2009****International Fair of Footwear and Leatherware**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno

Attn.: Gabriela Vargova  
 Phone: +420 541 152 951  
 Fax: +420 541 153 060  
 E-mail: [gvargova@bvv.cz](mailto:gvargova@bvv.cz)  
 Web: [www.bvv.cz/kabo-gb](http://www.bvv.cz/kabo-gb)

**S1****02. 17. – 02. 19. 2009****International Trade Fair for Outdoor and Winter Sport**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Gabriela Vargova  
 Phone: +420 541 152 951  
 Fax: +420 541 153 060  
 E-mail: [gvargova@bvv.cz](mailto:gvargova@bvv.cz)  
 Web: [www.bvv.cz/s1-gb](http://www.bvv.cz/s1-gb)

**COSMETICS****02. 17. – 02. 19. 2009****International Trade Fair for Cosmetics, Hair and Body**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Gabriela Vargova  
 Phone: +420 541 152 951  
 Fax: +420 541 153 060  
 E-mail: [gvargova@bvv.cz](mailto:gvargova@bvv.cz)  
 Web: [www.bvv.cz/cosmetics-gb](http://www.bvv.cz/cosmetics-gb)

**PRAGOALARM/****PRAGOSEC****17<sup>th</sup> international fair of security equipment, systems and services, fire protection and rescue equipment****02. 24. – 02. 26. 2009**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Vera Voriskova  
 Phone: +420 220 103 307  
 Fax: +420 233 378 225  
 E-mail: [alarm@incheba.cz](mailto:alarm@incheba.cz)  
 Web: [www.pragoalarm.cz](http://www.pragoalarm.cz)

**PANEL HOUSE AND FLAT Regeneration, reconstruction, funding.****3<sup>rd</sup> special specialized exhibition****02. 26. – 02. 28. 2009**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Nikola Gracova, DiS.  
 Phone: +420 220 103 478  
 Fax: +420 220 103 220  
 E-mail: [panel@incheba.cz](mailto:panel@incheba.cz)  
 Web: [www.incheba.cz/panel](http://www.incheba.cz/panel)

**WINDOWS-DOORS-STAIRS****10<sup>th</sup> specialized exhibition of windows, doors, stairs and staircases, their accessories, parts and construction elements****02. 26. – 02. 28. 2009**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Mgr. Monika Smatova  
 Phone: +420 220 103 464  
 Fax: +420 233 376 444

E-mail: [m.smatova@incheba.cz](mailto:m.smatova@incheba.cz)  
 E-mail: [okna@incheba.cz](mailto:okna@incheba.cz)  
 Web: [www.oknadvereschody.cz](http://www.oknadvereschody.cz)

**OPTA****02. 27. – 03. 01. 2009****International Fair of Eye Optics, Optometry and Ophthalmology**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Vera Mensikova  
 Phone: +420 541 152 806  
 Fax: +420 541 153 067  
 E-mail: [vmensikova@bvv.cz](mailto:vmensikova@bvv.cz)  
 Web: [www.bvv.cz/opta-gb](http://www.bvv.cz/opta-gb)

**G+H****03. 04. – 03. 06. 2009****International Trade Fair For Gastronomy, Hotels and Catering**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Vera Mensikova  
 Phone: +420 541 152 806  
 Fax: +420 541 153 067  
 E-mail: [vmensikova@bvv.cz](mailto:vmensikova@bvv.cz)  
 Web: [www.bvv.cz/gh-gb](http://www.bvv.cz/gh-gb)

**VINEX****03. 04. – 03. 06. 2009****International Wine Fair**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Vera Mensikova  
 Phone: +420 541 152 806  
 Fax: +420 541 153 067  
 E-mail: [vmensikova@bvv.cz](mailto:vmensikova@bvv.cz)  
 Web: [www.bvv.cz/vinex-gb](http://www.bvv.cz/vinex-gb)

**WORLD OF BEAUTY & SPA-spring 2009****03. 06. – 03. 07. 2009****International trade fair for cosmetics, hairdressing and healthy lifestyle**

Organizer: BEAUTY EXPO  
 Attn.: Ing. Lenka Konecna  
 Phone: +420 257 941 691  
 Fax: +420 257 941 702  
 E-mail: [info@beautyexpo.cz](mailto:info@beautyexpo.cz)  
 Web: [www.beautyexpo.cz](http://www.beautyexpo.cz)

**MOTORCYCLE****13<sup>th</sup> international motorcycle and accessories trade-fair****03. 11. – 03. 15. 2009**

Organizer: INCHEBA EXPO PRAHA  
 Attn.: Eva Nogolova  
 Phone: +420 220 103 461  
 Fax: +420 220 103 220  
 E-mail: [e.nogolova@incheba.cz](mailto:e.nogolova@incheba.cz)  
 E-mail: [motocykl@incheba.cz](mailto:motocykl@incheba.cz)  
 Web: [www.motocykl-praha.cz](http://www.motocykl-praha.cz)

**MOBITEX****03. 18. – 03. 22. 2009****International Fair of Living**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Milon Mlcak  
 Phone: +420 541 152 520  
 Fax: +420 541 153 062  
 E-mail: [mmlcak@bv.v.cz](mailto:mmlcak@bv.v.cz)  
 Web: [www.bvv.cz/mobitex-gb](http://www.bvv.cz/mobitex-gb)

**PRODITE****03. 18. – 03. 22. 2009****International Fair of Children's Products**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Milon Mlcak  
 Phone: +420 541 152 520  
 Fax: +420 541 153 062  
 E-mail: [mmlcak@bv.v.cz](mailto:mmlcak@bv.v.cz)  
 Web: [www.bvv.cz/prodite-gb](http://www.bvv.cz/prodite-gb)

**FISHING****03. 18. – 03. 22. 009****International Exhibition of Fishing Tackle**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Milon Mlcak  
 Phone: +420 541 152 520

Fax: +420 541 153 062

E-mail: [mmlcak@bv.v.cz](mailto:mmlcak@bv.v.cz)Web: [www.bvv.cz/tybareni-gb](http://www.bvv.cz/tybareni-gb)**MINERALS BRNO****03. 28. 2009****Exhibition of minerals**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Ing. Jan Klimes  
 Phone: +420 541 152 862  
 Fax: +420 541 152 542  
 E-mail: [jklimes@bv.v.cz](mailto:jklimes@bv.v.cz)  
 Web: [www.bvv.cz/i2000/Akce/brent.nsf/WWWAIPDdocsID/JPAA7JXCTL?OpenDocument&LANG=CZ&NAV=1&ID=0](http://www.bvv.cz/i2000/Akce/brent.nsf/WWWAIPDdocsID/JPAA7JXCTL?OpenDocument&LANG=CZ&NAV=1&ID=0)

**SCHOLA NOVA****03. 31. – 04. 02. 2009****International Specialized Fair - School, Training and Equipment (Fair Palace Prague)**

Organizer: Veletrhy Brno a.s.  
 Vystaviste 1, CZ-647 00 Brno  
 Attn.: Petr Krejci, Bc.  
 Phone: +420 541 153 027  
 Fax: +420 541 153 058  
 E-mail: [pkrejci@bv.v.cz](mailto:pkrejci@bv.v.cz)  
 Web: [www.bvv.cz/scholanova-gb](http://www.bvv.cz/scholanova-gb)

**REKLAMA, POLYGRAF****03. 31. – 04. 02. 2009****16<sup>th</sup> international fair of advertising services, marketing, media 16<sup>th</sup> international fair of polygraphy, paper, packaging and packaging technology**

Organizer: M.I.P. Group  
 Attn.: Monika Hrubalova  
 Phone: +420 267 315 585-8  
 Fax: +420 267 315 589  
 E-mail: [hkrubalova@mip.cz](mailto:hkrubalova@mip.cz)  
 Web: [www.reklama-fair.cz](http://www.reklama-fair.cz)

**CZECH COMMERCIAL OFFICES IN THE UNITED STATES**

**Czech Embassy in Washington, D.C.:** Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Ohio, Oklahoma, South Carolina, Texas, Tennessee, Virginia, West Virginia.  
 Phone: 202.274.9104, Fax: 202.244.2147  
 Contact: Mrs. Andrea Krejci, [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)

**Consulate General in Chicago:** Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota a Wisconsin.  
 Phone: 312.861.1037, Fax: 312.861.1944  
 Contact: Mr. Borek Lizec, [chicago@embassy.mzv.cz](mailto:chicago@embassy.mzv.cz)

**Consulate General in Los Angeles:** Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.  
 Phone: 310.473.0889 x.229, Fax: 310.473.9813  
 Contact: Ms. Ludmila Kundratova, [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.  
 Phone: 646.981.4061, Fax: 212.717.5064  
 Contact: Mr. Tomas Hart, [commerce\\_newyork@mzv.cz](mailto:commerce_newyork@mzv.cz)

**Czech Center New York**

Phone: 212.288.0830 x.103, Fax: 212.288.0971  
 Contact: Ms. Monika Koblerova, [koblerova@czechcenter.com](mailto:koblerova@czechcenter.com)

**CzechTrade**

Chicago Office  
 Phone: 312.644.1790, Fax: 312.527.5544  
 Contact: Mr. Pavel Lacina, [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

**The Czech Trade Promotion Agency/CzechTrade** was established by the Ministry of Industry and Trade of the Czech Republic in May 1997. CzechTrade's main objective is to promote international trade and cooperation between Czech and foreign companies. CzechTrade's professional information, assistance and consulting services accompany Czech exporters to foreign markets. The agency is a contact partner for firms entering the Czech market, seeking interesting and reliable business partners and suppliers.

**CzechInvest**

Chicago Office  
 Phone: 312.245.0180, Fax: 312.245.0183  
 Contact: Mr. Bohuslav Frelich, [chicago@czechinvest.org](mailto:chicago@czechinvest.org)

**CzechInvest** was established in 1992 by the Ministry of Industry and Trade and is the investment and business development agency of the Czech Republic whose services and development programs contribute to attracting foreign investment and to developing Czech companies. CzechInvest provides the following services free-of-charge: Comprehensive services for investors - full information assistance, handling of investment incentives, business property identification, location of Czech suppliers, aftercare services; Business infrastructure development; Access to structural funds.

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**BUSINESS AND TRADE WEBSITES**

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General Information	<a href="http://www.czech.cz">www.czech.cz</a>	CzechInvest	<a href="http://www.czechinvest.org">www.czechinvest.org</a>
Czech Supplier	<a href="http://www.supplier.cz">www.supplier.cz</a>	Tradeshows	<a href="http://www.veletrhyavystavy.cz">www.veletrhyavystavy.cz</a>
CzechTrade	<a href="http://www.czechtrade.cz">www.czechtrade.cz</a>	Czech Embassy	<a href="http://www.mzv.cz/washington">www.mzv.cz/washington</a>

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**SUBSCRIPTION INFORMATION**

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