



# CZECH TRADE FOCUS

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

## → Editorial Note

**Czech Trade Focus**© is designed to provide practical information on trade and investment opportunities with the Czech Republic. The newsletter is published every other month for free circulation. We hope that it will meet your interests, and would appreciate your comments, feedback on the contents, and interesting contributions, which we might publish in the future.

- Economic and Commercial Section, Embassy of the Czech Republic in Washington, D.C.

## → Economic Outlook

### • Year 2000: Economic Turnaround

In the United States, the year 2000 was marked by disappointment with the new economy, concerns about slowing growth, and stock markets on the downward slope. On the other hand, many industries with e-commerce at the forefront seem to be booming in the Czech Republic. The last quarter of 2000 was the most successful period ever for Czech electronic trade with sales totaling more than \$2 million. For the whole year 2000, on-line sales exceeded \$5 million. The year 2000 also saw a large volume of green-field foreign investment in the Czech Republic in high-tech industries.

The consumer price index grew only 0.2 percent in December, suggesting that there will be no near-term rate hike by the Czech National Bank. Yearly inflation rate reached 4.0 percent in December and the average 12-month inflation rate reached 3.9 percent.

The government's investment scheme seems to be paying off: the state-run CzechInvest agency announced that it had succeeded in attracting 1.5 billion dollars of direct foreign investment in 2000, a rise of almost 120 percent as compared to 1999. CzechInvest said the projects would create almost 18,000 new jobs in the country over the next few years.

### • Bilateral Trade: Czech Republic - United States

According to the Ministry of Industry and Trade, U.S.-Czech bilateral trade grew 22.9 percent to \$2.2 billion in the year 2000. U.S. trade surplus with the Czech Republic amounted to \$606 million. Although the Czech Republic ranks only 65 among all countries by the volume of trade, the dynamics of the exchange of goods and services remains very high. U.S. exports to the Czech Republic include aircraft and parts, electric machinery, computers, nuclear reactors and parts thereof, medical and optical devices.

	1999	2000	2000/1999 change (%)
Czech Exports to the U.S.	655	818	24.9
U.S. Exports to the Czech Rep.	1169	1424	21.8

Source: Czech Ministry of Industry and Trade

Following is a list of the TOP 20 Czech products exported to the United States by Harmonized Tariff Schedule (HTS) according to the U.S. International Trade Commission, ranked by 2000 exports:

- 1) electrical capacitors: HTS 8532
- 2) glassware for table, kitchen, indoor decoration: 7013
- 3) glass beads, imitation stones, ornaments: 7018
- 4) apparatus for electrical circuits: 8536
- 5) footwear of rubber, plastic, leather: 6403
- 6) parts for tractors and public-transport vehicles: 8708
- 7) automatic data processing machines: 8471
- 8) ammonium salts and hydroxides, lecithins: 2923
- 9) electronic integrated circuits and microassemblies: 8542
- 10) lamps and lighting fittings, illuminated signs: 9405
- 11) flat-rolled iron or non-alloy steel products: 7208
- 12) taps, cocks, valves and similar appliances: 8481
- 13) furniture and parts thereof: 9403
- 14) diodes, transistors, semiconductor devices: 8541
- 15) machines, knitting, stitch-bonding machines: 8447
- 16) pianos, harpsichords, other keyboard instruments: 9201
- 17) pumps for liquids, liquid elevators: 8413
- 18) seats, whether or not convertible into beds: 9401
- 19) lathes for removing metal, turning centers: 8458
- 20) spark-ignition parts for combustion engines: 8409

## → InWest Forum Central Europe

**SARIO, a Slovak Agency for Foreign Investment and Trade Development, is organizing the "Inwest Forum Central Europe"** international investment conference on February 26, 2001, in the New York Marriott World Trade Center. The conference aims to bring the Czech Republic, Hungary, Poland, and Slovakia --also called "Visegrad 4"-- together as partners to present their investment opportunities. The event is designed to give investors an accurate picture of the current investment climate, promote cross-border cooperation, and create more attractive investment conditions. The conference is primarily targeted at both private and institutional venture capitalists, bankers, accountancy and consulting firms, brokers, and journalists in New York and on the East Coast. For more information and registration please call: 212.269.2474, fax: 212.269.2511, or e-mail: [inwestforum@aol.com](mailto:inwestforum@aol.com).

## → Companies & Market

- The Czech government agreed to amend current investment incentives to include services related to software and IT. The change, which became effective as of January 1, 2000, applies to customer service, call centers, and development centers. Although, incentives for services are

based on the government's approval, the government will later amend the respective law, which currently only includes manufacturing.

- **GenCorp - GDX Automotive**, the industry leader in sealing technology for sport utility vehicles based in Farmington Hills, MI, announced that it acquired Draftex International, making the company the second largest automotive vehicle-sealing supplier in the world. The acquisition **added 2 manufacturing facilities in the Czech Republic - in Odry and Pribor to their list of production plants in 8 countries**. The Czech branches will supply the company's European customers, including Volkswagen, BMW, Ford, Mercedes and Renault. According to GenCorp Senior Vice President Thomas Peoples, the company appreciates the high technical skills of the employees in both Czech facilities and is pleased to have included the Czech Republic into the GenCorp global marketing strategy.

- **Czech beer "Budweiser-Budvar" (Budvar Brewery) was awarded the "Best Czech Lager" and Hostan the "Best Beer Brewed by a Small Brewery"** (production up to 200,000 hectoliters) in the competition by the Beer Courier Magazine. "**Velkopopovicky Kozel**" (Brewery Velke Popovice) was voted the best dark beer and "**Velvet**" (Prague Breweries) was voted the best boutique beer. The Czech brewing tradition hosts a large variety of high quality beers offered by more than 60 breweries in the country, as noted by several U.S. importers and distributors. Beer specialties including the famous "**Pilsner Urquell**" brand has become one of the fastest growing exports from the Czech Republic to the US.

- **The Litovel brewery has become the first brewery in the world to use highly pure water** based on Bio-Control technology developed by Japanese and Hungarian scientists.

- **Citibank is launching retail services** in the Czech Republic to complement its corporate division, which has been active in the country since 1991. The bank says it expects to attract 50,000 to 75,000 clients within a year. Citibank has confirmed that the bank will rely on new distribution channels such as phone and Internet banking, but would also build up a network of approximately 10 branches. The bank will gradually build its own network and is not planning any acquisitions of local banks. Representatives said at a news conference that Citibank would not compete in prices. The Czech market is dominated by Erste Bank's Ceska Sporitelna, KBC unit CSOB and the soon-to-be-privatized Komerconi Banka. At least three other smaller banks recently launched a retail drive.

- **A sharp increase in exports to the EU helped Volkswagen's Czech unit Skoda Auto** to raise sales by 13 percent yearly to 435,403 cars in 2000. Skoda sales in Western Europe rose 19.2 percent to 229,109 cars, while domestic sales grew 6.5 percent to 80,882. Skoda had earlier reported that it raised production by 21.5 percent to 450,911 cars last year. The Economist magazine recently rated Skoda Auto as the most successful company in post-Communist Europe. Skoda's unassailable position on the domestic market is due to their best-selling brands such as **Octavia, Felicia** and the highly successful new compact **Fabia**, which came in fourth at the European Car of the Year 2000 awards.

- **U.S. digital imaging leader Presstek is negotiating with Czech Adast Adamov** to purchase 400 ADAST 507DI printing machines. According to Adast representative, the Czech company is also prepared to negotiate a possible acquisition by the U.S. partner. The merger would radically change Adast's chances on the world market.

- **Cellular phones were perhaps the most popular gift in the Czech Republic this Christmas.** According to estimates, there were 4.4 million mobile phone users among the Czech Republic's 10 million citizens just after Christmas. All three Czech mobile operators had expected a steep rise in the number of clients and had reinforced their networks to handle increased traffic around the end of the year. Although the 4 million Czech mobile phone users exchanged an incredible 43 million text messages on Christmas Eve and New Year's Eve

combined, none of the networks experienced any significant problems.

- **Brisk Tabor has introduced a revolutionary new spark plug "Silver"**, suitable for use in natural gas combustion engines. The plugs have a silver-covered electrode and their production costs 30 percent less than the conventional spark plug. Brisk plans to export up to 65 percent of the total production. Unlike gasoline combustion engines, natural gas engines produce minimum toxic waste and 25 percent less carbon oxide.

- **Czech software developer Qbizm Technologies revealed its new business plan to outsource Internet software development from the U.S. to the Czech Republic.** The project is based on the simple fact that the cost of software development in the Czech Republic is significantly lower than in the United States, while the quality can easily be the same. Qbizm ranks among the best Czech developers and recently opened a small office in Silicon Valley.

- **2000 was the most successful of the last ten years for the Czech Republic's tourist industry.** Czech newspapers attribute the record-high sales to the lasting favorable financial situation in the United States and throughout Western Europe, as well as stabilized economic environment in the Czech Republic. Experts also noted that Czech catering and accommodation facilities are now comparable to the most developed countries. The Czech Statistical Office was quoted as saying that the number of overnight stays in Czech hotels for the year 2000 rose by over 18 percent, as compared to 1999. Almost 90 million foreign tourists reportedly visited the country from January through October 2000.

- **Flight tickets were the best-selling on-line commodity** in the Czech e-commerce industry in the year 2000, with sales exceeding \$1 million. These sales account for approximately 20 percent of the total turnover in Czech electronic trade. According to a survey conducted by Deloitte & Touche, home appliances came second, followed closely by music recordings.

- **The Czech Republic intends to join the world's most developed countries in the World Bank** and start participating intensively in the World Bank's development programs. At the same time, the country will stop using the World Bank funds. According to Czech Finance Minister Pavel Mertlik, the Czech Republic will sign an agreement regarding entry to the graduation process at the World Bank and the IMF Spring Meetings in Washington, D.C.

- **Winterthur, a Credit Suisse Group business unit, paid \$70 million for a 93 percent stake in the largest Czech pension fund**, Vojensky Otevreny Penzijnji Fond (VOPF). The purchase was made as a part of Winterthur's strategy to become the pace-setting insurance company in its major markets. The move gives Winterthur a share of about 25 percent in the Czech supplementary pensions market, including VOPF's 340,000 clients. Winterthur will have 550,000 customers and about 450 million Swiss francs worth of managed assets in the Czech Republic.

- **A unit of the Austrian wood, paper and pulp trader Heinzel will take over the dominant Czech pulp producer Biocel.** Heinzel will pay CZK 1.93 billion (\$51 million) for the 94 percent stake, or CZK 620 per share. The stake was mainly held by investment funds controlled by a unit of Czech bank CSOB. The sale remains subject to the approval of the Czech Anti-Monopoly Office.

- **Moody's Investors Service announced an affiliation with the Prague-based Czech Rating Agency CRA**, the largest credit rating agency in the nation. CRA is a subsidiary of Pragocontact Corporation, located in Washington, DC. The primary activities of the new relationship will include technical

assistance, joint research production, and the promotion of credit analysis awareness in the Czech Republic.

- **Vishay Intertechnology plans to build a new plant for ceramic capacitors production** in the Czech Republic within the next two years. Vishay, a manufacturer of passive electronic and semiconductor components based in Malvern, PA, currently has 5 manufacturing plants and 1,700 employees in the Czech Republic. The new plant will be located in Dolni Rychnov and will employ 400 people. Vishay is the world's second largest manufacturer in its sector with sales last year exceeding \$1.5 billion.
- **Akuma, a successful manufacturer of automobile batteries in the Czech Republic, intends to invest 620 million euros into its new production facilities and machinery in the United States.** The company plans to add batteries designed for use in telecommunications to its product range. Akuma is part of the Italian concern Fiamm.

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### → U.S. Managers Quote on the Czech Republic

- **Boeing**

"Boeing researchers from our 'Phantomworks' division visited facilities at the VZLU and the Czech Technical University Prague and found their existing capabilities to be exceptional. Today we have a very good relationship with both institutions." - Earl Godby, Country Manager, Boeing Corp., Czech Republic.

- **Vitatron**

"Before WWII, the Czech Republic was the most technologically advanced country in Europe, ahead of Germany and the Netherlands. I am not surprised that we found what we

- **Otis Elevator Company plans to increase its current escalator production** in its plant in Breclav, Czech Republic. Otis, the U.S. subsidiary of the company United Technologies Corporation, will transfer a part of its production to Breclav from Germany. The company will have a world market share of approximately 30 percent in escalator production. Otis has already invested about 15 mil. USD in Breclav and plans to manufacture 1,500 escalators a year in the town.

- **UNI CZ Sobeslav signed a long-term contract with the U.S. company Teleflex Automotive Group**, based in Troy, Michigan. Under the contract, Czech engineering company UNI CZ will supply 1.5 million brake system components by 2003. Their parent company Teleflex employs 16,000 people worldwide.

were looking for." - Wim H. Leenders, Director of Quality Assurance, Vitatron Medical BV.

- **Moody's**

"Prague is a regional intermediation and conference hub for Central and Eastern Europe's growing markets. Moody's strategy has always been to bring its expertise close to clients. Through our presence in the Czech Republic, we hope to be able to build a strong position in CEE markets." - Chester Murray, Moody's Managing Director for Europe, London

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### → Industry Focus: Precision Engineering

Precision engineering is one of fundamental manufacturing sectors in the Czech economy. Many of the world's leading specialist suppliers have Czech subsidiaries; the country now hosts more than 40 percent of Europe's leading firms in the automotive components sector. Many U.S. and European companies and associations, such as the U.S. Association for Manufacturing Technology, run their regional offices from Prague. Czech engineers are both highly skilled and resourceful. Many multinational firms are performing leading edge R&D and product & software development work either directly or through sub-contracted Czech partners. Following are only a few examples of why foreign engineering firms rely on the Czech Republic to deliver product innovation or to provide manufacturing cost benefits:

- Czech workers have established a track record of implementing flexible & innovative working practices.
- Surveys suggest that well over half of the foreign-backed manufacturing firms have non-unionized labor.
- A quarter of the firms are operating seven days a week, while almost a quarter do significant R&D.
- Czech wages and 'on costs' are just a fraction of the EU levels, while quality of the final output is equal or comparable.
- The Czech Republic spends more on R&D than other competing countries.

In addition to favorable manufacturing conditions, the CzechInvest Agency offers investors a number of incentives, including tax relief, customs & labor grants, and other state or local benefits. The agency's database of over 150 greenfield & brownfield sites is able to satisfy the stringent logistical, infrastructural and environmental requirements. A new "Supplier Development Program" helps foreign manufacturers identify the most suitable local suppliers.

- **Recent Innovations in Precision Engineering**

**Kovosvit** manufactures vertical machining centers, CNC lathes, lathe centers & radial drilling machines. It exports more than 70% of its products, mainly to OECD countries. The south Bohemian company uses an Internet-based diagnostic system to speed up the servicing of its machines in the USA, using automatic remote diagnostic units to pass service data to Kovosvit. Simultaneously, fault analysis and the correct response is then sent back to the technician in the USA during his service call.

**Amest** is a Czech-owned company that devises new measuring techniques for serial production machinery. Up to

two-thirds of its staff are deployed to work on product development. Working primarily in the automotive sector, Amest's biggest customer is VW-Škoda Auto. The company also works for "first-tier" component suppliers such as Meritor, Visteon & Klobenschmidt Pierburg.

**TOS Varnsdorf** is a manufacturer of horizontal drilling machines and work centers. TOS Varnsdorf has responded to customer requests by creating an effective way to link together multiple boring machines (ranging from simple manual machines to full CNC equipment).

- Foreign Investments

### Aerospace

Airplanes: Boeing

Propellers: Hamilton Standard

Special Alloy Machining: Triplex Lloyd

Hamilton Standard, a part of United Technologies Corp., manufactures aircraft propellers in a joint-venture with the Avia company. Triplex Lloyd operates a Prague joint-venture called Walter Deritend, which supplies precision castings made from cobalt, nickel & steel alloys for critical components, such as turbine blades for the aerospace sector and medical products.

### Instrumentation

Optical: Tyrolit, MW, Opticon

Precision: Mahr

Tyrolit owns stakes in three joint-ventures with Meopta, the country's largest optical equipment firm. Meopta specializes in optical finishing and employs over 500 people. Mahr runs its high quality production center in North Bohemia and is quite satisfied with the high levels of quality that it has achieved.

### Machinery

Automotive: Erwin Junker

Turbines: Sanborn

Engines: Leroy Somer, Jungheinrich

Control Equipment: GCE

Sewing Machines: AMF Reece

Erwin Junker's German parent won a special Formel-Q98 award from VW, the only machine-manufacturer to be awarded for exceptional quality. Many of its machinery components were made in the Czech Republic. Sanborn's hydro-powered turbines use special pressure-resistant screws and high temperature-

resistant nuts & bearings made in the Czech Republic. GCE exports 80% of its Czech production. A recently introduced burner, designed in the Czech plant, gained much faster acceptance to the EU markets than the parent company had anticipated. AMF Reece, based in Moravia, operates central Europe's only manufacturer of top-quality industrial sewing machines.

### Components

Tubes: Sandvik, Mannesmann

Relays: Siemens, Euro-Matsushita

Machined Parts: Frencken

Sandvik makes precision stainless steel tubes and pipes in a plant in North Bohemia. Many of such tubes end up on the bed of the North Sea in critical oil exploration and pipeline applications, or in such far-flung markets as Canada and India. Siemens operates multiple Czech manufacturing plants and is expanding its relay & low-tension switch factory in east Bohemia. The Dutch firm Frencken makes precision-machined parts for Airbus autopilot systems and for Ariane space rockets supplied by DaimlerChrysler Aerospace.

### Tool-Making

Tools: Festo, Merona, Brawe

Tools & presses: Groupe FSD

Festo Tool Technik is expanding its export of electrical tools from its Narex subsidiary in North Bohemia under the new ProTool trademark. Swiss-based Merona operates multiple tool-making plants in the Czech Republic.

## → 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
- U.S. Chamber of Commerce - Eurasia Business Councils
- CEEBIC - U.S. Department of Commerce

[Www.czech.cz/washington](http://Www.czech.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.uschamber.org](http://Www.uschamber.org)  
[Www.mac.doc.gov/eebic/countryr/czechr.htm](http://Www.mac.doc.gov/eebic/countryr/czechr.htm)

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

### • Compass Capital Consult

CCC is a business and finance consulting company, specializing in acquisition and mergers. Its clients are also recruited among drainage and sewerage infrastructure operators. CCC is looking for U.S. companies interested in investment or partnering in this sector.

Ul. 1. maje 741

73802 Frydek-Mistek

Tel.: (+420) 658.37444

Fax: (+420) 658.34817

E-mail: [ccc@cccfm.cz](mailto:ccc@cccfm.cz)

Mr. Radek Novotny, CEO

### • HOBE Pardubice

a manufacturer of carefully-distilled Kord vodka, is looking for U.S. distributors

Tel: (+420) 40.518.064

Fax: (+420) 40.511.747

E-mail: [hobe@pce.cz](mailto:hobe@pce.cz)

Mr. Pavel Tesar

### • Kovohute Pribram

is a Czech manufacturer of lead sheets and foils, lead and alloy construction

material, airgun pellets, and hunting shot. Kovohute is looking for distributors and partners (trading companies, hunting clubs, construction companies, etc.).

P.O. Box 76  
261 81 Pribram  
Czech Republic  
Tel.: (+420) 306.470.238, 604.209.318  
Fax: (+420) 306.21244  
E-mail: [bursik@kovopb.cz](mailto:bursik@kovopb.cz)  
[www.kovopd.cz](http://www.kovopd.cz)  
Mr. Jiri Jagr, Sales Manager

### • Kovopol, Inc.

is a manufacturer of metal forming and single-purpose machines, motor-car repair shop machines, mold and tools, screw hose tips, and automatic nail-making machines. The firm is looking for new partners.

17. listopadu 226  
549 54 Police nad Metují  
Czech Republic  
Tel.: (+420) 447.945.11  
Fax: (+420) 447.946.77  
E-mail: [d12poli@kovopol.cz](mailto:d12poli@kovopol.cz)

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

Mr. Jaroslav Hofman, Sales Director

### • Metra Blansko

1. Electric measuring instruments (clamp meters, testers and checking instruments, precise laboratory instruments, etc.).
2. Temperature control and measurement (bimetallic thermometers, thermal cut-outs, capillary manometers, etc.).
3. Machinery engineering production (moulds and special tools, plastic injection parts, metal sheet assemblies, etc.).
4. International cooperation (assembly of semi-products, deliveries of moulds and plastic injection parts).

For more information, please contact the company at:

Poříčí 24

678 49 Blansko

Czech Republic

Tel: (+420) 506.494.115

Fax: (+420) 506.494.145

E-mail: [bezdek@metra.cz](mailto:bezdek@metra.cz)  
[www.metra.cz](http://www.metra.cz)

- **Moravan Otrokovice, Inc.**

is a manufacturer of the famous Zlin training, acrobatic and commercial aircraft. These world class aircraft are used for private, commercial and military purposes. The company is seeking new partners in the United States.  
Letiště 1578  
765 81 Otrokovice  
Czech Republic  
Tel.: (+420) 67.792.2168, 792.2015  
Fax: (+420) 67.792.2148, 792.2103  
E-mail: [moranav@moranav.cz](mailto:moravan@moranav.cz)  
[www.moranav.cz](http://www.moranav.cz)  
Mr. Josef Kapoun, Sales Department

- **M&V Ltd.**

M&V Vsetin is a wholesaler of tools and equipment, established in the year 1991. The company sells tools and equipment for metalworking, woodworking and construction, as well as clamping tools, abrasives and measuring devices, handheld electrical tools, and small machine tools. The goods are primarily of Czech origin. The company has several overseas subsidiaries, shipment warehouses, and direct retailers.  
ul. 4. kvetna 288  
755 01 Vsetin  
Czech Republic  
Tel.: (+420) 657.611.127-9, 611.137

Fax: (+420) 0657.611.136, 612.241  
E-mail: [info@mav.cz](mailto:info@mav.cz)  
[www.mav.cz](http://www.mav.cz)  
Mr. Daniel Smid, Export Manager

- **Skoda Holding**

Skoda, founded in 1859, has become one of the largest mechanical-engineering companies in the Czech Republic over its 140-year existence. Its registered trademark --the winged arrow-- represents the very best of Czech manufacturing. A fundamental restructuring has been under way since 1999. A new Skoda Holding was established in April 2000 and took over the key production units and most employees. The company keeps its accounts in accordance with international accounting standards. Several sectors, which the company no longer identifies as strategic, are being sold primarily to foreign investors. Following are just a few of Skoda's business activities:

- Energy machinery and equipment
- Nuclear power, petrochemical industry
- Transport system - electric locomotives, light cars, heavy metro cars
- Heavy machine tools
- Foundries and forges
- Rolling mills, sugar cane processing, hydraulic and curing presses
- Electric traction engines

- Health service equipment, irradiators, hyperbaric chambers
- Research, development, and accredited testing
- Overseas trading

For more information and inquiries, please contact the company at:  
Tylova 57  
316 00 Plzen  
Czech Republic

Tel.: (+420) 19.773.2100  
Fax: (+420) 19.773.4934  
E-mail: [inecasova@aas.ln.skoda.cz](mailto:inecasova@aas.ln.skoda.cz),  
[ksamec@aas.ln.skoda.cz](mailto:ksamec@aas.ln.skoda.cz)  
[www.skoda.cz](http://www.skoda.cz)

- **Textilana Liberec**

is a Czech manufacturer of fabrics for men's and women's clothing, textile printing, knitted fabrics, wrappers, and scarves. Textilana, a company with 1750 employees, is looking for a representative and distributor in the United States to extend its trade activities.

Jablonecká 36  
461 09 Liberec  
Czech Republic  
Tel.: (+420) 48.539.6111, 510.0535  
Fax: (+420) 48.510.0500  
E-mail: [marketing@textilana.cz](mailto:marketing@textilana.cz)  
[www.textilana.cz](http://www.textilana.cz)  
Mr. Miroslav Syrovatko, Deputy Chairman

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

- **Czechvar**

The best-kept secret of European beer is finally in the United States! Two well-established U.S. distributors announce the introduction of Czechvar, an authentic beer brewed and bottled by the Brewery B.B.N.P. in České Budějovice, the famous city in the Czech Republic which supplied beer to the court of King Ferdinand I. as early as 1531. After 61 years the beer is finally available in the United States. The unique taste of Czechvar is the result of using the finest handpicked Saaz aroma hops, carefully selected Moravian malt and soft water drawn from artesian wells 984 feet (300 meters) deep, and over 700 years of beer brewing tradition and experience of the South Bohemian region. To order please contact:

**Czech Beer Importers, Inc.**  
33 Locust Hill Rd.  
Darien, CT 06820

Tel.: 203.668.6963

Fax: 203.656.6676

E-mail: [rcn@netcom.com](mailto:rcn@netcom.com)

Mr. Rob Neuner

- **World of Wine Ltd.**

39 Brookdale Ct.  
LaFayette, CA 94549  
Tel.: 925.284.3091, 800.421.5904  
Fax: 925.284.3092  
E-mail: [jacksons@ccnet.com](mailto:jacksons@ccnet.com),  
[wwbeer@earthlink.net](mailto:wwbeer@earthlink.net)  
Mr. William G. Bruzzone, President

- **Caesar Crystal Bohemiae Co.**

The Viennese businessman Joseph Schreiber established the Josefodol glassworks in the romantic countryside of the Czech-Moravian highlands in 1861. After WWII, the last private owners the Cisar/Caesar brothers gave the company its name. The factory produces high quality fling glass. It is the only factory in

the Czech Republic that specializes in the production of cased crystal, manufactured by putting a thin layer of the colored glass on the classic colorless crystal base. Cutters then cut through the colored layer and create a magnificent contrast between the glittering cut and the colored base. By using this difficult technology in connection with the highest quality designer work, the company is at the cutting edge of the world market. Vases, bowls, chandeliers, sporting trophies, and other beautiful products decorate the interiors of world famous locations and celebrity homes. For a catalogue and price list, please contact the company at:

Tel.: (+420) 451.469.314  
Fax: (+420) 451.456.205  
E-mail: [ulrych@caesar-crystal.cz](mailto:ulrych@caesar-crystal.cz)  
[www.caesar-crystal.cz](http://www.caesar-crystal.cz)  
Mr. Radek Ulrych Jr., Export Manager

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## → Travel Tips

- **Visa Requirements**

Although U.S. citizens do not need a short-term visa, 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:**

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

**• Business Travel**

The country's largest tradeshow organizer BVV offers business travelers attending tradeshows in Brno custom-tailored services such as interpreting, appointment organizing, presentation management, etc. For inquiries, please contact **BVV Business Center**:

Tel.: (+420) 5.4115.2776  
Fax: (420) 5.4321.1740  
E-mail: [visitor@bvv.cz](mailto:visitor@bvv.cz)

BVV's daughter company **BVV Fair Travel** offers a complete package of travel services for business travelers, including accommodation, ticket reservations, transport and logistic services, and tourist programs.

Tel.: (+420) 5.4115.9170  
Fax: (+420) 5.4115.9172  
E-mail: [ft@bvv.cz](mailto:ft@bvv.cz)

**• Hotels****Palace \*\*\*\***

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

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

Pobrezni 1, Prague 8

Tel.: (+420) 2.2484.1111  
Fax: (+420) 2.2484.2378

**• Dining**

**Municipal House - French and Pilsner Restaurant**  
Art Noveau-style restaurant with French cuisine or Czech specialties, Pilsner beer, and live music

Nam. Republiky 5, Prague 1  
Tel.: (+420) 2.2200.2770  
Fax: (+420) 2.2200.2778  
E-mail: [info@obecnidum.cz](mailto:info@obecnidum.cz)  
[www.obecnidum.cz](http://www.obecnidum.cz)

**Rybi trh - Fish Market**

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**• Concerts****Agharta Jazz Centrum**

Krakovska 2, Prague 1  
Tel.: (+420) 2.2221.1275

**• Tickets****Bohemia Ticket International**

Tel.: (+420) 2.2422.7832  
Fax: (+420) 2.2161.2126  
E-mail: [btinter@login.cz](mailto:btinter@login.cz)  
[www.ticketsbti.cz](http://www.ticketsbti.cz)

**→ Upcoming Trade Fairs and Exhibitions****• Major Organizers**

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

**BVV**

Vystaviste 1  
647 00 Brno  
Tel.: (+420) 5.4115.1111  
Fax: (+420) 5.4115.3070  
E-mail: [info@bvv.cz](mailto:info@bvv.cz)  
[www.bvv.cz](http://www.bvv.cz)

**Incheba Praha**

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

**• Brno Exhibition Center**

**Days of Czech Beer - 2<sup>nd</sup> Sales and Presentation Show of Czech Breweries**  
March 7 - 10, 2001  
Project Manager: Ms. Gabriela Vargova  
Tel.: (+420) 5.4115.2922, 2985

Fax: (+420) 5.4115.3067  
E-mail: [pivex@bvv.cz](mailto:pivex@bvv.cz)

Fax: (+420) 2.3337.6444  
E-mail: [therm@incheba.cz](mailto:therm@incheba.cz)

**DOMO - International Household Electrical Appliances and Household Utensils Fair**

March 21 - 25, 2001  
Project Manager: Alena Ficova  
Tel.: (+420) 5.4115.2947  
Fax: (+420) 5.4115.3066  
E-mail: [domo@bvv.cz](mailto:domo@bvv.cz)

**IDET 2001 - 6<sup>th</sup> International Exhibition of Defense and Security Technology and Special Information Systems**

May 9 - 11, 2001  
Project Manager: Karel Torn  
Tel.: (+420) 5.4115.4115.3272  
Fax: (+420) 5.4115.3054  
E-mail: [idet@bvv.cz](mailto:idet@bvv.cz)

**• Prague Exhibition Grounds****Pragotherm - 28<sup>th</sup> International Power Industry, Heating, Sanitary Technology, Energy Saving, Insulation, and Ecology Fair**

March 6 - 9, 2001  
Contact Person: Vladimir Janous  
Tel.: (+420) 2.2010.3471

**EL-EXPO - 4<sup>th</sup> International Electronic Automated Equipment and Electronics Fair**

March 6 - 9, 2001  
Manager: Marie Pragrova  
Tel.: (+420) 2.2010.3482  
Fax: (+420) 2.3337.8225  
E-mail: [m.pragrova@incheba.cz](mailto:m.pragrova@incheba.cz)

**Pragoregula - 23<sup>rd</sup> Measuring and Control Technology Fair**

March 6 - 9, 2001  
Manager: Marie Pragrova  
Tel.: (+420) 2.2010.3482  
Fax: (+420) 2.3337.8225  
E-mail: [m.pragrova@incheba.cz](mailto:m.pragrova@incheba.cz)

**BookWorld 2001 - International Book Trade Fair and Literature Across Frontiers Conference**

May 9 - 13, 2001  
Contact: Dana Kalinova  
Association of the Czech Guild of Booksellers and Publishers  
E-mail: [book@login.cz](mailto:book@login.cz)  
[www.bookworld.cz](http://www.bookworld.cz)

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**→ Czech Commercial Offices in the United States**

There are three Economic and Commercial Offices of the Czech Republic in the USA. Their offices are integral parts of the Embassy in Washington, D.C., and of the Consulate Generals in New York and Los Angeles. Their main task is to support Czech products in the United States and to assist U.S. investors in learning about investment opportunities in the Czech Republic. Territorial jurisdiction of each office is outlined as follows:

- **Embassy in Washington, D.C.:** Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Nebraska, North Carolina, North Dakota, Ohio, Oklahoma, South Carolina, South Dakota, Texas, Tennessee, Virginia, West Virginia, Wisconsin (Midwest, South, and eastern portion of the West)

Contact: Ms. Veronika Lukasova, Tel.: 202.274.9104, Fax: 202.244.2147, E-mail: [eco\\_washington@mzv.cz](mailto:eco_washington@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, Tel.: 310.473.0889 x.229 Fax: 310.473.9813, E-mail: [losangeles@mzv.cz](mailto:losangeles@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, Tel.: 212.717.5643 Fax: 212.717.5064, E-mail: [consulate.newyork@mzv.cz](mailto:consulate.newyork@mzv.cz)

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