



CZECH TRADE FOCUS

Good News from the Czech Commercial Offices in the USA • April 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

• Czech Economy Outlook in 2001

The Czech Center and the Consulate General in New York hosted the 2nd Czech Business Breakfast Meeting on March 8, 2001 with Marie Bohata, President of the Czech Republic's Statistical Office. Ms. Bohata focused on the current state of the Czech economy and important economic indicators in her speech, as well as the forecast for the Czech economy in 2001.

In 2000, the growth of GDP (2.8 percent) was higher than estimated. Manufacturing showed a swift growth of 6 percent, partly due to the revival in the machinery industry, and partly due to the success of Czech exports and growing household consumption. The fastest growth was recorded in the telecommunications sector because of the flourishing cellular phone market.

The Czech Statistical Office estimates that construction will be the fastest growing sector in 2000, followed by retail. GDP growth is expected to be between 3 and 3.5 percent. Ms. Bohata also noted that agriculture contributes 5 percent to GDP, while industrial output contributes 42 percent and services 52 percent. Hence, the share of industrial production on the total output is already 5 percent above the usual average level in economically developed countries and an increase of investment in the service sector would be desirable.

• Bilateral Trade: Czech Republic - United States

According to the U.S. Department of Commerce, Czech exports of \$1,071 million to the United States and imports of \$733 million from the United States resulted in a U.S. trade deficit of \$338 million. In 2000, Czech exports grew 42 percent compared with the previous year, while U.S. exports increased 20 percent. Total volume of U.S.-Czech trade increased 32 percent. Among the major Czech articles exported to the U.S. were electrical machinery (29 percent), machinery (21), glass and glassware (7), organic chemicals (4), and furniture and bedding (3). U.S. exports to the Czech Republic were

dominated by aircraft (24 percent), machinery (22), electrical machinery (16), optical and medical instruments (9), and tobacco (6). The fastest growing Czech exports in 2000 were electrical machinery (110 percent increase against 1999 value), iron and steel products (88), iron and steel (71), art and antiques (71), machinery (68), and railway and traffic sign equipment (59). U.S. exports grew in the categories of: art and antiques (585 percent increase against the 1999 value), rubber (217), chemical products (120), wood (91), edible fruit and nuts (59), and aircraft (44).

→ Upcoming Events

• Beyond Transition: Examination of Czech Republic, Hungary and Poland

Washington, DC, Tuesday, April 10, 2001, 3 p.m. - The US Department of Commerce/CEEIBIC will host a seminar on the three Central European countries. Commercial Counselors from the respective Embassies will each describe their country's progress towards a full EU membership and the investment climate for US companies. A tasting of Czech beer, Hungarian wine, and Polish vodka will conclude the event. Reservations and inquiries: CEEIBIC, Mr. Michael Rogers, Ms. Andrea Lupo, Phone: 202.482.2645, Fax: 202.482.3898, michael_rogers@ita.doc.gov.

• Czech Republic and Hungary: Opportunities and Resources

New York, NY, Tuesday, April 10, 2001, 8 a.m. - National Association of Export Companies will organize a discussion on business opportunities and practical strategies. Reservations and inquiries: Lynda Icochea, Phone: 201.814.0336, Fax: 201.440.1216, lyndai@bigplanet.com, www.nexco.org

• Czech Republic - Hub for High-Tech and Research Investment

Washington, DC, Tuesday, May 22, 2001 - CEEIBIC will host a seminar at the Washington Trade Center, featuring Ms. Marcela Gurlichova, Czech Deputy Minister for Telecommunications, Mr. Roderick Barker, Director of Brno Technology Park, and Ms. Hana Lasslerova, Director of CzechInvest Office - Chicago, IL. Reservations and inquiries: CEEIBIC: Mr. Michael Rogers, Ms. Andrea Lupo, Phone: 202.482.2645, Fax: 202.482.3898, michael_rogers@ita.doc.gov.

• CzechTrade - Miami Office Opening

Miami, FL, Thursday April 26, 2001, The Radisson Hotel - Mr. Roman Matyas, Director of the new CzechTrade office in Miami, will host the opening of the new site, which will represent Czech exporters seeking business opportunities in Florida. The event will also include a VIP luncheon and the seminar, "Doing Business with the Czech Republic." Reservations and inquiries: Mr. Roman Matyas, Phone: 305.261.6313, Fax: 305.261.6314 matyas@czechtrade.tpo.cz.

The Czech Trade Promotion Agency/CzechTrade was established in 1997 as a governmental agency of the Ministry of Industry and Trade. The agency's main objective is to assist Czech companies in their exports and expand their activities overseas. In 2000, CzechTrade established two offices in the United States to facilitate their business cooperation in North America. The Miami office is the latest addition to the CzechTrade worldwide network.

- **First Pennsylvania Trade Mission to Czech Republic, Poland, Hungary - May 8 through 18, 2001**

Organized by the Pennsylvania Department of Community and Economic Development - International Business Development, Pennsylvania Governor Tom Ridge will lead the first trade mission to the top EU candidate countries. Over 50 members of industry, associations and chambers of commerce will travel with the mission to meet local government and industry officials and discuss cooperation prospects. Contact: Pennsylvania Dept. of Community and Economic Development, Ms. Emilie Seventko, eseventko@state.pa.us, Ms. Jacqueline Busterna, Phone: 717.787.7190, jbusterna@state.pa.us, Mr. Peter Rafaeli, Honorary Consul General of the Czech Republic, Phone: 212.647.7777, cz.consul.phl@juno.com.

- **Past Event: InWest Forum Central Europe, New York**

More than 300 representatives from US businesses attended the InWest Forum Central Europe Conference, held at the World Trade Center in the financial district of New York City on February 26, 2001. The event highlighted the vicinity of the Czech Republic, Hungary, Poland, and Slovakia as a region that forms a strategic hub for foreign direct investment. The full auditorium signaled the growing interest of U.S. businesses in Central Europe. Deputy Prime Ministers of the represented countries, U.S. Ambassadors to the countries, and representatives of the U.S. enterprises active in the region (General Electric, U.S. Steel, Coca-Cola and others) shared their views on the prospect for foreign business in Central Europe. Mr. Robert Rubin, former Secretary of Treasury, delivered an encouraging speech at the conference luncheon.

Mr. Pavel Mertlik, Czech Deputy Prime Minister and Minister of Finance of the Czech Republic stressed the sound and stable economic development in the Czech Republic. He also noted that the transparent legal environment for business, along with the EU accession process and the newly implemented investment incentive package by the Czech government, are main attributes of the recent influx of FDI to the country. In his closing remarks, Ambassador of the Czech Republic Alexandr Vondra said, "I believe that the interim period before the Czech Republic and other countries of Central Europe join the EU is an historically unique period of paramount importance for foreign investors. I urge the U.S. companies not to miss this unique period of time and to include Central Europe into their global strategies."

→ Companies & Market

- Prague has become the "Hollywood on the Vltava River," according to Economist and CNN reports. Last year, Hollywood spent over \$200 million shooting movies, commercials and pop videos in the Czech capital. Not only are Czech crews professional, English-speaking, and abundant, they are also a bargain at 40 percent cheaper than similar crews in Los Angeles or London. The biggest draw to Prague is Barrandov - one of the largest film studios in Europe with 11 sound stages, on-site photo labs, and top-notch technicians. Prague itself is a ready-made scene for contemporary and historic films. This year, all of the big studios will be in town, including MGM with "Hart's War," starring Bruce Willis and Disney with "Black Sheep," starring Anthony Hopkins. Fox just recently finished filming "From Hell." The Prague and Los Angeles based company, Milk and Honey Films has been instrumental in leading Hollywood to Prague.

- CSA Czech Airlines, the Czech national carrier, completed a very successful year in 2000. The airline quoted a positive economic growth rate, which can be illustrated by the almost 20 percent increase of carried passengers, as compared to 1999. Their total revenue reached almost CZK 17 billion, compared to 13.5 billion crowns the previous year. Last year's results are even more valued, due to the negative impact of fuel prices and the unfavorable exchange rate of the Czech crown against the dollar. The utilization of CSA aircraft increased 6 percent and can be compared to the world standard, which fluctuates at around 70 percent. Czech Airlines has a fleet of 28 aircraft dominated by Boeing and ranks amongst the newest in the industry with an average aircraft age of six years. The last Russian TU-154 aircraft were removed from service and replaced by the new Boeing 737 aircraft at the beginning of 2000.

- Ingersoll Rand Co., the U.S. manufacturer of non-electrical machinery and equipment, began building a new plant for automobile component production in the Czech City of Olomouc in February. The investment will reach \$19 million and create 350 new jobs. Olomouc was selected because of its highly skilled labor force. Based in Woodcliff Lake, New Jersey, Ingersoll Rand employs 46,000 people worldwide and has an annual revenue in excess of \$7 billion. The company was granted investment incentives.

- Dura Automotive CZ, the Czech subsidiary of the U.S. company Dura Automotive Systems, is building another plant for automobile components production in Blatna. Dura will invest

\$16 million and plans to employ an extra 200 people within the next three years. The construction of the plant has been endorsed by investment incentives and should be completed by the end of 2001. The new plant will produce doorframes and other components for Ford and Audi cars. Dura Automotive Systems is a leading supplier of door modules, glass systems, seat mechanisms and structures. Dura Automotive Systems headquarters in Rochester Hills, Michigan, and employs more than 21,000 people in 80 facilities worldwide.

- Arrow International CR, the Czech subsidiary of the U.S. company Arrow International, is building another plant for medical equipment production (catheters) in Hradec. Arrow International will invest \$11.5 million. The plant will create 230 new jobs, while the total number of employees will reach 600 people. The new plant is expected to begin production in November 2001. Arrow's first production plant, built in 1994, was the first U.S. greenfield investment to receive investment incentives.

- Eastman Chemical Co., the U.S. manufacturer of chemicals, fibers, and plastics, intends to expand its acryl acid production capacity in its Czech subsidiary Chemické závody Sokolov (CHZS). The project's completion is expected in 2002. Eastman Chemical is based in Kingsport, Tennessee and employees 16,000 people worldwide. The company's annual revenues exceed \$4 billion.

- Trustfin-Vanguard, a joint-venture established by the Czech company Trustfin and the U.S. knitting machine manufacturer Monarch is beginning to manufacture new medium-diameter knitting machines using a new method of technology. The company will invest \$11 million and plans to create 200 new jobs within the next three years. There are only two more companies in the world producing such machines at this time - Santoni and Sangiacomo from Italy. The development of the new machine only took one year. Trustfin-Vanguard is based in the Czech city of Vsetin and received investment incentives.

- Five Czech-made streetcars are being delivered to Portland, OR by the trading firm Inekon Group and the manufacturer Skoda. The streetcars will be commissioned in the City of Portland on Independence Day 2001. Another three streetcars for Tacoma, WA will follow the first delivery of tramways by Skoda, valued at \$12 million. Skoda Transportation Technique Co. has 700 employees and belongs to Skoda Holding, Pilsen.

The company also builds and upgrades locomotives and subway trains.

- ETI Inc. in Baltimore, MD, is completing an assembly of electric trolley buses made by the Czech manufacturer Skoda Ostrov, to be commissioned in San Francisco. The first new trolley buses will be tested in the streets of San Francisco this April. According to the contract, more than 250 Czech-made trolley buses will be commissioned in the city within the next several years.
- The Czech government has agreed to grant incentives to IBM to invest CZK 359 million (\$9.6 million) in an information technology service center in the Czech Republic. According to comments made by Industry and Trade Minister Miroslav Gregr at a press conference, the center would be built in Brno, the Czech Republic's second largest city. Brno is the country's regional high-tech and information technology hub, located 125 miles south-east of Prague. The IBM service center will create 200 new jobs. Minister Gregr also said that the company will get incentives in the form of tax breaks and training subsidies, but did not place a nominal figure on the extent of the support. The government has developed and recently improved a system of incentives in order to lure foreign direct investments into the Czech Republic to modernize Czech industry and services, and accelerate economic growth.
- The Czech cabinet is to consider a proposal that would allow foreign firms to purchase real estate in the CR. The measure would apply to all foreign companies, including those who do not have their headquarters in the country. Czech-based companies or subsidiaries already have this right.
- U.S. Precision Castparts Corp. has started producing components for Rolls-Royce aircraft engines in its new plant in the industrial zone in Pilsen, where it has installed cutting-edge technology. The facility will employ 300 people.
- Japanese automotive headlights manufacturer Koito Manufacturing announced that it would build a new greenfield facility in Zatec, Czech Republic. The plant will supply 2.6 million headlights for Japanese and European car manufacturers. Koito qualified for tax incentives, including job grants and tax breaks.
- As the Czech Republic strives to become the No. 1 investment destination in Central Europe, another two large Japanese industrial companies have settled into the country. Electronics manufacturer Mitsubishi Electric Corporation and bearings manufacturer Koyo Seiko Co. will create a joint venture to build power steering parts. According to the Czech government investment agency CzechInvest, the two companies plan to invest one billion crowns (\$26 million) into a factory in the Czech town of Slany, located 33 kilometers northwest of Prague. This investment will bring yet another car parts manufacturer to the Czech Republic, a country which has already attracted scores of auto industry investors for both greenfield projects and acquisitions, including Volkswagen AG's takeover of Skoda Auto. In the first nine months of last year, the Czech Republic attracted \$2.9 billion in foreign direct investment. The new venture between Mitsubishi Electric and Koyo Seiko, called "Electronic Power Steering Components Europe," will have a basic capital of CZK 500 million (\$13 million). Mitsubishi Electric is one of the Japan's five big chip-makers. Koyo Seiko produces electric power steering and controls a large portion of the international market for the device.
- Skoda Auto plans to launch a large car model later this year or early next year, as well as open a new engine and transmissions plant. The plant will supply 500,000 engines per year for the Volkswagen group. CEO Vratislav Kulhanek told press that the new car, which will be an addition to the current small-sized Fabia and mid-sized Octavia lines, would help Skoda achieve its mid-term sales target of 600,000 cars

annually. Though the final name for the new car is not yet known, Skoda presented a prototype with the name Montreaux in Geneva, Switzerland.

- The Czech power-engineering supplier Skoda Energo has sealed a contract with the Slovak Instroenergo Group and the Turkish Tekfen Co. to deliver a 180 MW power station in Turkey. The value of supplies provided by Skoda will reach more than CZK 5.8 billion, making the contract one of Skoda Energo's largest. Since 1999, Skoda Energo, part of Skoda Holding, has restructured its operations, leading to a 37 percent productivity increase. With 2,400 employees, the company's turnover reached over CZK 3 billion last year. Supported by the consulting firm A.T. Kearney, the parent company Skoda Holding is looking for a strategic investor to sell its electric engineering and transformers division.
- U.S. Zy-Tech Global Industries Inc., one of the world largest companies dealing with industrial valves, intends to buy a share in MSA -- the leading Czech manufacturer of industrial valves and fittings. MSA has a long tradition of industrial valve production and ranks among the major world producers of low-emission valves and supplies gate valves, swing-check valves, ball and globe valves, expansion joints and special valves to oil and gas transport, distribution and processing, conventional and nuclear power plants, water pipelines, heat production and distribution.
- Head Co. intends to expand its facility in Ceske Budejovice (Budweiss), Czech Republic, in order to manufacture skis in addition to its current tennis racket production.
- The Czech glass fibers processing company Vertex Litomysl reported record sales (up 50 percent) and profit increases (up 143 percent). Vertex is a leading European manufacturer of textile processing glass fibers. Its manufacturing program includes woven roving fabrics, thermal insulation fabrics, wall coverings, fabrics and tapes for reinforced plastics, and mesh fabrics for civil engineering.
- Technology Distribution and Austrian SaT System Integration have taken over NEOS, one of the largest Czech IT companies. NEOS is a safety system integrator that employs over 160 people.
- Tractor manufacturer Zetor Brno was "back in the black" at the end of 2000, after a 19-month period of difficult company restructuring. Since reopening its production line in October 2000, Zetor manufactured and dispatched 600 tractors to 22 countries. The Zetor tractor is a highly popular imported tractor in the United States, with sales reaching up to 2000 units a year.
- Last year, the main Czech breweries concentrated more on quality by awarding quality certificates to restaurants and pubs that served their beer properly. The Czech people remained the world's top beer drinkers in 2000 with average annual consumption exceeding 160 liters per capita, even though prices of bottled premium beer rose 10.3 percent. The excellence of Czech brewing is confirmed by the increase of exports overseas. Last year, the value of Czech beer exports to the United States exceeded \$8 million with Pilsner Urquell being the dominant Czech brand in the U.S. market.

→ Focused on: Agriculture in the Czech Republic

• Introduction

According to a legend, after many years of wandering across Europe, the first Czech tribes arrived in the fertile lands of Bohemia and decided to settle there, in what they described as "The Promised Land -- flowing with milk and honey."

The Czech Republic is self-sufficient in terms of food production. Farming contributes significantly to total Czech exports, whereas cereal cultivation represents the most important branch. Winter wheat is cultivated on roughly a quarter of all arable land. The second most important cereal is barley, which is used for the production of high-quality malt.

The cultivation of sugar beet and the production of sugar are traditional branches of Czech agriculture and food industry. Between the World Wars, Czech sugar refineries produced 6 percent of the total world output of sugar and up to 20 percent of the European output. The cultivation of the sugar beet is concentrated in the warmest and most fertile areas of central and eastern Bohemia and Moravia.

Over the last decade, the demand for healthier and less expensive vegetable oils has significantly risen, beginning the expansion of oil-plant farming. Most of the produced rape-seed is industrially processed into edible oils, fats, and bio-oil. Nearly half of the 1 million tons of rape-seed production is exported to EU markets. Expansion of the non-food use of rape seed, including its use in technical bio-lubricants and in an ecological fuel known as "bio-oil," is expected in the future. The domestic production of mustard seed and poppy seed is destined primarily for export to foreign markets. Czech varieties of hop and technologies of hop cultivation have become the basis for European and world hop growing. The Czech Saaz hop has

been recognized as an international standard for quality and remains exceptional for its fine aroma.

Grapevines are cultivated in the wine regions of both Bohemia and Moravia. The Czech Republic produces a wide range of individual types and varieties of wines, from table wines to those of high quality, or special-label wines. The most common varieties of white grapes are the Veltlin Green, the Muller Thurgau, and the Italian Riesling. The most abundant varieties of red grapes include the Svatovavrinec and the Frankovka. The high-quality output of wine is exported to many countries.

Fishpond breeding focuses on the traditional Christmas carp, representing 90 percent of overall fish production in the Czech Republic.

The newly restructured Czech food industry is making efforts to implement a system of critical points in production (HAACP) in order to reach the EU hygiene and veterinary standards, and to introduce systems of quality control in line with ISO 9000 standard and other international norms.

The Czech Republic's traditional export items include beer and brewing materials and semi-finished products, dairy and meat articles, vegetable fats and oils, sweets and chocolates, food treatment products, diet snacks, smoked smallgoods (i.e. Prague sausages), and spirits (Becherovka liqueur, gin, rum, vodka, and whiskey).

In 2000, the U.S. Department of Agriculture concluded that the Czech Republic has adequate effective sanitary and food safety controls to ensure that their meat products comply with the relevant U.S. standards and are safe to be exported.

• Selected Export Agricultural Commodities Available In the Czech Republic

Agricultural and food products offered for export from the Czech Republic in 2000/01, based on their estimated quantities and prices.

Plant Products

Product	Czech HTS Code	Exportable Quantity [t]	Tentative Export Price [CZK/t]
poppy seed	1207.91	5,500	27,000
mustard seed	1207.50	8,000	7,950
linseed	1204	3,500	8,800
hops	1210	1,000	150,000
apple for consumption	0808.10	10,000	7,000
semolina and farina (of common wheat)	1103.11.90	5,000	6,800
pasta (non-egg)	1902.19.90	10,000	11,100
cereal products (müsli)	1904.20.10	1,000	130,000
wheat bran	2302.30	50,000	2,400
preparations for animal nutrition	2309	20,000	Depending on the product
rapeseed oil	1514	20,000	17,550
sunflower oil	1512	4,000	17,800
margarine	1517	15,000	20,170
beer	2203	900,000 hl	1,257 CZK/hl
sugar	1701	95,000	10,000
sweets, without cocoa	1704	15,000	45,000
chocolate, chocolate sweets	1806	15,000	60,000
bakery products, durable baked goods	1905	15,000	Depending on the product
ice cream	2105	2,500	
non-alcoholic beverages	2202	70,000 hl	7,000-31,000CZK/hl depend on the product
potato starch	1108.13.00	5,000	13,000 - 14,000
flour, grits, potato powder	1105.10	1,000	30,000 - 35,000 depending on the product
dextrin's and modified starches	3505.10.10-90	5,000	25,000 - 150,000 depending on product
starch based preparations for surface treatment	3809.10.10-90	500 - 1,000	22,000 - 26,000
apple concentrate, unsweetened	2009.70.99	7,000	20,000
apple concentrate, sweetened	2009.70.30	6,000	16,000
homogenized blends – snacks	2007.10.10	3,000	27,000
gherkins	2001.10.00	1,500	17,000
ketchup's and other tomato sauces	2103.20.00	3 - 5,000	25,000
sauerkraut	2005.90.75	4,000	12,900

jams and marmalades	2007	2,000	Depending on the product
frozen fruit	0811	2 - 3,000	Depending on the product
wine in package to 2 liters	2204.21	30,000 hl	50 CZK/l

Animal Products (available for 2001)

Product	Czech HTS Code	Exportable Quantity [t]	Tentative Export Price [CZK/kg]
milk and cream, condensed	0402	47,000	
of which: smp (skimmed milk powder)	0402.10	24,000	63.00
wmp (whole milk powder)	0402.21,29	16,000	68.00
condensed milk	0402.91,99	7,000	34.00
yogurts, kefir and other liquid sour products	0403	11,000	24.00
whey	0404	20,000	10.00
butter	0405	21,000	53.00
cheese and curd	0406	19,250	
of which: white cheese	0406.10.2010	10,800	66.00
flavored curd	0406.10.20	750	60.00
processed cheese	0406.30	300	97.00
cheese for further processing	0406.90.01	600	95.00
emmentaler/swiss	0406.90.13	800	105.00
edam	0406.90.23	4,000	84.00
other	0406.90069-99	2,000	91.00
smoked goods	1601	2,000	90.00
canned meat and other meat products, without poultry	1602 except for 1602.31-39	2,000	105.00
canned poultry and other poultry products	1602.31-39	1,500	65.00

→ Useful Web Links

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

→ Czech IT Companies Seek Investors

The Internet & Business LIVE international conference in Prague presented the best Czech IT start-up projects looking for investors and strategic partners.

Name	Homepage	Funds Needed	Partner	Description
I Like Q	www.ilikeq.cz	More than \$1 million	Sun Microsystems	e-commerce, micro-payments
Dodejto.cz	www.dodejto.cz	\$250,000	Inkubator E-konom	transport B2B
Moneto.cz		Less than \$250,000	Inkubator E-konom	B2B marketplace
HyperQbs	www.qbism.com			Middleware, system integration
Bedekr.cz	www.bedekr.cz	\$500,000-750,000		Peer-to-peer travel portal
Musica Bona	www.musicabona.cz	\$350,000		Music e-shop
E-learning	www.e-learn.cz	\$250,000-500,000		Internet education and learning
Ekuryr	www.ekuryr.cz	\$750,000-1 million		On-line courier system
Hodnoceni.cz	hodnoceni.cz	\$250,000-500,000		e-shop rating database
Legal Service	www.lawyalty.com	\$500,000-750,000		Call-centers for legal services
Portal ASP	www.sluzbyasp.cz	\$250,000-500,000		Portal for ASP products
Schemantix	www.schemantix.com	\$500,00-750,000		Original XMLForms technology

→ Czech Companies Looking for Partners/Seeking Distributors in the U.S.**• TM Jesenice**

is a producer of fully and semi-automatic >>METAL CUTTING BAND SAW MACHINES<<. TM intends to expand from the European to the North American market. TM is seeking an experienced distributor to establish a distribution network in the U.S., Canada, and Mexico.

Zahradni 38
270 33 Jesenice, Czech Republic
Phone: (+420) 313.599.000
Fax: (+420) 313.599.357
tmjesenice@iol.cz
www.tmj.cz
Mr. Petr Tomecek

• Pilana Tools

Is a prominent producer of >>ISO AND DIN CERTIFIED TOOLS FOR WOOD AND METAL CUTTING<< (70 percent of their production is exported abroad). Pilana Tools is seeking new importers, distributors, and retailers in the USA.
Nadrazni 804
768 24 Hulin, Czech Republic

Phone: (+420) 634.328.257, 328250
 Fax: (+420) 634.351.279, 350418
kalina.as@pilanatools.cz
www.pilanatools.cz
 Mr. David Kalina

- **Tranza**

the leading Czech producer of >>ROLLERS FOR ROLLER CONVEYORS AND LONG DISTANCE BELT CONVEYANCE<< for open cast mines, heavy machinery, and steel construction and structures, would like to find new customers in the U.S. market.
 Technologicky Park Brno
 Technicka 23
 616 00 Brno, Czech Republic
 Phone: (+420) 5.4142. 5117
 Fax: (+420) 5.4124.0081
 Cell.: (+420) 605.204.645
skalicky@tranza.cz
<http://www.tranza.cz>
 Mr. Miroslav Skalicky, Sales Manager

- **Farmet**

Farmet is a manufacturer of >>AGRICULTURAL MACHINERY FOR SOIL CULTIVATION, SOWING<<, and technological units to process oil seeds and plant oils. Products are ISO 9001 certified. Exports to the U.K., Holland, France, Germany, Belgium, Poland, Hungary, etc. Farmet is looking for agents, distributors in the U.S.
 Jirinkov 276
 552 03 Ceska Skalice, Czech Republic
farmet@nm.cesnet.cz
www.farmet.cz
 Phone: (+420) 441.450.140
 Fax: (+420) 441.452.241

- **Stamart**

offers >>CONSTRUCTION MACHINES, AGRICULTURAL MACHINES, PUMPS, AND ENGINEERING COMPONENTS<<. The trading company Stamart is a reliable source for engineering products,

including components for construction machines, loaders, excavators, fork-lifts, and trucks.
stamart@vol.cz
 Ms. Hana Tuckova

- **Moravan-Aeroplanes**

a manufacturer of >>THE SMALL COMMERCIAL AND PRIVATE AIRPLANES ZLIN, CESSNA, AND PIPER<< is looking for a partnership with service centers in the United States for their brand airplanes. Moravan would like to offer repair and maintenance assistance, as well as branded spare parts.
 Letiste 1578
 Otrokovice, Czech Republic
 Tel: (+420) 67.767.3903
 Fax: (+420) 67.792.2103
 E-mail: marta.skypalova@moravan.cz
www.moravan.cz
 Ms. Marcela Vaculikova, Sale Manager

- **Niké Bohemia Glass**

is a producer of exclusive >>DECORATED GLASSWARE<<, hand-made cups, colored glass, metallic glass, Art Nouveau glass, gold-decorated cut crystal glass. Niké is looking for U.S. distributors.
 Dukelska 109
 73991 Jablunkov, Czech Republic
 Phone: (+420) 659.357.818
 Fax: (+420) 659.357.721
 Ms. Magdalena Dworokova

- **Znovin Znojmo**

a manufacturer of quality >>WHITE AND RED WINES<<, is looking for U.S. distributors.
 Phone: (+420) 624.232.465
 Fax: (+420) 205.221.650
odbyt@znovin.cz
www.znovin.cz
 Mr. Plocr

- **Karnola Krnov**

a manufacturer of >>FABRICS<<, is looking for U.S. distributors.
 Phone: (+420) 652.710.270, 710.428
 Fax: (+420) 652.710.452
karnola@krnov.cesnet.cz
www.karnola.cz
 Mr. Miroslav Buzek

- **Balirny Cajek Dukat**

is the second largest Czech tea manufacturer, producing a variety of 50 >>PORTIONED TEAS<<. The company utilizes the modern packing lines IMA and offers favorable pricing, flexible demand response, and an established distribution network. The company is also looking for new customers in the U.S.
 Padelky II/3957
 76001 Zlin, Czech Republic
 Phone: (+420) 67.763.5283
 Fax: (+420) 67.763.5281
zbynek.skopalik@teadukat.cz
 Mr. Zbynek Skopalik

- **Alnus**

a top-class furniture manufacturer is seeking distributors in the U.S. Alnus produces >>ATTRACTIVE FURNITURE FOR HOME AND COMMERCIAL USE<<. Alnus designs and creates products that will not lose their value over the years. Alnus specializes on customized processing of special, high class materials such as solid wood, metals (chrome and stainless steel), natural stone and glass. Their picture gallery can be visited at www.alnus.cz
 Jiriho z Podebrad 761
 696 62 Straznice, Czech Republic
 Phone: (+420) 602.820.476
info@alnus.cz
 Mrs. Bulvasova

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

- **R. Jelinek Distilleries**

R. Jelinek is a well-known Czech manufacturer of >>BRAND SPIRITS<<, namely of fruit distillates dating far back in history. The company is based in the Vizovice region of Moravia. At the beginning of the 18th century, the local people discovered that plums make an excellent ingredient for a >>DISTILLED PLUM BRANDY<< called >>SLIVOVITZ<<. The beverage and the technology spread quickly throughout Central Europe and remain popular to this day.
 The company is leading the Czech market, while its major overseas markets include those in the USA, Slovakia,

Canada, Australia, and Japan. Their U.S. sales are managed by the subsidiary company R. Jelinek USA Inc., a licensed importer based in Tampa. Their range of products in the United States consist of:

- KOSHER SLIVOVITZ 5yr.old
- KOSHER SLIVOVITZ GOLD 10yr.old
- PLUM FLAVORED VODKA (a new product launched in 2001).

The company operates in 9 states (NY, NJ, CA, CO, IL, NE, MD, UT, and GA), but plans to expand further in 2001. R.

Jelinek also welcomes business with the Czech & Slovak restaurants in the USA.

R. Jelinek USA, Inc.
 5614 Pinnacle Heights #306
 Tampa, FL 33624, USA
 Voice mail: 813.960.4956
 Fax: 813.265.1037
rjelinek.usa@usa.net

Husitska 65
 Prague 130 00, Czech Republic
 Phone: (+420) 2.221.1934
 Fax: (+420) 2.2278.1418
rj.praha@usa.net
www.rjelinek.cz

→ Travel Tips

• **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!

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 the 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.

• **Travel****Delta, CSA start Code Share**

The U.S. Department of Transportation approved Delta and CSA-Czech Airlines code-share flights between the U.S. and the Czech Republic beginning March 25. Delta plans to offer code-share flights between Prague and New York JFK and Newark on CSA's Airbus A-310 service. CSA joined SkyTeam Alliance on March 25, 2001. CSA is adding flights in Europe to serve Delta's connecting passengers to Central and Eastern Europe from Prague. For sales and reservations, call CSA New York:

Phone: 212.765.6545 or 6022, Fax: 212.765.6588

csanyc@rcn.com

www.czechairlines.com

• **Hotels****Esplanade ******

Washingtonova, Prague 1

Phone: (+420) 2.2421.1715

Fax: (+420) 2.2422.9306

Savoy *****

Keplerova 6, Prague 1

Phone: (+420) 2.2430.2430

Fax: (+420) 2.2430.2128

• **Dining****Lobkovicka vinarna**

Czech cuisine and exclusive Count Lobkowicz wine.

Vlaska 17, Prague 1

Phone: (+420) 2.5753.2511

Fax: (+420) 2.530.185

Restaurant Myslivna

Game and wildfowl meals, international cuisine, lava grill.

Jagellonska 21, Prague 3

Phone: (+420) 2.627.0209

Fax: (+420) 2.627.00201

myslivna@volny.cz

• **Theatres****State Opera** - ballet, concerts

Wilsonova trida 4, Prague 1

Phone: (+420) 2.265.353

Fax: (+420) 2.2422.9437

Laterna Magika - daily performances

Narodni trida 4, Prague 1

Phone: (+420) 2.2222.2041

Fax: (+420) 2.2222.2039

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

Phone: (+420) 2.2422.7832

Fax: (+420) 2.2161.2126

btinter@login.cz

www.ticketsbti.cz

→ 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, 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@bvvcz

www.bvvcz

Incheba Praha

Vystaviste Holesovice

170 90 Prague 7 - Holesovice

Phone: (+420) 2.2010.3482

Fax: (+420) 2.3337.8225

info@incheba.cz

www.incheba.cz

• **Brno Exhibition Center****URBIS 2001 - Investment Opportunity Forum****Technology and Equipment for Towns and Communities**

April 24 - 28, 2001

Project Manager: Rudolf Böhm

Phone: (+420) 5.4115.2897

Fax: (+420) 5.4115.2889

e-mail: urbis@bvvcz

EMBAX-PRINT + PacPro 2001 - International Fair of Packaging**Production, Packaging, Printing and Reprography**

May 22 - 25, 2001

Project manager: Petr Navratil

Phone: (+420) 5.4115.2924

Fax: (+420) 5.4115.3068

E-mail: embax-print@bvvcz

• **Prague Exhibition Grounds****Pragomedica - 23rd annual International Medical Fair**

April 24 - 27, 2000

Exhibition Manager: Marcela Benesova

Tel: (+420) 2.2010.3491

Fax: (+420) 2.2010.3492

E-mail: pragomedica@incheba.cz

→ Czech Commercial Offices in the United States

For information on Czech products, companies, and/or investment opportunities in the Czech Republic, please contact:

- **Czech 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, Phone: 202.274.9104, Fax: 202.244.2147, 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
- **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
- **CzechTrade - Chicago Office**
Contact: Ms. Jana Sevcikova, Phone: 312.644.1790, Fax: 312.527.5544, sevcikova@czechtrade.tpo.cz
- **CzechTrade - Miami Office**
Contact: Mr. Roman Matyas, Phone: 305.261.6313, Fax: 305.261.6314, matyas@czechtrade.tpo.cz
- **CzechInvest - U.S. Operations East**
Contact: Ms. Hana Lasslerova, Phone: 312.245.0180, Fax: 312.245.0183, lasslerova@czechinvest.org
- **CzechInvest - U.S. Operations West**
Contact: Mr. Radomil Novak, Phone: 408.376.4555, Fax: 408.376.4557, california@czechinvest.org

→ Subscription Info

If you would prefer to receive **Czech Trade Focus©** by e-mail, or if you would like to send this newsletter to someone else, please complete the following form and send it by fax to the Economic and Commercial Section of the Czech Embassy in Washington, DC, at: 202.244.2147. You can also submit your request by e-mail to: eco_washington@embassy.mzv.cz

Yes, I would like to subscribe to the free **Czech Trade Focus©**.

Name:

Title:

Company:

Street Address:

City: State: ZIP:

Telephone: Fax:

E-mail:

I would prefer to receive this newsletter by:

E-mail

Fax