



CZECH TRADE FOCUS

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

→ Economic Outlook

• Prime Minister Focused on US Businesses

The Czech Prime Minister Milos Zeman visited California, Texas, Washington, DC, and New York on November 4 - 9, 2001. One of the key targets of his visit was to promote trade between the two countries and attract US investors to the Czech Republic.

Apart from a discussion with high-tech manufacturers, such as Motorola and a number of companies in Silicon Valley, Mr. Zeman also met with numerous business representatives in Austin, at the U.S. Chamber of Commerce in Washington, DC, and at the Northern Virginia Technology Council. His aim was to promote investment opportunities in the country, using as an example Japan's Matsushita, a company that moved its cellular phones production plant from Britain to the Czech Republic.

In San Francisco, Mr. Zeman visited the trolleybus production facility of ETI. The company is a joint venture of Czech industry giant Skoda Plzen and Maryland's AAI, manufacturing trolley buses for North American customers. The project in San Francisco was set up in 1996 when ETI won a public tender to supply 273 trolleybuses for the San Francisco municipal transit system by the end of 2002, a \$230 million contract. Skoda is one of few world manufacturers of trolleybuses and occupies an estimated 80-percent share of the global trolleybus market. Prime Minister Milos Zeman related the ETI project as a kind of counterbalance to the aircraft dominated US exports to the Czech Republic.

• Fastest growing import items from the Czech Republic

The highest increases in imports from the Czech Republic to the US this year compared to 2000 have been recorded in higher value added technical goods such as industrial equipment, electric and electronic products and components. This year's winners in the category of "the most dynamic imports" seem to be the following products: (millions USD)

• printing office machines	31.2
• electric motors and generators	30.5
• passenger vehicles excl. tractors and tramways	27.4
• pumps for liquids	25.6
• machining centers	13.3
• telecom digital equipment	12.9
• tramway coaches and parts	11.7
• turbojets and gas turbines	11.6
• beer	9.2
• electrical transformers	7.1
• agricultural tractors	6.8
• electrical circuit panels	6.6
• non/optical microscopes and apparatuses	2.8

• Economy Outlook Upgraded

The Czech Ministry of Finance has upgraded its economic performance outlook for this year. The ministry expects GDP to

→ EU Watch

• Encouraging EC progress report on Czech Republic

The Czech Republic has received an encouraging progress report from the European Commission. The country appeared on a list of the ten most advanced candidate countries that Brussels says stand a very good chance of gaining EU entry in a big bang expansion in the year 2004.

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- energy equipment manufacturers
- Czech information and technology

grow by 3.7 percent in 2001, up from the previously forecasted 3.6 percent. The Ministry has maintained its prediction for 2002 of 3.8 percent GDP growth. However, some negative factors remain, such as the development of foreign trade and the possible impact of the worldwide decline on the operation of production facilities of foreign companies in the Czech Republic. Both the Czech National Bank and the IMF are more cautious in their predictions, expecting this year's GDP growth to reach 3.6 and 3.3 percent respectively.

• Central Bank Cuts Rates

The Czech National Bank (CNB) cut its key interest rates by a larger-than-expected 50 basis points to counteract the impact of the economic slump in Europe and falling domestic inflation. The cut brings the Czech rate in line with its neighbors in Central Europe, who have also been easing policy. The cut brought the key repo rate to a new low of 4.75 percent. The bank was widely expected to cut 25 basis points after the slowing economic growth abroad after the September 11 attacks in the United States, which raised risks for domestic growth and slashed inflation forecasts.

• Trade Balance Shows Surplus

The Statistical Bureau (CSU) said the Czech trade balance showed a surprising surplus of CZK 1.8 billion in September, as export growth remained strong and imports dropped sharply. The monthly surplus was the country's first in two years, and came against market expectations of a CZK 7.0 billion deficit. CSU reported that import growth fell to 2.2 percent in September from a 6.6 percent growth in August. Exports grew 7.7 percent compared to 8.8 percent in August.

Trade Balance (billion CZK)

	September 2000	September 2001	August 2001	Jan-Sept 2001
Import	100.680	103.279	110.602	1,021.348
Export	97.520	105.064	96.991	939.663
Balance	-3.160	1.785	-13.611	-81.685

Change (percent, compared to a year earlier)

Import	n/a	2.6	6.6	15.8
Export	n/a	7.7	8.8	16.2

According to analysts, the trade balance shows the economy withstood the slowdown in the eurozone and gave the central bank CNB more room to ease interest rates. Led by Skoda Auto, machinery and transportation equipment accounted for 46.3 percent of total exports, up 5.5 percent compared to 2000.

The Czech Republic as well as eight other candidate countries were described as "functioning market economies" which, assuming they continue to make sustained progress, would be ready to face competition on the EU market within one to two years. The Czech Republic is seen as a fully developed market economy with stable economic growth and a highly

qualified work force. Macro-economic stability is said to have improved over the past twelve months, although it is still endangered by a growing external and fiscal imbalance. The report criticizes the widening public finance and current account deficits and the level of corruption and economic crime.

- **CEFTA to Liberalize Agricultural Trade**

The prime ministers of the member states of the Central European Free Trade Agreement met in Bucharest, Romania, in mid-October to sign a new protocol on the liberalization of agrarian trade between the Czech Republic, Slovakia and Hungary. The document, which the Czech government approved last week, reacts to a split opinion within the CEFTA group on the further liberalization of trade in agricultural commodities. While the Czech Republic, Slovakia and Hungary are in favor of further liberalization, other countries are considering the re-introduction of certain protectionist measures.

The seven members - Bulgaria, the Czech Republic, Slovakia, Hungary, Poland, Romania and Slovenia - also unanimously endorsed Croatia's interest in joining the free trade agreement. Croatia had sent its request for membership in July.

CEFTA covers a common market of more than 97 million people, with trade between member countries considerably increasing each year. Set up by Poland, Hungary, the Czech Republic and Slovakia in 1993, the CEFTA aims to gradually abolish taxes and other trade regulations in order to boost trade between its members and prepare them for EU membership.

- **Negotiators Finished Another Chapter**

The Czech Republic closed the chapter on free movement of labor in its accession talks with the EU after lengthy negotiations. The issue of free movement of labor, effectively allowing workers from an acceding country to seek employment in countries such as Germany or France, has thus been the most controversial part of the negotiations between Brussels and the candidate countries.

While some of the front-runners, such as Poland and Hungary had concluded the chapter earlier, accepting temporary restrictions for their workers seeking jobs in the current member states, the Czech Republic fought on and eventually managed to negotiate more favorable conditions for free movement of labor than the other candidate countries. The Czech Republic agreed on a provision enabling EU countries to limit the number of Czechs seeking work in the EU for the next 2 to 7 years. At the same time, the Czech Republic managed to protect its own labor market against an influx of cheap labor from the other member countries.

- **Tax Exemptions Granted**

The EU has granted permanent exemption from minimum tax levels for distillers of fruit based alcohol and for small business persons who earn less than CZK 1.2 million and do not register as VAT (value added tax) payers. The EU also agreed to allow the Czech Republic to keep the VAT rate for housing construction at 5 percent until 2007 and granted temporary exemptions for the VAT rates on cigarettes and domestic heating.

→ Companies & Market

- The dominant Czech dairy goods distributor **Alimpex** announced it has teamed up with Germany's leading yogurt manufacturer **Ehrmann** to establish **Ehrmann Stribro**, a joint venture expected to increase daily output of processed milk from the current 40,000 gallons to 53,000 gallons within one year.

- In an attempt to transfer a 51 per cent stake in the telecoms firm **Ceske Radiokomunikace** to the **Bivideon** consortium, which consists of Denmark's TDC and Deutsche Bank, the Czech government agency National Property Fund (NPF) signed a privatization agreement. Bivideon will pay the NPF CZK 6.8 billion (\$190 million) for the deal.

- **Some 26 percent of the Czech population has access to the Internet** (11.1 percent can access the Internet from their homes and 15.2 percent from elsewhere), according to a poll conducted by TN SofresFactum. Another 20 percent would like to use the Internet, while nearly half of the respondents have heard of the Internet but are not interested in it.

- A list of names of potential buyers of **Unipetrol** should be presented soon. Almost twenty companies and consortiums have already shown interest in a 63% state-held stake in the petrochemical group Unipetrol. Among the most serious bidders are Austria's **OMV**, Hungary's **MOL** and **TVK**, and Russia's **Sibur** and **Tyumen Oil**, as well as Canada's **Norex Petroleum** and the Czech firm **Agrofert**. The government will select the winner of the tender by this year's end. The revenues from the sale are expected to amount to almost CZK 16 billion (\$450 million).

- **McDonald's Czech Republic**, which runs 61 restaurants in the country, posted sales of CZK 488 million (\$14 million) in the third quarter. The sales increased 9.4 percent compared to last year. Some 9.2 million customers have been served this year. The company has recently opened two new outlets in Ostrava and Brno. Another fast food restaurant will open in Prague in early November.

- The Czech carmaker **Auto Skoda**, a division of the Volkswagen Group, posted a double-digit sales growth in

Germany despite the weak market, according to the company. Skoda sold over 57,000 cars in the first nine months, up 10 percent over the same period last year. This boosted Skoda's share of the German car market to 2.25 percent. The sales in Germany were part of the total worldwide sales of 357,000 cars in the first three quarters, up 13.5 percent.

- **The Czech Telecommunications Office (CTU) has released the conditions for a planned auction of the 3rd-generation mobile network licenses** to be awarded by December 14. The only condition concerning the launch of UMTS services is that commercial UMTS services must achieve 90-percent coverage of the country's capital city of Prague by January 2005. CTU suggested that the initial price be set at CZK 6.7 billion per license, the same price as the office repeatedly requested in public tenders for the licenses, which, however, all the three operators refused to pay.

- **Czech producer prices grew 0.7 percent in October**, slightly higher than market expectations. In year-on-year terms, the producer price index increased by 1.3 percent as compared to 5.9 percent in October 2000. The Czech Statistics Office (CSU) said the increase was largely due to the introduction of winter-season electricity rates.

- According to the Ministry of Industry and Trade, the US-based steel company **USX-U.S. Steel** may be interested in acquiring the Czech steel makers **Nova Hut** and **Vitkovice**. The U.S. company took over the core steel-making operations of the troubled steel maker **VSZ** in neighboring Slovakia late last year and the two Czech steel makers nearing privatization would make a good fit, observers say. The Czech Deputy Minister Miroslav Somol said US. Steel's interest is understandable, because the production of Nova Hut and Vitkovice corresponds to the product line of USX.

- A change in ownership and a marketing redesign is expected to result in a 20 percent increase in export sales by year's end for Prague's largest brewer, **Prazske Pivovary**, the maker of **Staropramen**. The company said that a very patient and focused effort to build relationships with restaurants in major European cities have boosted their sales. One market at

a time, the company plans to become the No. 1 Czech exporter, a goal that would mean facing the country's two largest beer exports, **Budweiser-Budvar** and **Pilsner**, head on. Although Prazske Pivovary, part of the Belgian group **Interbrew**, makes a variety of beers, the Staropramen brand accounts for 95 percent of its exports.

- The Czech Ministry of Interior signed a CZK 557 million contract with light arms manufacturer **Ceska Zbrojovka** for 46,000 pistols for the Czech Police. The deal was closed after a five-year delay, caused by samples malfunctions. Police will get 1,000 CZ-75D model guns by the year-end; the rest will be delivered later. Ceska Zbrojovka also sells firearms in the United States through its branch CZ-USA in Kansas City.
- The Czech National Property Fund (NPF) and the French group **Pernod Ricard/Salb** signed a sale contract for the liquor maker **Becherovka** worth CZK 1.38 billion (\$37 million). The sale, approved early in November, will give Pernod a majority in the Czech distiller. The French group currently owns 30 percent and the government is selling an additional 59 percent.
- **Motorpal Jihlava**, a leading Czech manufacturer of injection equipment, supplies **Deere & Company** with 6 cylinder pumps for diesel engines. 2001 exports will reach \$2 million, increasing annually by 15 percent. Motorpal is currently testing a new type of pumps whose production is supposed to start in

2003. Deere & Company is the world's largest maker of farm equipment, such as tractors, planting and harvesting machinery and construction equipment used in earth moving, forestry and lawn care. Deere & Company, based in Moline, Illinois, employs 13,000 people worldwide and its annual revenues exceed \$13 billion.

- **Zy-Tech Global Industries**, a leading U.S. supplier of industrial valves, recently acquired **MSA Dolni Benesov**. MSA is the largest Czech maker of industrial valves and has long been manufacturing valves for gas and oil industries for the U.S. company. This year's export will exceed \$10 million. Zy-Tech Global Industries, based in Stafford, Texas, maintains the world's largest inventory of gate, globe, check, and ball valves.
- **Chevron-Texaco** Corporation, the second largest U.S. oil&gas company, recently acquired a chain of 36 **Petra** gas stations in the Czech Republic. Chevron-Texaco, which employs more than 53,000 people in 180 countries around the globe, therefore became one of the top Czech gas retailer.

→ Focused on: Information and Knowledge in the Czech Republic

→ INFORMATION AND KNOWLEDGE HUB FOR CENTRAL EUROPE

The Czech government envisions the country as the information and knowledge hub for Central Europe by becoming an exporter of high value specialized services. Embracing new communication technology, developing and upgrading skills in the workforce, and building a more advanced infrastructure, the Czech Republic is becoming a recognized partner for innovative firms deriving higher value from advanced and specialized services.

The Czech government is now extending its successful manufacturing incentives scheme to include investment projects which will result in the establishment of new or an expansion of existing Software Development Centers, R&D and Design Centers, Expert Solution Centers, Shared Service Centers, Customer Contact/Call Centers and High Tech Repair Centers.

In recent weeks, Accenture has selected Prague for a services center within which over 500 staff will serve major

international clients. Indeed, Accenture followed the trail of IBM, which recently selected Brno, the country's second city, for a major new experts solution center that will host over 200 software specialists serving customers throughout Europe. IBM World Trade Corporation is prepared to invest CZK 360 mil (USD 8.8 mil) into its new center over five years. The center will ensure system operation 24 hours a day, 7 days a week, by means of so-called outsourcing.

The government has approved support for these projects in the form of 50 % corporate income tax relief for 10 years and financial support for employee training and retraining. But investors don't have to be big to benefit from Czech IT skills and the excellent telecommunications infrastructure. Campbell based Soltima, with less than 100 employees, has just announced that they will be moving their entire R&D center from California to the Czech Republic.

→ TECHNICAL UNIVERSITIES

Prague's Technical University, CVUT, is the largest and second oldest technical university in Europe with almost 20,000 students. With all students studying two foreign languages, graduate career opportunities are not constrained by the lack of linguistic skills. CVUT's Faculty of Electrical Engineering is the university's second largest with more than 5,500 students, 600 teachers and a Computing Department that stands up well to

international comparison in terms of hardware and has been favorably benchmarked with MIT, in Boston Massachusetts.

In addition to Prague, the nucleus of academic and information technology talent in and around the other leading cities of the Czech Republic means that valued American technology driven companies have a choice. Around 14,000 university graduates in technical and scientific subjects enter the workforce every year, of which more than 9,000 studied primarily engineering or informatics.

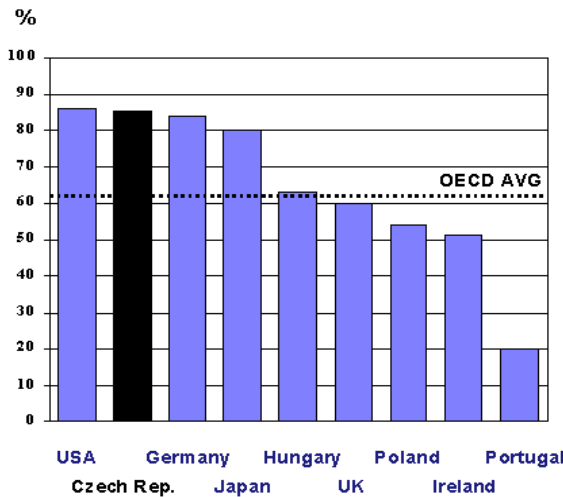
University	City	Technical faculties	Number of Students
Czech Technical University, CVUT www.cvut.cz	Prague	Civil Engineering Mechanical Engineering Electrical Engineering Nuclear Sciences and Physical Transportation Sciences Architecture	5860 4683 5871 1095 1442 1298
Institute of Chemical Technology, VSCHT www.vscht.cz	Prague	Chemical Technology Environment Protection Technology Food and Biochemical Technology Chemical Engineering	716 558 1054 437
University of West Bohemia	Plzen	Engineering	1307

www.zcu.cz		Electrical Engineering and Informatics Applied Sciences	1620 1234
Technical University of Liberec www.vslib.cz	Liberec	Mechanical Engineering Mechanotronics	1329 432
University of Pardubice www.upce.cz	Pardubice	Chemical Technology Transport	1329 1394
Technical University Brno, VUT www.vutbt.cz	Brno	Mechanical Engineering Civil Engineering Electrical Engineering and Computer Sciences Chemistry Technology	3996 4251 2990 770 1223
Technical University Ostrava www.vsb.cz	Ostrava	Civil Engineering Mechanical Engineering El. Engineering and Informatics Mining and Geology Metallurgy and Materials Engineering Others	1107 2430 1624 2751 1800 4300
Tomas Bata University www.utb.cz	Zlin	Faculty of Technology	820

→ SECONDARY EDUCATION

According to a European Commission study on the quality of school education, published in May 2000 and based on the test results in mathematics of thirteen-year-old scholars, the Czech Republic was accredited with the highest mathematical skills in Europe. Moreover, the Czech Republic also has the highest secondary school completion rates in Europe, according to the OECD.

The Czech Republic combines an outstanding level of general education with strong science and engineering disciplines, which explains why the Czech educational system continues to generate high class, technical problem-solving skills in environments that have not always enjoyed easy access to standard solutions.



(percent of adult population, 1998)

→ SUCCESS STORIES

- **Rockwell Automation** has established four independent Advanced Technical Laboratories (ATL) around the world. The only ATL outside the United States is in Prague, Czech Republic.

- Many other multinationals including **Boeing, OnSemiconductor, S3, AVX** (Kyocera), **Philips, Bosch, Ericsson, Matsushita, Mercedes-Benz, Siemens, ThermoKing** (IngersollRand), **Flextronix**, etc. are already running Czech R&D or design centers.

- In 1999, **Sun Microsystems** acquired the Czech startup **NetBeans**, founded in 1997. NetBeans develops JAVA applications for the Internet and has sold over 200,000 copies of its software in the USA prior to its acquisition by Sun. Sun intends to expand its Prague subsidiary significantly.

- **Honeywell** is developing software design for sophisticated industrial process control applications using an international group cooperation, part of which resides in the Czech Republic. The group is managed from and reported to the company's headquarters in the United States.

- **Vitatron** Czech Republic develops software applications for heart pacemakers for its U.S. parent company Medtronics. The US-Dutch firm has fully integrated its Czech team of developers and has some 20 Czech software designers working with 40 Dutch counterparts.

- British **Logica** acquired a Brno-based software developer and distributor and decided to expand its Czech development center staff from 30 to 100.

- **Geac** of Canada purchased a Czech producer of company management systems in early 2000.

→ Useful Web Links

- Complete guide to doing business in the Czech Republic
- Database of quality products, components and services
- U.S. Chamber of Commerce – Eurasia Business Council
- Tradeshows and exhibition in the Czech Republic and Europe
- CEEBIC – U.S. Department of Commerce

- www.doingbusiness.cz
- www.supplier.cz
- www.uschamber.org
- www.veletrhyavystavy.cz
- www.mac.doc.gov/eebic/countryr/czechr.htm

→ Industry Focus: suppliers of electrical engineering, energy equipment

- **CKD Praha DIZ**

offers turn-key supplies of >COMPLETE INDUSTRIAL PLANTS, PROCESS UNITS, MODERNIZATION AND EXPANSION OF THE CAPACITY OF EXISTING PLANTS AND EQUIPMENT< Kolbenova 49
190 02 Praha 9
Phone: (+420) 2. 6603.1111
Fax: (+420) 2.8389.3169
mrk@ckddiz.cz
www.ckddiz.cz
Mr. Jaroslav Vasek, Director

- **Deimos**

provides development and design of >PACKAGING, MANUFACTURING, MANIPULATION MACHINES AND EQUIPMENT, PROJECTS DEVELOPMENT, AUTOMATIZATION AND PRODUCTION CONTROL SOFTWARE<. Chodska 7
1200 00 Praha 2
Phone: (+420) 2.7270.6121
Fax: (+420) 2.7270.6121
mail@deimos.cz
www.deimos.cz
Mr. Jan Kislinger, Director

- **Energoprojekt Praha**

is the legal successor of the former state-owned enterprise, established in 1949 to provide engineering services in domestic power industry, the company has significantly contributed to the >DEVELOPMENT OF THERMIC AND NUCLEAR PLANTS< in the Czech Republic, Slovakia, China, Vietnam, Romania, Bulgaria and Albania. Energoprojekt often cooperates with well renowned companies such as Westinghouse, Colenco, Alstom, Siemens and Bechtel. Vyskocilova 3
140 21 Praha 4
Phone: (+420) 2.4100.6111
Fax: (+420) 2.4100.6739
energoprojekt@egp.cz
Mr. Jaroslav Knotek, Director

- **Chepos Engineering Brno**

>TURN-KEY PROJECTS FOR OIL AND GAS PROCESSING, CHEMICAL AND PETROCHEMICAL PRODUCTION, ENVIRONMENTAL PROTECTION, RUBBER AND PLASTIC INDUSTRY, BIOTECHNOLOGICAL AND PHARMACEUTICAL PRODUCTION, FOOD INDUSTRY, CIVIL CONSTRUCTION INDUSTRY< Sumavska 35
658 56 Brno
Phone: (+420) 5.4153.1111
Fax: (+420) 5.4121.1187
chepos@chepos.cz
www.chepos.cz
Mr. Milan Coupek, Director

- **Kralovopolska Ria**

is a supplier of >TECHNOLOGICAL UNITS FOR POWER ENGINEERING (nuclear power plants), ECOLOGY PROJECT (water and wastewater treatment plants) and PETROCHEMICAL INDUSTRY<. Okruzni 17
638 00 Brno
Phone: (+420) 5.4912.5800
Fax: (+420) 5.4912.5900
inforia@kpria.cz
www.kpria.cz
Mr. Josef Antonin, General Director

- **Mostro**

designs and produces >PIPING AND VALVES FOR THERMIC AND NUCLEAR POWER SYSTEMS AND CHEMICAL AND PETROCHEMICAL INDUSTRIES<. Komoranska 1900/63
143 14 Praha 4
Phone: (+420) 2.6131.2324
Fax: (+420) 2.6131.2333
msales@mostro.cz
www.mostro.cz
Mr. Josef Vymazal, General Director

- **MSA**

manufactures >CAST STEEL AND CAST IRON VALVES, SWING CHECK VALVES, BALL VALVES, GLOBE AND CONTROL VALVES, AUXILIARY VALVES, VALVES FOR NUCLEAR PROJECTS<. Hlucinska 41
747 22 Dolni Benesov
Phone: (+420) 653.541.111
Fax: (+420) 653.651.236
sales@msa.cz
www.msa.cz
Mr. Milan Novotny, General Director

- **Prvni Brnenska Strojirna DIZ**

supplies >COMPONENTS FOR POWER ENGINEERING< projects such as steam turbines, steam boilers, hot water boilers, heat recovery steam generators, piping systems, steel structures, heat exchange stations, and water treatment plants. PBS also designs and installs turn-key projects for power plants, heating plants, and incineration plants. Hlinky 110
656 14 Brno
Phone: (+420) 5.4321.1269
Fax: (+420) 5.4321.1222
pbs@pbs.cz
www.pbs.cz
Mr. Vladimir Koudelka, General Director

- **Regula**

designs and develops >TECHNOLOGY CONTROL SYSTEMS ALONG WITH THE CUSTOM SOFTWARE PACKAGE FOR POWER ENGINEERING, CHEMICAL AND PETROCHEMICAL INDUSTRY, METALLURGY AND MECHANICAL ENGINEERING, FOOD

INDUSTRY, WATER RESOURCE MANAGEMENT AND CIVIL BUILDING CONSTRUCTION<.

Bartoskova 22
145 11 Praha 4
Phone: (+420) 2.6109.3111
Fax: (+420) 2.6109.3146
marketing@regula.cz
www.regula.cz

- **Skoda Praha**

>ENGINEERS AND DESIGNS AND SUPPLIES EQUIPMENT FOR POWER SYSTEM PROJECTS< (fossil fueled power plants, nuclear power plants, thermic plants, boiler houses, heat distribution systems), >ENVIRONMENTAL PROJECTS< (fuel gas desulphurization, environmental friendly remodeling, water treatment plants) and INDUSTRIAL TECHNOLOGIES in chemical and petrochemical industry<. Milady Horakove 109
160 41 Praha 6
Phone: (+420) 2.2439.6111
Fax: (+420) 2.2439.6607
coffice@skodanet.cz
www.skodanet.cz
Mr. Lubomir Kovarik, Executive Director

- **Technoexport**

is one of the oldest Czech foreign trade organizations that exports >EQUIPMENT AND MACHINERY FOR CHEMICAL, PETROCHEMICAL, METALURGICAL INDUSTRIES, FOOD INDUSTRY AND RUBBER INDUSTRY<. The company also provides technical and economic research, building and construction, mounting and assembly, technical support and service. With experience in more than 40 countries of the world, Technoexport closely cooperates with numerous manufacturers and engineers to ensure the high quality of each project. Vaclavske nam. 1
113 34 Praha 1
Phone: (+420) 2.2447.5125
Fax: (+420) 2.2422.0052
info@technoexport.cz
www.technoexport.cz
Mr. Josef Cilek, General Director

- **Unis**

designs and engineers of >CUSTOM CONTROL SYSTEMS, TURBINE CONTROL, SOFTWARE, MANAGEMENT EXECUTION SYSTEMS IN THE FIELD OF INSTRUMENTATION AND ELECTRICAL PART EQUIPMENT, TMR CONTROLLERS<. Jundrovska 33
624 00 Brno
Phone: (+420) 5.4151.5111
Fax: (+420) 5.4121.0361
unis@unis.cz
www.unis.cz
Mr. Jiri Kovar, General Director

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

• **CMV - Investment Opportunities**

Legislative changes of the last year opened new opportunities for foreign investment in the Czech Republic. On March 6, 2001, at the highly rated >SEMINAR ON INVESTMENT OPPORTUNITIES TO IMPROVE THE POSITION OF CREDITORS<, CMV took the honor of welcoming managers of a number of leading U.S. corporations established on the Czech market. Having witnessed the remarkable interest of the U.S. corporations, CMV decided to >SUPPLY INFORMATION ON INVESTMENT OPPORTUNITIES AND RELATED ISSUES DIRECTLY TO THE BUSINESSES IN THE UNITED STATES<. To accomplish that, CMV is looking for U.S. partners who may support the above activities or even help implement the idea in the US.

Elisky Peskove 13
150 00 Praha 5, Czech Republic
Phone: (+420) 2.5721.4522
Fax: (+420) 2.991.1353
cmv@cmail.cz

Ms. Veronika Sachova, Senior Executive

• **Frencken Brno**

manufactures of >MECHANICAL PARTS FOR MEDICAL EQUIPMENT, SEMICONDUCTOR MACHINERY, AEROSPACE, ELECTRONICS, ENERGY, ENVIROMENT, NUCLEAR INDUSTRY, RADAR TECHNOLOGY, AUTOMATION< and also supplier of CNC turning and milling, fitting and mechanical systems custom assembly services would like to expand its business to the US market.

Jarni 48
61400 Brno
Phone: (+420) 5.4542.5711
Fax: (+420) 5.4542.5727

• **Hydraulika International**

is a supplier of >HYDRAULIC PRODUCTS<. Hydraulika offers a wide range of >PRE-FABRICATED OEM PRODUCTS<, which may also be customized. The company is seeking U.S. representatives.

Cervene Vrsky 1091
256 01 Benesov, Czech Republic
Phone: (+420) 301.712.111
Fax: (+420) 301.723.926
info@hydraulika.cz
www.hydraulika.cz
Ms. Lenka Filipova

• **InterTex-CS**

Production of the company is focused on >PRINTING OF UPHOLSTERY FABRICS: MICROPLUSH, JACQUARD LOOM AND POLYESTER FABRICS<. Raw materials are processed by state-of-the-art production equipment. The company offers about 450 fabric types in

different designs and colors. Although it has about 2,000 customers, the company is looking for new partners, representatives and distributors in the United States.

J. Knihy 146/1
337 01 Rokycany, Czech Republic
Phone: (+420) 181.724.737, 181.722.010
Fax: (+420) 181.722.582
www.intertex-cs.cz
Mr. Frantisek Kellner, CEO

• **Iris**

offers various types of >HANDBAGS<. The materials are either >LEATHERETTE OR TEXTILE WITH WASH-UP SURFACE<. The company is looking for U.S. distributors.

Dolni 488
Frenstat pod Radhostem, Czech Republic
Phone: (+420) 656.858.210
sigut@worldonline.cz
Mr. Petr Sigut

• **Kerat Ceramics**

is a studio with a tradition of over 200 years producing >HANDMADE ORNAMENTAL AND UTILITY POTTERY, MANUFACTURE GIFT PROMOTIONAL ITEMS, HOUSEHOLD ACCESSORIES, DECORATIVE AND ORNAMENTAL OBJECTS, DISHWARE, AND CUSTOMIZED POTTERY<.

Stavitelska 6/1099
160 00 Praha, Czech Republic
Phone/Fax: (+420) 2.3333.1917
pstepanek@kerat.cz
www.kerat.cz
Mr. Petr Stepanek

• **Massag**

produces >SMALL METAL ACCESSORIES; TECHNICAL STAMPINGS PARTS, MOUNTING AND ASSEMBLING BODY PARTS; TECHNICAL ELECTROPLATING AND SURFACE FINISHING<. The company is seeking new partners, representatives and distributors in the United States.

Opavska 272
743 11 Bilovec, Czech Republic
Phone: (+420) 655.411.250
Fax: (+420) 655.410.279
massag@massag.com
www.massag.com
Mr. Ladislav Chodak, Chairman of the Board

• **Komplex**

The agency provides >INTERMEDIARY SERVICES AND CONSULTING< to US businesses in the Czech Republic (export, import, realty). Komplex is seeking new partners in the U.S.

Zkracena 20703/84

700 30 Ostrava-Zabreh, Czech Republic
Phone: (+420) 69.678.3502, 69.678.3503
Fax: (+420) 69.678.3504
agentura.komplex@worldonline.cz
Ms. Lenka Kusova, Director

• **Metal Znojmo**

The company develops and manufactures >BATHROOM ACCESSORIES: CHROME, WHITE, CHROME-GOLD, WHITE- CHROME, WHITE-GOLD, SATIN-CHROME<. Metal Znojmo would like to expand to U.S. market and is looking for reliable business partners.

Druzstevni 5
669 25 Znojmo, Czech Republic
Phone: (+420) 624.226.953
Fax: (+420) 624.224.995
kopunec@metalz.cz
www.metalznojmo.cz
Mr. Karel Kopunec

• **RNR Solutions**

Offers >TRANSLATION & INTERPRETING (legal, technical, finance-related), CONFERENCE INTERPRETING, BUSINESS CONSULTING (business licenses, permits and visas), TRAVEL AND ACCOMMODATION SERVICES< for U.S. companies planning to start business in the Czech Republic.

Vaclavske namesti 66
110 00 Praha 1
Phone: (+420) 2.9634.8607
Fax: (+420) 2.2221.1327
enquiries@2rnr.com
www.2rnr.com
Mr. Rastislav Koromhaz, Marketing Director

• **Satjam**

supplies >LIGHT ROOF COVERING SYSTEMS< using its original innovative technology and seeks US partners.
Michalska 18
710 00 Ostrava, Czech Republic
Phone: (+420) 69.622.3514
Fax: (+420) 69.623.1098
jiri.cernota@satjam.cz
www.satjam.cz
Mr. Jiri Cernota

• **Sulak**

manufactures >SHEET GLASS PROCESSING MACHINERY – GRINDERS, DRILLERS, BEVELING MACHINES<. The machines are reliable, powerful in production, simple to operate and handle. The company is looking for sales representatives.

Lidicka 112
563 01 Usti nad Orlici, Czech Republic
Phone: (+420) 467.522.878
Fax: (+420) 467.523.945
langr@sulak.cz
www.sulak.cz

Mr. Jan Langr

- **Technopark** manufactures >GATES, SECURED DOORS, ALARMS, GRATINGS AND SIMILAR PRODUCTS<. Technopark is looking for U.S. partners.

alesek@technopark.cz
www.technopark.cz
 Mr. Ales Stiller

- **TransgasNet** is a provider of >FIBER OPTIC NETWORKS< throughout the Czech Republic, dark fiber routes, data

networking (ATM, X.25, IP, & frame relay), and internet access services. The fiber optic network is connected to Poland, Germany, Slovakia, and Austria making it perfect for other networks to use as a core backbone network for transit traffic. TransgasNet network, services, and geographic location make it a perfect gateway to Central and Eastern Europe. For more information please contact the exclusive U.S. representatives of TransgasNet – DSP, Inc.:

354 Lynn St.
 Harrington Park, NJ 07640

Phone: 201.768.4397, 201.315.7175
dinsdale@bellatlantic.net
 Mr. George S. Dinsdale

- **Tridas** is a Czech company that produces and sells: >TIMBER, SOFT WOOD, HARD WOOD, DRY WOOD, BOARDS<. Tridas is able to make customized work according to the customer's parameters. Zasovska 196
 757 01 Vsetin, Czech Republic
 Phone/Fax: (+420) 5.4324.8684
cervenka.martin@seznam.cz
 Mr. Martin Cervenka

→ Upcoming Trade Fairs and Exhibitions

- **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@bv.v.cz
www.bv.v.cz

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

→ FOOD FAIRS 2002

- Salima** International Food Fair
- MBK International** Milling Industry, Bakery and Confectionery Fair
- Inteco** International Fair of Equipment For Retail Trade, Hotels and Catering
- Pivex** International Brewing and Malting Fair
- Vinex** International Wine Fair

March 5-8, 2002
 Phone: (+420) 5.4115.2948, 4115.2985
dhochman@bv.v.cz
 Ms. Drahomira Hochmanova, Director

→ SPRING CONSUMER GOODS TRADESHOW

- Household Goods** International Fair

- Children's Goods and Toys** International Fair
- Fishing Tackle** International Show

March 20-24, 2002
 Phone: (+420) 5.4115.2520
 Fax: (+420) 5.4115.3066
mmlcak@bv.v.cz
 Mr. Milos Mlcak, Manager

→ FASHION FAIRS 2002

- Styl 2002**, Fall-Winter 2002/2003 Collection
- Kabo 2002**, International Footwear and Leatherwear Show

February 12-14, 2002
 Phone: (+420) 5.4115.2951
 Fax: (+420) 5.4115.3060
 Ms. Dagmar Telecka, Project Director

→ Travel Tips

→ ACCOMMODATION

- **Hotel Line Accommodation**
 Hotel Line provides accommodation services for groups and individuals in Prague, booking in any hotel in Prague, pick-up transportation from/to any airport or train station, and arranges guided city tours.

Zalovska 435
 181 00 Praha 1, Czech Republic
 Phone: +420.640.488.096
 Fax: +420.2.855.3394
www.hotelline.cz
 Mr. Zdenek Vesely

- **CzechWise**
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558 Burroughs Street
 Morgantown, WV 26505-3356
www.czechwise.com
 Mr. Vojtech Vagoun

→ ENTERTAINMENT, CULTURE

- **Prague Music News**
 Includes information and links to classical and jazz music, CDs, concerts and various Czech ensembles.
www.sdmusic.cz

- **Prague Information Service guide**
 Includes a complete schedule of cultural events in Czech, English and German.
www.pis.cz

→ WHERE TO EAT

- **Russkij Samovar "Русский Самовар"**
 An attractive restaurant with traditional Russian cuisine, regional specialties, caviar, sparkling wine, and live music.
 Dittrichova 25, Praha 2
 Phone: (+420) 2.2491.1507, Fax: (+420) 2.2491.1508
www.samovar.cz

- **Beer pub "V Celnici"**
 Home-style Czech cuisine, Czech beer and wine, live music, and art performances
 V Celnici 3, Praha 1
 Phone: (+420) 2.2423.5158, Fax: (+420) 2.2423.3246
www.daja-sluzby.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*

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*

Czech Center New York
Contact: Ms. Michaela Palkova, Phone: 212.288.0830 x.106, Fax: 212.288.0971, *palkova@pop.net*

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. Michal Korycanek, Phone: 310.473.0889 x.229 Fax: 310.473.9813, *losangeles@embassy.mzv.cz*

CzechInvest - U.S. Operations East
Contact: Ms. Hana Lasslerova, Phone: 312.245.0180, Fax: 312.245.0183, *lasslerova@czechinvest.org*

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*

CzechInvest - U.S. Operations West
Contact: Mr. Radomil Novak, Phone: 408.376.4555, Fax: 408.376.4557, *california@czechinvest.org*

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