



# czech trade focus

GOOD NEWS FROM CZECH COMMERCIAL OFFICES IN THE USA - APRIL 2002

## ECONOMIC OUTLOOK

### Czech GDP in 2001: Star Performance

The Czech Republic posted a higher-than-expected GDP growth in 2001, fuelled mostly by domestic consumption. The Czech Statistical Office (CSU) said the nation's GDP increased 3.6 percent in 2001, compared to 2.1 trillion CZK (or 58 billion USD) in 2000. It was the biggest jump in the key economic rate since 1996, when GDP rose 4.3 percent.

The latest increase mirrored a continuing economic turnaround following falling GDP rates in between 1997 and 1999, and an increase of 2.9 per cent in 2000.

The Statistics Office said that last year's growth was helped by a jump in consumer spending including a 14-percent hike in home-maintenance spending and a 39-percent increase in telecommunications spending, mainly mobile-phone related. In addition, business investment in machinery and equipment rose by 10 percent last year.

### Inflation Slowed Down In March

Consumer prices growth slowed in March to 3.7 percent annually, compared to 3.9 percent in the previous month. In monthly terms, consumer prices in March decreased by 0.1 percent, while in February there was a 0.2 percent rise. The slowdown was mainly due to lower prices in the categories of foodstuffs and beverages, services and leisure.

### Business Activity

Industrial output increased 5.8 percent on annual basis in February, suggesting that the strong currency is not yet hurting companies as much as they claim. Business sources say, though, that the latest

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appreciation of the crown has not had time so far to show up in production figures. Almost all industries increased production in February, except for textiles and leather manufacturing.

### Unemployment: Slight Decrease

Unemployment in the Czech Republic decreased in March to 9.1 percent from 9.3 percent in February. In March 2001, the unemployment rate stood at 8.7 percent. According to the Ministry of Labor, there are 471,000 people without a job in the country. The lowest unemployment remains in Prague and surrounding area - around 3 percent. The highest number of unemployed people comes from the coal-mining and heavy industry regions of North Bohemia and North Moravia. The absolutely highest local unemployment rate is the town of Most - almost 22 percent.

### Czech Crown Hits New Heights

The Czech crown continued to climb to fresh heights against the euro last week as renewed intervention by the Czech National Bank (CNB) hardly dented its upward surge. The crown passed the psychological threshold of CZK 30 to the euro on April 4, prompting fresh euro buying by the CNB. However, the crown shrugged off the intervention and hit a new high of CZK 29.90 on Friday, before retreating slightly above CZK 30. Analysts agreed that the CNB's best hope is to set an imaginary limit and stop the currency strengthening beyond that point. They also pointed that the CNB cannot weaken the crown unless it intervenes repeatedly.

## PAST EVENTS

### Prime Minister Zeman Promotes Trade Ties with North America

The Czech Prime Minister Milos Zeman and Mexico's president Vicente Fox promised to strengthen economic ties and exchange technological and business expertise. Mr. Zeman visited Mexico as part of his North America tour this month, which included Chicago, Los Angeles, and Miami.

While in the United States, Prime Minister urged for more investment projects by American businesses in the Czech Republic, urging the U.S. to become at least second largest investor after Germany.

He also met with Baxter, a leading pharmaceutical company, opened a trading day at the Chicago Mercantile Exchange, and visited the nation's biggest navy training base at Great Lakes, IL. Mr. Zeman also attended several social functions, such as the official business luncheon with premier businesses in Mid-West. The event was co-sponsored by the Czech Embassy in Washington and the Mid-America Committee. In Miami, Mr. Zeman met with most Czech Honorary Consuls in the United States, Florida State

and Greater Miami officials, and Florida economic development organizations.

Minister for Industry and Trade, Mr. Miroslav Greg, who accompanied the Prime Minister on his trip, and a trade delegation of 15 major Czech companies (see company profiles on page 4) had very productive meetings with representatives of a number of companies: Motorola, GM-Electro-Motive Division, Skoda Volkswagen, etc. They also attended several business seminars with partner trade associations, local manufacturers, and traders.

In Mexico, Prime Minister Zeman and President Fox signed agreements designed to secure investments and to increase commerce between the two nations. They said their countries could share knowledge on technological advances to encourage growth of small and medium-sized enterprises. Mr. Zeman praised Mexico's democracy and stability and dynamics of its economic development. He also labeled Mexico an attractive investment destination and called for more substantial capital flows between both countries.

## ANALYSIS: US - CZECH FOREIGN TRADE

## Background

Since 1990, the trade relations between the United States of America and the Czech Republic have been going through some of the most dynamic and thriving period in history. The U.S. has become the 8th most important trading partner, despite the geographic distance and the Czech Republic's increasing interconnection with the European Union. In the past decade, the trade volume has multiplied almost ten times, passing a 2 billion dollar milestone in 2000. Exports on both sides have been booming while excellent relations were also forged by an ever-increasing number of U.S. investors.

## Legislative framework

Trade and economic relations between Czech and U.S. enterprises are guaranteed and protected by the following bilateral agreements:

- > Agreement on Trade Relations (*signed in Washington on April 12, 1990, effective since November 17, 1990*)
- > Bilateral Treaty Concerning Reciprocal Encouragement and Protection of Investments (*signed in Washington on October 22, 1991, effective since December 19, 1992*)
- > Convention for the Avoidance of Double Taxation and the Prevention Fiscal Evasion (*signed in Washington on September 16, 1993, effective since December 23, 1993*)
- > Agreement Regarding Mutual Assistance between the Customs Authorities (*signed in Prague on May 7, 1991, effective since July 1, 1994*)
- > Open Skies Agreement (*signed in Prague on September 10, 1996, effective since September 10, 1996*)

## Trade Data

The combined statistics (comparison of national statistics on imports) shown below indicates the U.S. surplus of \$274 million in 2001.

U.S. statistics (U.S. Department of Commerce) (million dollars)				
	1999	2000	2001*	01/00 Change (%)
Czech exports to US	755	1069	1119	+5.8
Czech imports from US	592	689	649	-4.5
Czech surplus/deficit (-)	163	380	470	n/a
Czech statistics (Czech Statistical Office)				
Czech exports to US	621	800	1013	+26.6
Czech imports from US	1105	1352	1393	+3.0
Czech surplus/deficit (-)	-484	-552	-380	n/a
Combined statistics (comparison of national imports)				
US imports from Czech	755	1069	1119	+5.8
Czech imports from US	1105	1352	1393	+3.0
Czech surplus/deficit (-)	-350	-283	-274	n/a

\*...Preliminary

In 2001 Czech exports to United States totaled \$1.12 billion, reaffirming the trend of dynamic growth over the past decade. Industrial machinery, electrical machinery, office machines, and computer parts contributed almost 50 percent to the total Czech exports. Volumes of some new Czech export items such as electric capacitors, electrical switches, and telephone

and telecommunication equipment reflected the weak US demand in high-tech manufactured goods during 2001.

The most noticeable imports from the Czech Republic to the United States in 2001 include:

- > electric capacitors and electrical switches (\$91.7 mil.)
- > iron and steel, articles made of iron and steel (\$73.6 mil.)
- > glass and glassware products, beads, chandeliers (\$72.7 mil.)
- > passenger vehicles, tractors and streetcars (\$57 mil.)
- > office machines, automatic data processing and parts (\$56.1 mil.)
- > organic and inorganic chemicals (\$54.1 mil.)
- > pumps for liquids and fittings (\$51.3 mil.)
- > aircraft parts and turbojets (\$39.7 mil.)
- > electric motors and generators (\$36.7 mil.)
- > furniture (\$34.9 mil.)
- > machining centers and lathes (\$26.8 mil.)

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## COMPANIES & BUSINESS

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> A potential merger between **South African Breweries** and **Miller Brewing Company** could mean a boon for the Czech Republic's largest export brew, **Pilsner Urquell**. A merger with Miller, the second-largest beer producer in the United States, would likely improve Pilsner's reach into the lucrative U.S. market. Miller is among America's oldest beer makers and has a well-established distribution network. When South African Breweries (SAB) bought Czech brewing companies Plzensky Prazdroj (Pilsner Urquell) and Pivovar Radegast in 2000, it placed Pilsner at the top of its priority list for international brand building and cast its eyes on the U.S. market. The brewery shipped about a million cases of Pilsner, or about 85,000 hectoliters, to the U.S. market last year. SAB officials say they would like to see that increase by nearly 50 percent annually.

> Plzensky Prazdroj's domestic competitors, such as Budejovicky Budvar's **Czechvar Beer**, **Starobrnno**, **Staropramen**, or **Rebel** are also trying to squeeze into the tight U.S. market. Inspired by the Pilsner's remarkable aggressive strategy in the United States, leading Czech brewers plan on sending an additional 500,000 cases a year, which could push the Czech brew up in the rankings, especially in some regions (New York, North East, Chicago and Mid-West, Texas, and California).

> Government talks on the tender for the majority stake in Czech **Telecom** ended without a decision on the winner, but the Cabinet selected two out of the three candidates for further consideration. The consortia **Tele Danmark -Deutsche Bank-Blackstone Group** and **Swisscom-CVS Capital Partners-Spectrum Equity Partners** can submit new bids by April 26. According to Finance Minister Jiri Rusnok, none of the bidders offered the CZK 80 billion that the government wanted.

> **Skoda Auto**, complaining about the strong crown, announced a new round of cost cutting. CFO Klaus Wulf said that if profit is to remain at around last year's level (CZK 2.1 billion), Skoda will need to negotiate lower input prices, evaluate the need for certain investments and review its margins on individual markets. Skoda began full production of the Superb at its new CZK 6 billion Kvasiny factory in April

> **Bivideon**, which became a majority shareholder last year in **Ceske Radiokomunikace**, intends to split the company into two divisions: transmission and telecommunications. The split is part of Radiokom's restructuring and both divisions are currently devising strategic plans.

> **The Cabinet approved a proposed contract with Russia on repayment of a further \$300-400 million portion of the Russian debt in**

the form of supplying two or three An-70 airplanes, seven Mi-35 helicopters and spare parts.

> **CSA Czech Airlines**, which lost at least CZK 0.5 billion in business after 9/11, recovered strongly in the first quarter of this year. The airline recorded an 11 percent increase annually in passengers in January, 22 percent in February and 34 percent in March.

> EU Ambassador Ramiro Cibrian said he expected the **Czech Republic succeeds in getting more seats in the European Parliament**. The country was to get 20 seats, although Portugal and Belgium, which have a smaller population, have 22 each.

> **Oskar**, a new program launched by mobile network operator **Cesky Mobil**, now offers testing cards for sale and the option of unconditional return of telephones within 30 days of purchase.

> **Six Czech firms were included on the list of European top 500 technological companies** in terms of revenue growth between 1998 and 2000. **Schemantix** was the most successful Czech company, placing 98th on the list with a 516 percent growth rate.

> Minister Pavel Rychetsky announced at a press conference that the **Czech Republic needed to pass only 33 more laws to achieve a full harmonization with the EU legislation**. The harmonization is necessary prior the country's accession, which is hoped for on January 1, 2004.

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## INDUSTRY PROFILE: ELECTRONICS

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### Sector Statistics

- > Sales: \$4 billion (2000)
- > Number of producers: 400
- > Foreign-owned capacities: 60%
- > Share of total manufacturing output: 8%
- > Share of total goods exports: 16%
- > Number of employees: 120 thousand
- > Foreign capital since 1990: \$1.5 billion
- > "Euro Top 100" companies 100: 40%

### Research & Development

ON Semiconductor runs a 25-person analog IC design unit in Roznov pod Radhostem and shares its Applications Laboratory with 30 specialists from Motorola.

Rockwell Automation operates one of its four global Advanced Technical Laboratories in Prague, the only one outside the U.S.

Honeywell specializes in developing control software and tools at their R&D center in Prague.

Czech companies also design software for Vitatron, a Dutch subsidiary of Medtronic. Medtronic holds a 60 % share of the global heart pacemaker market.

### Major Investors

**LG. Philips Displays** started production of "Jumbo" and "Large" color TV picture tubes in Hranice na Morave in September 2001. In total, \$624 million will be invested and at least 3,250 new jobs will be created. The Czech Republic will thus become the first manufacturer of these types of color TV picture tubes in Central and Eastern Europe.

**Matsushita Television Central Europe** began production of color monophonic

televisions in Plzen back in 1997 and was one of the first strategic Japanese investors in the Czech Republic. In March 2000, they announced their intent to invest \$72.65 million in the Czech Republic to expand their existing plant to produce Panasonic color TVs. By 2005, some 1440 new jobs are to be created.

**Flextronics International** in 2000 announced their intent to build an industrial park in Brno zone. The amount of investment will exceed \$100 million and 3000 new jobs will be created. The new facility was built in record time -78 days -and contract electronics manufacturing was launched in November 2000.

Japan-based **Aoyama Seisakusho Co.** will build a new factory in the **Lovosice** industrial zone to produce automotive fasteners. Construction of the new plant will begin in September this year and should be completed in September 2003. Production is to be launched in 2004. Aoyama Seisakusho's project is now the third Japanese investment in the Lovosice industrial zone.

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## INVESTMENT UPDATE

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### Foreign direct investment reached almost \$5 billion

According to the Czech National Bank (CNB), the Czech Republic harbored \$4.916 billion of foreign direct investment during 2001. The final result is a far bigger than anybody estimated at the beginning of 2001. CNB said the speeded privatization of strategic companies and the realization of several projects announced in 2000 were key factor of the increased capital inflow. Philips and Matsushita were the most significant "green-field" projects. Most foreign investments went to automotive, electrical engineering, and chemical industries.

> **Baxter International Inc.** from Deerfield, IL, announced the locations of two new state-of-the-art facilities for the production of cell-culture derived and recombinant vaccines. The two facilities, located near Vienna, Austria, and Prague, Czech Republic, will allow the company to significantly expand its vaccine production capacity and provide for the larger-scale commercial launch of InFluJect in Europe beginning in 2004. Last year Baxter announced its plans to grow its vaccines business through the expansion of its vaccine manufacturing capability. The Czech unit will be located in **Bohumile**, approximately 19 miles east of Prague. Baxter recently acquired the site and partially completed facility through the purchase of assets belonging to the government-owned **SEVAC**. When completed and licensed, the facility is expected to employ approximately 200 scientific and technical professionals. The vaccines market is seen as a significant growth opportunity for Baxter because of the increasing world population, greater globalization and resulting increased risk of spread of disease, and threats of bio-terrorism. The company has completed Phase III clinical tests for the InFluJect vaccine in Europe and will pursue regulatory

approval in most EU countries in 2002 and 2003. Baxter also plans to initiate clinical trials for InFluJect in the United States in 2002.

> **Mitsubishi Electric Corporation** has decided to build its third plant in **Slany**, Central Bohemia. The company will invest almost CZK 0.5 billion in the plant, which will manufacture auto steering components, creating 120 new jobs.

> **Takada Industries** will build a new plant in **Louny** to produce precision functional components and auxiliary components used in multi-functional electronic switches, ignition switches, seat belts and shift levers for the automotive industry. Japanese company intends to invest around CZK 150 million. Louny Industrial Park's main advantage as the location of the new site was proximity to Prague, existing excellent infrastructure and neighborhood with Takada's best customer -- **Tokai Rika**, which is building their new factory in the same area. Takada Industries, established in 1968, is a major manufacturer of plastic components for the automotive industry.

> Works began on construction of a **PSA/Toyota** plant in **Kolin** (Central Bohemia) that should produce up to 300,000 low-cost cars per year for markets in Western, Central, and Eastern Europe. The investment, worth some euro 1.5 billion, is the largest single investment to date in the Czech Republic. The plant will employ some 3,000 people and according to government estimates, up to 10,000 jobs altogether through services and suppliers. The cars will be built on a new platform, jointly developed by the two companies. They will be small, four-seat models representing the cutting edge technologies in road safety, reliability, environmental protection and urban mobility. The cars will be equipped with 1-liter gas and 1.4-liter diesel fuel-efficient engines.

> Japanese-based **TRIS** is building a new plant in **Lovosice**, which will at the same time serve as the company's European headquarters. Total investment should reach \$4 million and employ some 100 people over three years. The launch of carbon brushes production for automotive

industry is planned in January 2003. **Aisan, Denso, Bosch, Delphi and Visteon** will be among main customers of TRIS' new Czech facility.

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CZECH COMPANIES LOOKING FOR PARTNERS, REPRESENTATIVES, IMPORTERS, DISTRIBUTORS

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### Artglass

A Czech manufacturer offers the unique art >GLASS FIGURES AND FLOWERS<. The firm has original authorized design. All products are handmade.

Brafova 25  
Trebic, Czech Republic  
Phone/Fax: (+420) 428.389.439  
[artglass\\_cz@hotmail.com](mailto:artglass_cz@hotmail.com)  
[www.artglass.cz](http://www.artglass.cz)  
Mr. Milos Horinek

### Athos Travel Prague

provides a >PERSONALIZED AND FRIENDLY TRAVEL SERVICE< to the visitors arriving to Prague in English, Spanish, Russian, Czech, and German. Athos can also arrange other travel related services and accommodation.

Na Morani 5  
120 00 Praha 2, Czech Republic  
Phone: (+420) 2.2492.1485  
Fax (+420) 2.2492.2452  
[www.athos.cz](http://www.athos.cz)  
[www.accommodation.cz](http://www.accommodation.cz)  
Ms. Myslivcova

### CrossWorld Cervený Advertising

A >FULL-SERVICE ADVERTISING AGENCY<, member of international network, offers services for your publicity in the Czech and Slovak Republics.

Revolucni 25  
110 00 Praha 1, Czech Republic  
Phone: (+420) 2.4446.6959  
Fax: (+420) 2.4446.1303  
[crossworld@volny.cz](mailto:crossworld@volny.cz)  
Mr. Tomas Jedlicka

### CSP System

is a supplier of high quality >WOODEN TOYS AND DECORATIVE PRODUCTS< seeks a sales representative for the American market.

Dalecin 140  
592 41 Dalecin, Czech Republic  
Phone: (+420) 602.591.006  
Fax: (+420) 505.573.200  
[honza\\_jelinek@seznam.cz](mailto:honza_jelinek@seznam.cz)  
Mr. Honza Jelinek

### Ferrcomp

A producer of >SMALL AND MEDIUM-SIZE WELDED STEEL CONSTRUCTIONS<. Key production program items include production of parts of building cranes and building machines.

Revolucni 272  
739 11 Frydlant, Czech Republic

Phone: (+420) 658.424.202  
Fax: (+420) 658.424.914  
[david.lipovsky@ferrcomp.cz](mailto:david.lipovsky@ferrcomp.cz)  
[www.ferrcomp.cz](http://www.ferrcomp.cz)  
Mr. David Lipovsky

### Hakel

A manufacturer of >LIGHTING CURRENT ARRESTERS, ARRESTERS FOR PROTECTION OF POWER SUPPLY SYSTEM, SURGE PROTECTION DEVICES FOR PROTECTION OF DATA AND INFORMATION SYSTEMS, HIGH FREQUENCY FILTERS<, devices for protection of aerial systems and insulation level drop detectors is looking for distributors.

Bri. Stefanu 980  
500 03 Hradec Kralove  
Czech Republic  
Phone: (+420) 495.401.321  
Fax: (+420) 495.541.816  
[magusin@hakel.cz](mailto:magusin@hakel.cz)  
[www.hakel.cz](http://www.hakel.cz)  
Mr. Ales Magusin

### Hybler

Czech producer of >COTTON FABRIC –BED SETS, TABLE CLOTHES, TEXTILE AND TECHNICAL FABRIC<-- is looking for business representation in the U.S.

Bavlnarska 137  
513 17 Semily, Czech Republic  
Phone: (+420) 431.621.214  
Fax: (+420) 431.621.202  
[export-import@hybler.cz](mailto:export-import@hybler.cz)  
[www.hybler.cz](http://www.hybler.cz)  
Mr. J. Karpisek

### Keramik Studio Kout

Studio Kout is able to >EMBOSS VIRTUALLY ANY DRAWING, IMAGE, TEXT OR LOGO ONTO CLAY RELIEF<. This exceptional offer allows you to represent your company in a very professional and unusual way. Studio KOUT also offers: (1) addition of your logo onto the front /rear side of an existing design; (2) development of a new design; (3) transfer of requested images or drawings. Milan Kout's artistic approach is based on his deep knowledge of raw ceramic materials, their shaping and technical possibilities. The unique character of his work consists of mastering the technologies, which lend lightness and elegance to his ceramics. The simple shape of his works is enhanced by the plastic and optical quality of its surface.

Oblanov 20  
541 01 Trutnov, Czech Republic  
Phone: (+420) 777.036.036  
Fax: (+420) 439.828.212  
[kout@studio-kout.com](mailto:kout@studio-kout.com), [sales@studio-kout.com](mailto:sales@studio-kout.com)

[www.studio-kout.com](http://www.studio-kout.com)

### Neria

A machinery company offers free capacity for >DIVIDING, FORMING AND WELDING< of various materials.

Vinarska 2  
693 01 Hustopece u Brna, Czech Republic  
Phone: (+420) 626.411.271  
Fax: (+420) 626.411.231  
[info@neria.cz](mailto:info@neria.cz)  
[www.neria.cz](http://www.neria.cz)  
Mr. Jaromir Koppl

### Pyrocool Eastern Group

A firefighting equipment company offers >PYROCOOL EXTINGUISHING SPRAY< 400ml that is able to extinguish solid and liquid flammable materials and electrical equipment up to 1000V voltage.

Bozeny Nemcove 5  
121 48 Prague 2, Czech Republic  
Phone: +420-2.2426.3102-4  
Fax: (+420) 2.2426.2217  
[r.kopecky@pyrocool.com](mailto:r.kopecky@pyrocool.com)  
[www.pyrocool.com](http://www.pyrocool.com)  
Mr. Rene Kopecky

### Universal Company

A Czech company offers >HOT AND COLD-WATER METERS, ACCESSORIES AND NON-RETURN VALVES<.

Kvitkova 611  
760 01 Zlin, Czech Republic  
Phone/Fax: (+420) 67.722.2080  
[trade@universalcompany.cz](mailto:trade@universalcompany.cz)  
[www.vodomery.info](http://www.vodomery.info)  
Mr. Roman Michalovic

### UVB Technik

manufactures >INSTRUMENTS FOR MEASUREMENT OF ROLLING COLD STEEL STRIPS<. All of the products are of a high quality and ISO 9000-9004 certified. These products were also awarded at the International Metalurgical Fair in Ostrava in 1996 and 2001.

Ostravska 79A  
748 01 Hlucin, Czech republic  
Phone: (+420) 69.504.4444  
Fax: (+420) 69.504.4700  
[jana.d@uvbtechnik.cz](mailto:jana.d@uvbtechnik.cz)  
[www.uvbtechnik.cz](http://www.uvbtechnik.cz)  
[www.thickness-gauge.com](http://www.thickness-gauge.com)  
Ms. Jana Dedicova

### ZPS Prefix

ZPS is the only producer of >SVIT BRAND - WORLD WIDE WELL KNOWN SHOEMAKING MACHINES<. Among its

products belong special machines suitable for various types of shoemaking lines. The company is looking for new representatives in USA.

Jasenice 1254

755 37 Vsetin, Czech Republic  
Phone/Fax: (+420) 657 423 407

[sales@prefix.cz](mailto:sales@prefix.cz)  
[www.prefix.cz](http://www.prefix.cz)

Mr. Martin Skrabanek, Sales Department

## NEW CZECH PRODUCTS AND SERVICES IN THE U.S.

### APEX Trading

has been importing food products and beverages into the United States since 1991. The assortment includes products for both processing industry and retail. Among major imported commodities are: >CHEESE, BUTTER, MILK POWDERS, CONDENSED MILK, WHEAT GLUTEN, JAMS AND PRESERVES, CANNED FRUITS AND VEGETABLES, CONFECTIONARY, HOPS, AND BEVERAGES<. As the newest addition to its retail line, Apex has recently started importing famous >“ZNOJMIA“ PICKLES<.

Mr. Jiri Rais  
710 Holly Court  
Norwood, NJ 07648  
Phone: 201.750.7380  
Fax: 201.750.7381  
[jdrais@optonline.net](mailto:jdrais@optonline.net)

### Sherpa USA – Product Showroom

Sherpa is a Czech-based >MARKETING FIRM, REPRESENTING VARIOUS CZECH MANUFACTURERS< seeking their customers in North America and EU countries. We also help foreign buyers to identify interesting and reliable suppliers in the Czech Republic. Sherpa introduces a new online showroom at [www.sherpa.cz/inshow](http://www.sherpa.cz/inshow), which displays numerous first-class Czech products and provides data about featured products and their manufacturers.

Na Hrebenkach 3064/80  
150 00 Prague 5, Czech Republic  
Phone: (+420) 604.505.360  
Fax: (+420) 2.5161.1983  
[sherpa.usa@sherpa.cz](mailto:sherpa.usa@sherpa.cz)  
[www.sherpa.cz](http://www.sherpa.cz)

## FEATURED TRADESHOWS AND EXHIBITIONS

### INVEX 2002 - International Fair of Information and Communication Technology

October 7 – 11, Brno - Exhibition Center  
12th Invex is an information portal attracting the attention of the entire ICT industry every year is growing along with the presentation of technological innovations.

Mr. Tomas Uherek, Project Director  
Phone: (+420) 5.4115.2849  
Fax: (+420) 5.4115.3057  
[tuherek@bvv.cz](mailto:tuherek@bvv.cz)

### PYROS - International Fair of Fire Fighting Equipment

October 22 - 25, Brno - Exhibition Center  
The security-related tradeshow have a long tradition at the Brno Exhibition Center. PYROS is a part of renowned series featuring also IDET - International Exhibition of Defence and Security Technology and INTERPROTEC - Personal Protective Equipment, Health and Safety at Work.

Mr. Karel Torn, Project Director  
Phone: (+420) 5.4115.3272  
Fax: (+420) 5.415.3054  
[pyros@bvv.cz](mailto:pyros@bvv.cz), [interpret@bvv.cz](mailto:interpret@bvv.cz), [idet@bvv.cz](mailto:idet@bvv.cz)

### WELDING + FOND-EX + SIMET + TEX-TEC

October 22 - 25, Brno - Exhibition Center  
A joint event featuring four highly specialized fairs belongs to the best in Europe. **WELDING** reflects up-to-date trends in welding industry and associated branches. Started in 1972, **FOND-EX** has established itself as the most important showroom for foundries in Europe. **SIMET** is designed for small and medium-sized businesses and craftshops; it also presents a wide range of products for DIY people. **TEX-TEC** represents the most important tradeshow in textile engineering in Central and Eastern Europe.

### WELDING, FOND-EX

Ms. Alena Kulisova, Project Manager  
Phone: (+420) 5.4115.3297  
Fax: (+420) 5.4115.2992  
[akulisov@bvv.cz](mailto:akulisov@bvv.cz)

### SIMET, TEX-TEC

Ms. Lenka Bednarova, Project Manager  
Phone: (+420) 5.4115.2927  
Fax: (+420) 5.4115.2992  
[lbednar@bvv.cz](mailto:lbednar@bvv.cz)

### WATCHES & JEWELLERY 2002

September 19 – 22, Prague Exhibition Grounds  
11th Annual Tradeshow specializes in wrist watches, wall clocks, hall clocks, special timepieces and apparatuses, jewelry made from precious metals, precious stones, semi-precious stones, top quality artificial jewelry, antiques made of precious materials, tools for goldsmiths and watchmakers.

Mr. Jitka Hanusova, Project Director  
Phone: (+420) 2.2010.3462  
Fax: (+420) 2.3337.7217  
[j.hanusova@incheba.cz](mailto:j.hanusova@incheba.cz)

### Major Organizers

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

### BVV

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

### INCHEBA PRAHA

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

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**CZECH COMMERCIAL OFFICES IN THE UNITED STATES**

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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 part of the West)

Contact: Ms. Veronika Lukasova, Phone: 202.274.9104,  
Fax: 202.244.2147, [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)

**Consulate General in Los Angeles:** Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming (western portion of the West).

Contact: Mr. Michal Korycanek, Phone: 310.473.0889 x.229 Fax:  
310.473.9813, [losangeles@embassy.mzv.cz](mailto:losangeles@embassy.mzv.cz)

**Consulate General in New York:** Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont (Northeast).

Contact: Mr. Jaroslav Remes, Phone: 212.717.5643  
Fax: 212.717.5064, [consulate.newyork@embassy.mzv.cz](mailto:consulate.newyork@embassy.mzv.cz)

**CzechTrade - Chicago Office**

Contact: Ms. Jana Sevcikova, Phone: 312.644.1790,  
Fax: 312.527.5544, [sevcikova@czechtrade.tpo.cz](mailto:sevcikova@czechtrade.tpo.cz)

**CzechTrade - Miami Office**

Contact: Mr. Roman Matyas, Phone: 305.261.6313,  
Fax: 305.261.6314, [matyas@czechtrade.tpo.cz](mailto:matyas@czechtrade.tpo.cz)

**Czech Center New York**

Contact: Ms. Michaela Palkova, Phone: 212.288.0830 x.106, Fax:  
212.288.0971, [palkova@pop.net](mailto:palkova@pop.net)

**CzechInvest - U.S. Operations East**

Contact: Ms. Hana Lasslerova, Phone: 312.245.0180,  
Fax: 312.245.0183, [lasslerova@czechinvest.org](mailto:lasslerova@czechinvest.org)

**CzechInvest - U.S. Operations West**

Contact: Mr. Radomil Novak, Phone: 408.376.4555,  
Fax: 408.376.4557, [california@czechinvest.org](mailto:california@czechinvest.org)

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**SUBSCRIPTION INFORMATION**

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