

# Czech Trade Focus

*Good News from the Czech Commercial Offices in the United States / April 2003*

Focused on Czech Defense Industry    Beads, beads, beads    Tips for Business Travelers  
New Industrial Partner Search    Upcoming events    Czech Airlines celebrates 80 years of service

---

## CZECH ECONOMIC OUTLOOK

---

### Main Czech economic indicators in 2002 (y-b-y comparison)

Gross Domestic Product:	+ 2.0 %
Construction:	+ 2.5 %
Consumer prices:	+ 0.6 %
Inflation rate:	+ 1.8 %
Trade balance (e-o-y CZK bn):	- 74.5 % (USD 2.48 bn)
Unemployment (end of y):	+ 9.8 %
Export:	- 1.4 %

Import:	- 4.3 %
Foreign Direct Investment:	+ 8.4 bn USD
Retail revenues:	+ 2.9 %
Industrial production:	+ 4.8 %
State budget (e-o-y CZK bn):	- 45.7 % (USD 1.52 bn)

### Bilateral Czech – U.S. Trade in 2002

U.S. imports	\$ 1,232.2 million (U.S. statistics)
U.S. exports	\$ 1,328.9 million (Czech statistics)

---

## MR. MILAN URBAN – THE NEW MINISTER OF INDUSTRY AND TRADE

---

Mr. Milan Urban was appointed the new minister of Industry and Trade of the Czech Republic in March 2003. Prior to his appointment as a Minister for Industry and Trade, Mr. Milan Urban held the position of Chairman of the Social Democratic Club in the Parliament of the Czech Republic (since 2002). In his previous parliamentary term (1998 – 2002), Mr. Urban played a key role in shaping the Czech economic environment. He was a member of the permanent commission for the supervision of the banking sector and a member of the Supervisory Council of the Czech Consolidation Agency. Mr. Urban is the successor of Mr. Jiri Rusnok.

---

## UPCOMING EVENTS

---

### CEEBIC Seminar

#### “Paving the Way to the European Union”

April 22, 2003 / 2-4 PM Business Briefing / 4-6 PM Reception with Ambassadors / Featuring the Czech Republic, Hungary, Poland, the Slovak Republic, Slovenia

In light of the signing of the EU Accession Treaty on April 16, 2003, the Central and Eastern Europe Business Information Center (CEEbic), in cooperation with the embassies of the Czech Republic, Hungary, Poland, the Slovak Republic, and Slovenia, will feature a seminar covering the economic issues resulting from the EU accession.

Central and Eastern Europe Business Information Center  
USA Trade Center, Ronald Reagan Building  
1300 Pennsylvania Avenue, NW  
Mezzanine Level  
Washington, DC 20230  
Tel: (202) 482-2645

To register, please contact CEEbic, Ms. Leah Markowitz, Fax: 202-482-3898, E-mail: [ceebic@ita.doc.gov](mailto:ceebic@ita.doc.gov).

### Czech Business Mission to Visit Seattle, Vancouver and Anchorage

Seattle (May 19 – 29), Vancouver (May 21) and Anchorage (May 22 – 23) 2003

A business mission lead by Mr. Stanislav Kazecky, President of the Confederation of Industry and Transport, the Czech Republic's largest business association, is scheduled to visit Seattle (May 19 – 29), Vancouver (May 21) and Anchorage (May 22 – 23). The major interest of companies participating will include industrial partnerships with U.S. companies in aerospace, public transport, engineering and environmental technologies. For profiles of participating companies (after April 25, 2003), please contact Commercial Office of the Czech Consulate General of the Czech Republic in Los Angeles.

### U. S. Trade Mission to the Czech Republic

April 28 - 30, 2003

The U.S. Department of Commerce and the U.S. Commercial Service of the U.S. Embassy in Prague are organizing a Trade Delegation Mission to the Czech Republic and Slovakia on April 28 - 30, 2003. The mission will be recruited from the following

industries: machine tools & industrial process control, water & waste water treatment, telecommunications, defense & security, materials handling equipment, food processing equipment. For more information and application materials, please contact Mr. David Kotler of U.S. Commercial Service U.S. Department of Commerce, U.S. Commercial Service, USEAC Pittsburgh

1000 Liberty Avenue, Suite 2002  
Pittsburgh, PA 15222  
Tel.: (412)935-5050  
Fax: (412)395-4875  
[david.kotler@mail.doc.gov](mailto:david.kotler@mail.doc.gov)  
Mr. David Kotler, Trade Specialist

## CZECH PRESENCE AT THE WESTEC 2003

"Outsourcing? Manufacturing Overseas? Locating to Europe? Czech It Out!" was the theme of the Czech participation at the WESTEC engineering show, held April 24 - 27, in the Los Angeles Convention Center. Organized by the Czech Ministry for Industry and Trade and the Czech Commercial Offices in the U.S., the purpose of the renewed participation at the show was to enhance the good reputation of Czech engineering and machine tools in the Western region of the U.S.

U.S. importers of Czech machine tools including Erwin Junker (grinding machines), ZPS- CNC USA Inc. (vertical and horizontal centers), Pilsen Imports Inc. (vertical lathes with automatic pallet exchange system) and Omnitrade Machinery (vertical machining

centers, milling and drilling machines, horizontal boring mills, milling and machining centers), were present at the Czech display. Czech Commercial Service representatives were able to collect numerous inquiries on OEM manufacturing and industrial materials supplies.

In 2004, the Czech Republic will be participating at the WESTEC again, as well as at the Manufacturing Week in Chicago. In the meantime, you are welcome to address inquiries to the Czech commercial representative offices in the U.S. In addition, interested parties can receive a free CD ROM guide to Czech-made machine tools.

## FOCUSED ON THE CZECH DEFENSE INDUSTRY

### History

The Czech Republic has a long history of producing high quality aircraft, heavy equipment, and sophisticated technologies for radar. When the Czech Republic became a NATO member in 1999, the Czech defense industry was forced to diversify and seek dual-use technologies to expand its potential market. As the defense industry underwent substantial privatization and changes in the past decade, a new generation top quality defense products are available. The conversion program has considerably altered once huge defense industry in the Czech Republic. Whereas arms production totaled 427 mil. USD in 1988, it has gradually fallen to 58 mil. USD in 1996, but then rose steadily to reach 186 mil. USD in 2002. The industry is now oriented to more sophisticated weaponry such as passive surveillance and location systems (famous anti-stealth sensor systems that used to be called "Tamara"), the means used in detection of biological and chemical warfare, small arms, light weapons, and ammunition and sub-sonic airplane L-159.

In the area of international control of armament production and export, the Czech Republic is signatory to the Nuclear Nonproliferation Treaty, to the Convention on Banning and Destruction of Biological and Toxic Weapons, to the Chemical Weapons Ban Convention and is a member of the Nuclear Suppliers Group. All these agreements have become an integral part of the Czech legal system. An effective system of controls has been created in the Czech Republic for the armament export (41 mil. USD in 2002), which involves applying licensing procedures enacted by the Czech Licensing Office of the Ministry of Industry and Trade in direct coordination with the Ministry of Foreign Affairs, Ministry of Defense, and Ministry of the Interior of the Czech Republic.

### Czech Defense Industry products

- Pilot training system and light fighters
- Small transport aircraft

- Airport radar and radio target identifiers
- Radio communication, VHF, and aircraft radio stations and telecommunications complexes
- Infantry and army engineer ammunition
- Heavy-duty trucks
- Means used in the detection of biological and chemical warfare
- Means of personal protection against nuclear and chemical weapons
- Explosives, powders, and solid fuel for missiles.

### Association of Defense Industry

The Association of Defense Industry of the Czech Republic, established in June 1997, has more than 100 members. For further information on the Czech defense industry contact:

Association of the Defense Industry of the Czech Republic  
Rytirska 8  
110 00 Praha 1  
Phone: (+420) 224 235 320  
Fax: (+420) 224 235 319  
[aop@mbox.vol.cz](mailto:aop@mbox.vol.cz)  
[www.czech-aop.cz](http://www.czech-aop.cz)  
[www.vtue.cz/aop](http://www.vtue.cz/aop)  
Mr. Jiri Hynek, President  
Mr. Vratislav Vajnar, Managing Director

### Defense industry tradeshow IDET 200, 28 - 30 April, Brno, Czech Republic

During its ten-year history, the International Exhibition of Defense and Security Technology and Special Information Systems has become the largest Central European specialized exhibit for the defense industry. IDET has shown itself to be successful in attracting the latest technology, intelligent weapons systems, and defense information systems.

At the previous IDET 2001, exhibitors from seven countries (France, Italy, Germany, Norway, Poland, Russia and Slovakia) took part in national exhibits. There were also representatives of 290 companies from 23 countries. IDET 2001 broke all visitor records with 16, 487 domestic and foreign visitors. IDET 2001 was visited by official military delegations from Italy, France, Greece, Hungary, Poland, Russia, Slovakia, Sri Lanka, Sweden and Turkey. NATO Military representatives from Brussels also attended, as did representatives of SHAPE, Partnership for Peace. This year's IDET seems to surpass the last edition in terms of exhibits, technology on display, and expected number of visitors.

### Czech products available in the United States

#### Pistols by CZ-USA

CZ products are imported exclusively by CZ-USA, a wholly owned subsidiary of the parent company, Ceska Zbrojovka a.s. Uhersky Brod, (CZUB) of the Czech Republic. CZ firearms are available through the CZ-USA headquarters and warehouse facility based in Kansas City since 1998 (distribution, warranty work and repair work). Factory trained sales staff and warranty repair station personnel are available to assist all customers from 8:30 am - 5:00 pm, Monday through Friday, Central standard time. Among the products available are CZ 75 B 9mm, CZ 75 CHAMPION, CZ 75 KADET pistol .22 cal., CZ 550 Lux, CZ 550 Safari Magnum, CZ 452 Training rifle and SLAVIA 631. Feel free to contact directly master gunsmith Mike for more details at [gunsmith@cz-usa.com](mailto:gunsmith@cz-usa.com)

#### **CZ-USA**

P.O.Box 171073  
Kansas City, KS 66117-0073  
Phone: 913-321-1811  
Fax: 913-321-2251  
Toll free: 1-800-9554486  
[info@cz-usa.com](mailto:info@cz-usa.com)  
[www.cz-usa.com](http://www.cz-usa.com)  
Ms. Alice Poluchova, Vice President

#### Ammunition by Sellier & Bellot USA Inc.

Sellier & Bellot, a joint-stock company, ranks among the leading engineering companies in the Czech Republic. Moreover, the Company maintains significant positions on European and overseas markets, where more than 70% of its production is being exported. During its 177-year history, the company has undergone some profound changes, however, it has always maintained its exclusive position even under adverse external conditions. At present, Sellier & Bellot JSC together with its subsidiaries - Sellier & Bellot Trade JSC, and Sellier & Bellot stroje, Ltd. - deals with research & development, manufacturing and distribution of ammunition, pyrotechnic products, special equipment, tooling and gauges, packaging, filling and other special purpose machines.

The range of products supplied by the company includes the following types of ammunition commodities:

*shot shells for target and hunting*  
*centrefire rifle cartridges*  
*handgun ammunition*  
*rimfire cartridges*  
*pig-slaughtering gun cartridges*  
*testing cartridges*  
*military small arms ammunition*  
*blasting components (such as: detonating cords, safety fuses, detonators, etc.).*

Tooling production, including precision engineering products, is focused on the following sectors:

*pressing, forming and cutting tools*  
*dies and die blocks*  
*cutting and clamping tools*  
*press moulds for plastic materials*  
*gauges and gauging equipment*  
*precision engineering parts and equipment*

Sellier & Bellot products have always been noted for their high quality, precision, reliability and safety in use. They achieved outstanding success in the 2000 Olympic Games. Among them you would hardly find anyone who was not aware of the Sellier & Bellot trademark. Generations of Czech huntsmen owe this trademark for their extraordinary hunting pleasure. Among Czech sportsmen, closely co-operating with the Company, you can find Olympic winners, world and European champions, and World Cup winners (see summary of the results achieved at the championships with Sellier & Bellot shotgun ammunition). In 1988, the Company set up a permanent sporting and hunting marksmanship exhibition which is located in the Museum at Chateau Vlašim. It is an unique exhibition of its kind not only in the Czech Republic but also in Europe and throughout the world. Sellier & Bellot is also a member of The Association of European Manufacturers of Sporting Ammunition (AFEMS).

#### **SELLIER & BELLOT USA**

P.O. Box 7307  
Shawnee Mission, Kansas 66207  
tel: 913/664-5933,  
toll free: 1800/960.2422  
fax: 913/664-5938  
[ceq@sb-usa.com](mailto:ceq@sb-usa.com)  
[www.sb-usa.com](http://www.sb-usa.com)  
Ed Grasso – Presiden

---

## INVESTMENT UPDATE

### **FDI in 2003**

According to the Czech National Bank, the Czech Republic has attracted foreign direct investment for the year 2002 worth a record (8.437 billion USD). Among the biggest investors, which traditionally have been Germany and the Netherlands, there has been a major rise in investment from Japan. This year an increasing interest in greenfield manufacturing investments

is expected. The bulk of investment will continue to shift towards expansions and reinvestment.

### **CzechInvest priorities in 2003**

Priority sectors for the Czech foreign investment promotion agency CzechInvest are microelectronics, biotechnology and pharmaceuticals, R&D and technology centers in electronics, aerospace, medical technology, automotive industry and precision

engineering. In the period between 1992 - 2002, CzechInvest completed a total of 219 investment projects, representing an investment volume of USD 6.8 billion. Thanks to these projects, a minimum of 63,367 of jobs shall be created in the Czech Republic.

#### **New Japanese investment in Pilsen**

Daikin Industries Ltd. decided to build their new production plant in Pilsen. The project will initially reach 10 million Euros and provide 100 jobs. Daikin Industries Ltd. will extend their series production of mainly commercial-use air conditioners in the industrial zone in Pilsen. Production is planned to start in April 2004. With the installation of a state-of-the-art technological cycle, Daikin will be employing approx. 100 employees in the initial phase. "We chose the Czech Republic as the location for our investment mainly due to its ideal position in Central Europe. Of course, the low wage costs and broad supplier base also played a role in the decision," commented Jiro Tomita, General Manager of Daikin Europe. Daikin Industries Ltd. is a global leader in the manufacture of modern air-conditioning technology. The company is also one of the world's leading chemical manufacturers.

#### **Czech suppliers to multinationals**

Most successful suppliers to foreign investors in the CR were awarded by the Ministry for Industry and Trade:

**MECHANICAL ENGINEERING**  
CZ Strakonice, Automotive, Ronas

**ELECTRONICS**  
BTV plast, s.r.o., KES - cabel and electric systems, Okula Nýrsko a.s.

**AUTOMOTIVE SUPPLIERS**  
Galvia, Gemi Czech, Kasko  
Foreign investors share of industrial production in the Czech Republic reaches nearly 50%, while their share of exports is at about 70%. The share of supplies sourced locally has considerably increased.

#### **Czech Supplier Development Program**

The Czech Supplier Development Program was created in reaction to the demands of foreign investors for linkage with high-quality domestic suppliers in the Czech Republic. The program's aim is to raise the competitiveness of Czech suppliers among other sectors to the automotive and machine tool

industries, health care, biotechnology and aerospace. The local content of procurement by the multinationals continues to rise. The data for 2001 show a rise of 14%, and KPMG estimates this figure to be 21% in 2004. The Czech Supplier Development Program is closely linked to the investment incentives scheme for investors in the Czech Republic. CzechInvest offers incoming investors assistance in searching for potential suppliers as part of its standard package of assistance. The on-line database accessible on CzechInvest's website contains contact information for nearly one thousand Czech suppliers from all sectors.

#### **U.S. Laird Technologies in the CR**

The U.S. company Laird Technologies has decided to expand into the Czech Republic. Laird company is investing into a new facility and design center in Liberec to manufacture electromagnetic interference shielding components for the European IT and telecom industry. After evaluating the business climate in Central Europe, the Czech Republic became the preferred choice. Among the key factors for choosing the Czech Republic was its proximity to the main EU markets, excellent transport infrastructure, and sufficient source of qualified technicians, university graduates. One of the attractions of Liberec is the presence of a Technical University. "This proposed investment in the Czech Republic," said Martin Rapp, CEO of Laird Technologies, "is consistent with our long-term strategy and is an important part of our positioning the company for future success". Laird Technologies is the world's leading producer of EMI/RFI shielding materials and related products for the telecommunications, computer, electronics, networking equipment, automotive, aerospace, defense, and medical equipment industries.

#### **Matsushita investing in a development center in Pilsen**

The Japanese Matsushita Corp. will considerably extend its activities in the Czech Republic. Its subsidiary Matsushita Television Central Europe, s.r.o. is investing in the expansion of a technology center of its color television plant in Plzen. "This project already expects the upcoming Czech Republic's accession to the EU, and therefore the extension of our existing innovation activities in Plzen is so strong," says Tadanori Asahi, deputy executive director of Matsushita Television Central Europe. MTE is a wholly owned subsidiary of Matsushita Electric Industrial Co., Ltd., a Japanese group whose products (consumer electronics) are well known under the brand names Panasonic, National, Technics and Quasar. MTE currently employs 1,721 workers. In 2001, its turnover amounted to \$4 billion. Most products of the Czech plant are exported to the EU.

---

## **BEADS, BEADS, BEADS**

---

#### **History of JABLONEX**

Glassmaking started in Jablonec upon the river Nisa at the beginning of the 16<sup>th</sup> century. Glassmaking was a prosperous business in this rather poor area that provided raw materials and adequate supplies of wood from the neighboring large forests. In the 19<sup>th</sup> century, the flourishing glassmaking industry spread the name of Jablonec to China, India and Africa. The quality, low price, workmanship, surface finish and design made it possible for Jablonec jewelry to compete with beads made in Venice, Bavaria and Thuringia. Exports from Jablonec made 90% of the overall glass

export from the former Austria-Hungarian Empire in 19<sup>th</sup> century. The economic crisis of the beginning of the 20<sup>th</sup> century affected the Jablonec production only marginally, but WW II. had negative results on the exports that only slowly resumed their prewar level after 1945. The exports further expanded after 1990. Today, Czech jewelry again holds its dominant position in the world's markets.

Specialized jewelry designers' and glass making schools have been established in the region - The Costume Jewelry School in Jablonec nad Nisou, the Glass School in Turnov. The number of top designers,

currently working with the most important manufacturers and suppliers to Jablonec such as Bizuterie Ceska Mincovna, Ornela, Zeleznobrodské sklo, Sklenena Bizuterie, Liglas a Granat, are graduates of these institutions.

#### **Bijoux de Boheme in U.S. and Canada**

offers a wide range of glass and metal fashion jewelry, beads, buttons and semi-finished products. With headquarters located in Jablonec, Jablonex is the largest exporter of Czech jewelry and fashion accessories. For the North American market, the products are available through offices in New York City and Toronto.

Both offices frequently organize fashion shows for their clients. [jbxcad@attcanada.ca](mailto:jbxcad@attcanada.ca)

Bijoux de Boheme by Jablonex Inc.  
10 East, 40th Street, Suite 3405  
New York, NY 10016  
Tel + 1212/7259846  
Fax + 1212/6838516  
cell: + 1/646/2796613  
[jablonex@msn.com](mailto:jablonex@msn.com)  
[www.jablonex.cz](http://www.jablonex.cz)

JABLONEX Canada Inc.  
25 Signal Hill Avenue, Unit 2  
Rexdale, Toronto, Ont. M9W 6V8  
Toronto  
Tel + 1/416 / 675 1326  
Fax + 1/416 / 675 4567

### Products of JABLONEX

Costume Jewelry: Glass Beaded Jewelry, Rhinestone Jewelry, Wooden Jewelry, Rosaries, Buttons

Beads: Fire Polished, Pressed Beads, Imitation Pearls, Atlas Beads, Lamp Beads, Wooden Beads, Seed Beads (Rocailles), Bugles - Twisted Bugles, 2 Cut Beads, 3 Cut Beads

Imitation Stones: Chaton Roses, TTC Stones, Lamp Stones, Pressed Cabochons, Stones in Settings, Rondells

Components: Rhinestone Chains, Plastic Bandings, Metal Bindings, Fancy Bandings, Ribbons and textile Trimmings

Christmas Tree Ornaments, and Artificial Flowers

Gift Items: Glass Flowers, Crystal Cut Glass, Perfume Bottles, Paper Weights, Table Glass, Glass Plaques

Genuine Bohemian Garnet Gold and Silver Jewelry

## CZECH TRADE INTRODUCES NEW SERVICE - CZECH INDUSTRIAL PARTNER SEARCH (CIPAS)

If you are interested in an industrial partnership with companies in the Czech Republic in production, development or capital investment for long-term and profitable industrial cooperation, the new service of CzechTrade can help you with the Czech industrial partner search. CzechTrade can provide contacts without publishing the name of your company and without employing costly consultants. The CIPAS Inquiry form can be downloaded from [www.supplier.cz/cipas/files/cipas.zip](http://www.supplier.cz/cipas/files/cipas.zip)

### The main advantages of the new CIPAS service

*Targeting a large number of relevant Czech companies instantly with your business proposals.*

*Contacts to suitable, pre-selected companies within a very short time (c.2 weeks).*

*Detailed information about interested companies in a structured form facilitating efficient comparison and analysis.*

*As the service is provided by CzechTrade, a government agency, there is no commercial interest involved in the listing of pre-selected companies.*

*Your contact details will be disclosed only to Czech companies interested in cooperation with you. You will not be solicited with offers from intermediaries.*

*All companies selected for partnership will be checked in the official "Companies Register of the Czech Republic".*

*This service is provided free of charge. Additional charges may apply if you request supplementary services,*

*For more assistance, please contact [miami@czechtrade.cz](mailto:miami@czechtrade.cz) or [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)*

## MS. IVANA INGRAM – NEW CZECHTRADE REPRESENTATIVE IN CHICAGO

Ivana Ingram, a new CzechTrade representative in Chicago, has major international experience in marketing, advertising knowledge, and project management skills. Her career has brought her to a number of countries including the United States, Slovakia, Sweden, Norway and Mongolia. Her accomplishments include promotional campaigns through various media for Eurotel, Citibank, Volvo, Marks & Spencer, Campingaz, Xerox and others, as well as the arrangement of seminars, trade shows, special and networking events. From 1996-2001, Ms. Ingram has owned a business consulting company in Albuquerque, NM and before that she worked as an assistant in Corporate Development for Campbell Soup in Camden, NJ.

## CZECH AIRLINES OFFERING TEN WEEKLY FLIGHTS FROM NYC TO PRAGUE

### THE CZECH CARRIER CELEBRATES 80 YEARS IN SERVICE

Beginning June 16, 2003, Czech Airlines (CSA) will be offering ten flights to New York per week. The Czech flag carrier is returning to Newark Airport after a year and a half. JFK is to remain in the CSA network, and from May 20, 2003 it will be operated to on a daily basis. CSA has become a renowned carrier and competitor in the U.S. market, and to meet the demand of its passengers for flights to New York, the airline is increasing its number of flights to ten per week as of June 16.

"Ten flights a week to New York reflect the demand of our passengers. CSA, with its key position in Central Europe is becoming ever more attractive. Passengers visit the Czech

Republic as a tourist center or use Prague as an important hub to further destinations, and they visit New York as tourists or business people," said Dan Plovajko, Director of Public Relations, CSA.

The flights will be operated by Airbus A310-300 airplanes where passengers may enjoy excellent service in either Travel or Business Class. A wide selection of wines, aperitifs and other soft drinks as well as different hot meals, should ensure that everyone feels "at home in the sky."

**Departure from New York / CSA in numbers:**

Year	Number of transported passengers
1999	87,710 (Newark Airport)
2000	94,264 (Newark Airport)
2001	114,129 (Newark + JFK Airport)
2002	108,444 (JFK Airport)

**Who travels with CSA?**

Business passengers and those traveling to visit relatives and friends travel with CSA. Tourist related trips are very popular. Approximately 50% of CSA clients are those who travel only between New York and the Czech Republic, while other approximate 50% are transfer passengers to/from destinations further abroad, Central and Eastern Europe.

**History of Prague - New York Flights**

The first CSA airplane to North America took off in 1970. New York and Montreal, Canada entered the CSA network on May 4

and operations to these destinations have never been interrupted. Throughout the 33 years of the route between New York and Prague, CSA has operated to both JFK and Newark Airports. Now, after a one and a half year break, the Czech flag carrier is returning to Newark on June 16, 2003, and will be operating three flights a week. There will be seven flights per week to JFK Airport.

**Czech Airlines Representation in New York**

1350 Avenue of Americas  
New York, NY 10019-4702  
Tel: (212)765-6545  
Fax: (212)765-6588  
E-mail: [miroslav.belovsky@czechairlines.com](mailto:miroslav.belovsky@czechairlines.com)

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

[www.czechairlines.com](http://www.czechairlines.com)

Mr. Miroslav Belovsky, General Manager North America

**CZECH RESEARCH CONTRIBUTES TO "HEPSERA"****HEPSERA(tm) for the treatment of chronic Hepatitis B result of Czech – Belgian research**

An important new drug for people living with chronic hepatitis B has been approved for use in the United States. The drug, called Hepsera(tm) (adefovir dipivoxil), was developed and is being commercialized by Gilead Sciences, a California-based biopharmaceutical company. The drug's parent compound, PMEA or adefovir, was the result of a collaborative research effort between Dr. Antonin Holy, Institute for Organic Chemistry and Biochemistry, Academy of Sciences of the Czech Republic (IOCB) in Prague and Dr. Erik DeClercq, Rega Institute for Medical Research, Catholic University in Leuven, Belgium. Hepsera is now available by prescription in the United States, and regulatory review is ongoing in the European Union.

"Our ability to provide this significant therapeutic advancement exemplifies how industry and academia can work together to address unmet medical needs," said John C. Martin, PhD, President and Chief Executive Officer of Gilead Sciences. "We are very pleased with our ongoing collaboration with IOCB and Rega, which has resulted in the availability of three novel drugs for three different viral diseases. The most recent of these, Hepsera, holds great promise for the many patients suffering from chronic hepatitis B." "I very much appreciate the enormous effort that Gilead Sciences has put into the development of drugs from compounds invented in my lab," said Dr. Antonín Holý, D.Sc., IOCB Prague. "All three compounds, which were selected at the beginning of our collaboration as drug candidates, reached the ultimate stage of drug approval. It is quite an extraordinary achievement. We, and our Belgian colleagues, have been very lucky in this fruitful cooperation with our partners."

Hepsera is a trademark and Viread is a registered trademark of Gilead Sciences, Inc. For full prescribing information on Hepsera, please call the Gilead Public Affairs Department at 1-650-574-3000 or visit [www.hepsera.com](http://www.hepsera.com).

**CZECH COMPANIES LOOKING FOR REPRESENTATIVES, IMPORTERS, DISTRIBUTORS****Ecological water cleaning system**

ECOFLUID GROUP, S.R.O.  
Pavlíkova 5, 602 00 Brno  
Czech Republic  
Tel.: +420-5-4342 1212  
Tel.: +420-5-4323 6403  
Fax: +420-5-4342 1224  
e-mail: [eco@ecofluid.cz](mailto:eco@ecofluid.cz)

**Sand-blasted fine art crystal glass**

Specialist in sand-blasted fine art crystal glass is looking for new business partners in the USA. From luxurious gifts to company logos. Custom designs.  
SANDMAN STUDIO  
[www.volny.cz/sandman.cz](http://www.volny.cz/sandman.cz)  
[sandman.cz@volny.cz](mailto:sandman.cz@volny.cz)  
Mr. Roman Korecky

**Leatherette spectacle-cases**

T+M produces a wide range of leatherettes in different colors and with different surfaces according to customer's requests.  
T + M  
Stolarska 1075  
688 01 Uhersky Brod  
[marcela.machalova@tiscali.cz](mailto:marcela.machalova@tiscali.cz)  
Marcela Machalova

**Hydraulic systems, hydraulic and loading cranes**

The company also produces machinery for mining, single purpose tools for forging. All products ISO 9001 a VDA 6.1 certified. Ostroj has customers all around the world.  
OSTROJ OPAVA, A.S.  
Tesnska 1586/66,746 01 Opava  
tel: 00420 553 872417  
fax: 00420 553 872415

[vlckova@ostroj.cz](mailto:vlckova@ostroj.cz)

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

Ms. Gabriela Vlckova

**Glass**

BOHEMIAN GLASSWORKS  
Skalice 134  
47117 Skalice  
Phone: 00420-487-754599  
Fax: 00420-487-754596  
[sales@bohemian-glassworks.com](mailto:sales@bohemian-glassworks.com)  
[www.bohemian-glassworks.com](http://www.bohemian-glassworks.com)

**Textile & Garment**

ALENA STRAKOVA, a private manufacturer of "Ready to Wear" textile and garments is looking for production cooperation with U.S. partners and customers, either from material provided by the firm or by the U.S. client. The

production includes a wide range of products from bedrolls to ladies dresses and blouses to dust coats and men's T-shirts. The company is also looking for new business contacts in the U.S. and importers for their top quality products. In addition, the firm is offering Czech painted glass for the U.S. market.

ALENA STRAKOVA  
Sochorova 1516  
415 01 Teplice  
Czech Republic  
Tel.: (+420)417-579-412  
[alena.astra@volny.cz](mailto:alena.astra@volny.cz)  
Ms. Alena Strakova

#### Unique protective air conditioning system

Jan Pohorelec - OVZ is a family business entity with more than 14 years of tradition and business experience in the area of air conditioning and air-condition. The device Guard 250, Guard 500 provides immediate protection for people against radioactive,

chemical and bacteriological contamination and can fasten even the elements of anthrax by 100 percent with the built-in filter ventilation inlay. The device was patented in the Czech Republic and has also acquired the EN certificates. The company is looking for U.S. buyers of this unique product.

JAN POHORELEC - OVZ  
Repi 16  
533 32 Pardubice  
Tel.: (+420)466-971-132  
Fax: (+420)466-971-261  
[ovz@pohorelec.cz](mailto:ovz@pohorelec.cz)  
[www.pohorelec.cz](http://www.pohorelec.cz)  
Mr. Jan Pohorelec

#### Shelving, racking, metal furniture, shelf stowing machines, rotary containers, and manipulation lines

Horak-Hozst offers its products to US customers.

HORAK-HOZST  
Phone: + 420 596 790 206

Fax: + 420 596 790 206  
[hozst@telecom.cz](mailto:hozst@telecom.cz)  
[www.horak-hozst.cz](http://www.horak-hozst.cz)  
Mr. Miroslav Horak

#### NC machining

A + A Tryodyn production capacities for NC machining of castings, forging, steel, stainless steel, aluminum, bronze, brass, iron, cast iron, and other materials. Component diameter can vary from 30 to 400 mm.

A + A TRYODYN  
Mr. Pavel Zvonecek  
Kloboucka 1414  
763 31 Brumov-Bylnice  
Phone: + 420 577 331 510  
Fax: + 420 723 118 790  
[aplusa@seznam.cz](mailto:aplusa@seznam.cz)

---

## SERVICES FOR U.S. COMPANIES IN THE CZECH REPUBLIC

---

#### Custom printed promotional materials & glass articles by Borek Sipek

Ajeto Graphics Studio, a Czech private firm located in Northern Bohemia, focuses on production of printed promotion materials and art glass (bowls and cups, candle holders, vases and tables). Ajeto offers graphic design and layout of printed promotional materials, pre-press works, color proof print, image setting, print preparation for high end offset printing, and bindery works for leaflets, booklets, folders, catalogues, books. Ajeto also produces handmade pieces designed by Borek Sipek, a famous Czech, whose work is included in the collections of many museums, including Museum of Modern Art in New York, Vitra Design Museum in Switzerland, the Museum for Decorative Arts in Lyon and Paris, and the Museum for Decorative Arts in Prague. The firm wants to expand its business activities to the U.S. market.

AJETO GRAPHICS  
T.G.Masaryka. 43

473 01 Novy Bor, Czech Republic  
Phone: (+420)487-723-720  
Fax: (+420)487-723-721  
Cellular: (+420)608-203-095  
[studio@ajeto.com](mailto:studio@ajeto.com)  
[www.ajeto.com](http://www.ajeto.com)  
Mr. Ivon Stanek

#### Business and consulting services

Help with company incorporation; registered address; running a company's agenda; corporate statutory bodies; administrative services; representing the company in dealing with the authorities; economic, organizational, and legal assistance; accounting services; visits to the Czech Republic; business meetings; translation and interpreting.

ASB PRAGUE  
Ms. Michaela Sykorova  
Phone: + 420 224 93 13 66  
Fax: + 420 224 93 13 68  
[asbprague@asbprague.com](mailto:asbprague@asbprague.com)  
[www.asbprague.com](http://www.asbprague.com)

#### Logistics

The Logistics Company which was established in 1991, offers the following services: transport, storage, and handling; supplier and customer chain management; packing; railway loading and unloading; consulting.

KASPED  
Ms. Andrea Pavlejovala  
U vlecky 239/12  
400 01 Usti nad Labem  
Phone: + 420 475 600 722  
Fax: + 420 475 600 720  
[a.pavlejovala@kasped.cz](mailto:a.pavlejovala@kasped.cz)  
[www.kasped.cz](http://www.kasped.cz)

#### Fresh cut flowers and balloon delivery in Prague

BOHEMIA FLOWERS  
Lucemburska 3  
130 00 Praha 3  
[deliver@flowers.cz](mailto:deliver@flowers.cz)  
[www.flowers.cz](http://www.flowers.cz)  
Ms. Alena Cabova, Sales Manager

---

## TIPS FOR BUSINESS TRAVELERS

### DRIVING AND TRANSPORTATION IN THE CZECH REPUBLIC

---

#### Prague Ruzyně Airport

Prague has one international airport - Ruzyně Airport, which is located to the north-west of the city, about 17 km from the city center. The Ruzyně airport is operated by the Czech Airport Authority

along with the Brno - Turany, Ostrava - Mosnov, and Karlovy Vary airports. More information is available [www.csa.cz](http://www.csa.cz). The national airline - Czech Airlines (CSA) - flies from Prague's Ruzyně Airport to all major international destinations. CSA also

offers internal flights to Brno, Ostrava, and the Slovak Republic (Bratislava, Poprad, Kosice). However, it might be faster to rent a car (self-drive or with a chauffeur) to travel within the Czech Republic. For

information on Czech Airlines, please visit: [www.csa.cz/en/](http://www.csa.cz/en/)

#### How to get from the airport to Prague

The airport has no metro or train connection with the city center and is only served by buses and taxis. Three local buses connect the airport to metro stations. # 119 goes to the Metro station Dejvicka - green line A, # 108 goes to Metro station Hradcanska - green line A, # 179 goes to Metro station Nove Butovice - yellow line B. A Taxi ride to the city center should cost about 500 koruny (\$17, plus tip). Make sure the meter is set to zero and for the correct tariff which is #1. An Airport Bus takes you to nam. Republiky (close to the old city) for 90 koruny; City Bus # 119 also goes to Dejvicka station of the Metro line A.

#### **Rent a car**

There is a large number of car rental companies that allow customers to make their reservations online, prior to your visit. Car rental branches are usually in the city center and at the airport.

[www.rental-car.us](http://www.rental-car.us)  
[www.travelcook.com](http://www.travelcook.com) [www.autoeurope.com](http://www.autoeurope.com)  
[www.thrifty.com](http://www.thrifty.com)  
[www.carhire4less.co.uk/europe/czechia](http://www.carhire4less.co.uk/europe/czechia)  
[www.dvorak-rentacar.cz](http://www.dvorak-rentacar.cz)  
[www.driveeurope.com](http://www.driveeurope.com)  
[www.alimexcr.cz](http://www.alimexcr.cz)  
[www.avis.cz](http://www.avis.cz)  
[www.czechocar.cz/english](http://www.czechocar.cz/english)

#### **City Transportation**

##### Prague City Transportation

Prague public transportation

[www.dp-praha.cz](http://www.dp-praha.cz)

The Metro, bus and tramway lines all use the same tickets. Buy tickets at Metro stations and Newspaper stands. 8Kc tickets are good for 15 minutes or four metro stops. 12Kc tickets are for 60 minutes travel with free transfers. Better yet, buy a 1-day pass for 70 Kc, 3-day pass for 200, or a weekly pass for 250Kc, at any DP kiosk.

##### Brno City Transportation

More information available at

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

#### **Driving in the Czech Republic**

The legal driving age in the Czech Republic is 18. You are required to have a zero blood alcohol level when driving. Police often conduct breath tests if they are suspicious of someone driving under the influence of alcohol. However, Czech traffic police tend to be friendly to foreigners. You must have a fastened seat

belt and children up to twelve years of age may not travel in the front seat of a vehicle. The speed limit is 50 km/h (31 mph) in built-up areas and 120 km/h (75 mph) on highways. Drive carefully, there are no 4-way stop intersections as there are in the US. If you use any multilane divided highway, you have to buy a Highway Sticker for 800 CZK and place it on the windshield. The sticker may be purchased at all border crossings, post offices, and some gas stations. The fine for driving without the sticker is 10,000 CZK (\$285). For car emergency service, call the automobile and motorcycle club 24 hours a day at the number 123 or 0123. In case of an accident, the police should be contacted immediately if damage exceeds 1,000 CZK (\$28). For information on border crossings, traffic, including jams and road closures, and the condition of roads and highways, please visit [www.uamk.cz/di-en](http://www.uamk.cz/di-en). Driving a car in the country is fine although there are not many multilane divided highways. The cost of gas is much higher in Europe than in the US. The units of measure are in liters and one liter of a lead-free gas costs about 0,80 – 1 USD on average (1 gallon is approx.3.8 litres).

##### Basic highway driving directions from Prague

W → Prague - Plzen - Norimberk (Germany)

S → Prague - Ceske Budejovice - Linz (Austria)

NE → Prague - Mlada Boleslav - Ostrava

E → Prague - Brno – Bratislava (Slovakia)

##### Basic highway driving directions from Brno

NE → Brno - Oloumouc - Ostrava – (Poland)

S → Brno – Vienna (Austria)

E → Brno – Bratislava (Slovakia)

##### Driving in Prague

Much like other big European cities, driving in Prague is not fun. Expect nervous drivers, narrow city streets crowded by traffic (especially during morning rush hour from 7:30 am to 10 am), and difficulty finding any parking space in the city center. Be careful and do not park your car in the Blue Zone, which is for residents only. The Green Zone is good for long term parking of up to 6 hours, and the Orange Zone is for short term parking of up to 2 hours. Do not forget to make a prepayment and get the ticket from the automatic ticket machine on the sidewalk. You need change, not bills. If your car has been towed away, go to the nearest police station. They will tell you which place you can pick up your car from. You will be charged for towing and you will have to pay the fine in addition. If

your car is booted, it will minimum of 1000 CZK.

#### **Taxi**

A Taxi in the street, on a weekday, should cost 30 Kc plus 22 Kc/km. Prague used to be known for its bad taxi drivers. It is best to call an operator; use only authorized cabs. The fare must be visible on the front doors. A complete price list, including the basic (boarding) rate, the rate per kilometer, and the rate for waiting per minute, must be set on the taximeter as well. Ask for a receipt.

#### **Train**

The Czech Republic has an extensive railway network which is operated by the state railway company Ceske Drahy (CD). With some exceptions, domestic train travel is more leisurely than bus travel. If you are not in hurry, the train ride could turn out to be romantic and gives you an excellent chance to admire the beautiful Czech countryside. There is no need to book domestic rail travel before you get there. You can buy a ticket from the ticket office at the railway station or from the conductor on the train. For information in English, please visit: [www.cd-rail.cz](http://www.cd-rail.cz) or [www.vlak-bus.cz](http://www.vlak-bus.cz).

##### Travelling from Prague by train

Most long distance trains come to either the Central Station Hlavni Nadrazi or Holesovice. Both are on the Metro line C. Most domestic trains depart from Praha Masarykovo Nadrazi, Praha Hlavni Nadrazi (Main Station), or from Praha Smichov. A few leave from Praha Holesovice. All these stations have metro stops and are easily accessible.

#### **Bus**

In addition to the extensive railway network, there is a dense network of coach lines which is mostly operated by the state bus company Ceska Autobusova Doprava (CAD). Its long distance coaches tend to be faster, more frequent, and even cheaper than trains. Long distance domestic tickets are sold from the ticket counter and the regional ones are also sold on the bus. More information is available at [www.vlak-bus.cz](http://www.vlak-bus.cz), [www.odjezdy.cz](http://www.odjezdy.cz) and [www.abaka.com/czech/guide/Transport.html](http://www.abaka.com/czech/guide/Transport.html)

##### Traveling from Prague by bus

Long distance domestic coaches depart from the main bus station Praha Florenc, as do buses to most regional destinations. Buses from Prague to Brno – Cesky Narodni Express [www.odjezdy.cz](http://www.odjezdy.cz) and Cebus [www.cebus.cz](http://www.cebus.cz).

**Online maps**

Online maps available at [mapy.atlas.cz](http://mapy.atlas.cz)  
[www.mapquest.cz](http://www.mapquest.cz)

**Travel Guides Online**

Information available at  
[www.czech-travel-guide.com](http://www.czech-travel-guide.com)  
 and [www.czech.cz](http://www.czech.cz)

**Hiring a guide in Prague**

You can hire a personal guide while in Prague, information available at  
[www.guide-prague.cz](http://www.guide-prague.cz)

**Phone cards**

Phone cards are 175 Kc for 50 units and 320 Kc for 100 units – sold at the post

office, newspaper kiosks, or in some supermarkets.

---

**TRADESHOWS AND EXHIBITIONS / SPRING & SUMMER 2003**


---

**Brno Exhibition Center / [www.bvv.cz](http://www.bvv.cz)**April 13 - 17

IBF / International Building Fair  
 SHK BRNO 2003 / International Trade Fair for Sanitation, Heating, Air conditioning and Building Automation  
 URBIS / Investment Opportunity Forum Technology and Equipment for Towns and Communities

April 28 - 30

IDET / International Exhibition of Defense and Security Technologies and Special Information Systems

May 20 - 23

EmbaxPrint / International Trade Fair of Packaging, Paper and Printing Industry - materials, machines and technologies  
 G+H / International Trade Fair for Hotels, Restaurants and Catering

June 7 - 12

AUTOSALON BRNO 2003 / International Motor Show

June 27 - 29

PROPET / International Pet Supply and Horse Equipment Exhibition  
 BRNO TROPHY / Horse Show, Competition and Exhibition  
 INTERCANIS / International Dog Show

August 19 - 21

STYL / International Fashion Fair  
 KABO / International Fair of Footwear and Leatherware

September 4 - 7

INTERIER 2003 / Furniture, Interior Equipment, Design International Contracting and Sales Exhibition (Fairs Palace Prague)

September 15 - 19

MSV / International Engineering Fair  
 TRANSPORT AND LOGISTICS / International Fair for Transport and Logistics

**Prague Exhibition Grounds / [www.icheba.cz](http://www.icheba.cz)**April 8 - 11 / 25th international medical fair

HANDICAP / 7th specialized exhibition  
 PRAGOMEDICA  
 PRAGOFARMA  
 PRAGOOPTIK  
 PRAGOLABORA

April 15 - 18

ITC PRAGUE / 5th exhibition of information technology and communication

September 11 - 14

MUZIKA / 9th international music fair

September 18 - 21

FASHION PRAGUE / 1st International fair of fashion and life style

September 18 - 21

WATCHES AND JEWELRY / 12th jewelry exhibition  
 PRESTIGE / gift items

---

**CZECH COMMERCIAL OFFICES IN THE UNITED STATES**


---

**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. Josef Dvoracek, Phone: 212.717.5643  
 Fax: 212.717.5064, [consulate.newyork@embassy.mzv.cz](mailto:consulate.newyork@embassy.mzv.cz)

**CzechTrade - Chicago Office** (information on Czech products)  
 Contact: Ms. Ivana Ingram, Phone: 312.644.1790, Fax: 312.527.5544, [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

**CzechTrade - Miami Office** (information on Czech products)  
 Contact: Mr. Roman Matyas, Phone: 305.261.6313,  
 Fax: 305.261.6314, [miami@czechtrade.cz](mailto:miami@czechtrade.cz)

**Czech Center New York**  
 Contact: Mr. Jan Zahour, Phone: 212.288.0830 x.106,  
 Fax: 212.288.0971, [zahour@czechcenter.com](mailto:zahour@czechcenter.com)

**CzechInvest – Chicago Office**  
 (investment opportunities in the CR)  
 Contact: Ms. Hana Lasslerova, Phone: 312.245.0180,  
 Fax: 312.245.0183, [chicago@czechinvest.org](mailto:chicago@czechinvest.org)

**CzechInvest – San Jose Office**  
 (investment opportunities in the CR)  
 Contact: Mr. Radomil Novak, Phone: 408.376.4555,  
 Fax: 408.376.4557, [california@czechinvest.org](mailto:california@czechinvest.org)

---

**SUBSCRIPTION INFORMATION**


---

If you would like to receive **Czech Trade Focus**® by e-mail, please submit your request to: [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz)

---

The Czech Trade Focus® is published by the Commercial Office of the Embassy of the Czech Republic / Editor: Veronika Lukasova

---