

# Czech Trade Focus

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

Czech expertise in Iraq and Middle East    2003 Special 301 Report – IPR Protection in the CR  
Focused on the Czech Telecom “More than just a national operator”    Upcoming events    Scottish  
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## CZECH ECONOMIC OUTLOOK

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The state budget deficit increased to CZK 64.4 bn (USD 2.2 bn) at the end of April. The central government debt climbed up to CZK 429.1 bn (USD 14.8 bn) at the end of the first quarter 2003 from CZK 395.9 bn in 2002.

Industrial production rose y-b-y 7.0% in March after increase by 5.2% in February and 6.4% in January driven by a production of rubber and plastic products and car industry. Construction output fell by 3.6% in February due to the unfavorable weather conditions and a weak demand for construction work abroad but rose by 2.9% in March.

Consumer prices dropped by 0.1% in March and April (fell y-b-y by 0.4% in January, and by the same figure in February), mainly due to lower food prices and seasonal decline in holiday and

clothing prices. For the first time the y-b-y inflation rate was negative in January, and remained -0.4% in April but the deflation is still not an up to date problem, for downtrend derives from low levels of deregulation, low food prices and the petering out of the effect of the strong crown early last year. Overall inflation stood on 1.1% in February. Producer prices fell y-b-y by 0.7% in April.

Unemployment fell in April to 9.6% from more than 10% in March (and a record level of 10.2% in February) thanks to new seasonal jobs in construction and farming. The state spent Kc 2.2 bn during the first four months of the year on unemployment benefits. The number of people seeking a job is now 535,000. But the dip in the jobless rate is not expected to last very long.

The CR was the European leader last year in terms of growth in assets managed by investment funds. Assets of open-end funds rose by 57%. Total assets under management at the end of 2002 were Kc 110 bn (USD 3.7 bn).

Foreign manufacturers are taking over leading positions in Czech industry. Foxxconn, which assembles computers, has jumped from No. 64 to No. 10 in terms of sales. Matsushita, with its Pardubice and Pilsen plants, had sales last year of about Kc 47 bn, which approaches the annual revenues of CEZ. Other foreign owned companies in the top 10 are Skoda Auto, Ceska rafinerska (refinery comp.), Transgas and Siemens. Other foreign companies expected to move up the rankings include LG Philips, Celestica, FIC and Denso.

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## CZECH EXPERTISE IN IRAQ AND THE MIDDLE EAST

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Czech companies have an extensive expertise in many large infrastructure projects in Iraq completed in the period 1960 - 1990. The most projects by Czech engineers were performed in the Iraqi oil industry including oil refining (for example Daura, Salahuddin I & II refineries).

About 60% of Iraqi oil refineries were designed by Czech engineering companies and equipped by Czech industrial manufacturers. In addition to oil production and refineries Czech firms completed numerous projects in water systems (water treatment plants, irrigation systems) and industrial facilities such as brickfield plants, tractor assembly, industrial plants.

Czech companies are a logical source of knowledge including drawings and engineering parts for keeping up the Iraqi oil industry, for upgrading the Iraqi infrastructure and for modernizing the Iraqi industrial base. The Czech engineering and manufacturing of industrial equipment are backed by industrial tradition, technical skills of the workforce and the latest technology. In combination with the expertise from the past, the Czech companies are an ideal choice for strategic alliances and industrial partnerships in the reconstruction process in Iraq.

Among the many firms special attention should be given to the Prague based engineering firms Strojexport and Technoexport. Both have headed Czech consortia consisting of Czech industrial and engineering companies in significant projects in Iraq and other Middle East countries.

## SELECTED PROJECTS COMPLETED BY STROJEXPORT

Abu Ghraib Irrigation Project provided land reclamation works and irrigation, drainage and installation of a road system in Abu Ghraib. Completed in 1989, the total value of the project is \$108 mil.

North Rumaila Oil Fields Project delivered to the Iraqi National Oil Company (Southern Oil Company) for drilling a number of oil wells in North Rumaila oil fields in Southern Iraq. Project completed in 1990, \$2 mil.

West Qurna Oil Fields Project performed for the Southern Oil Company to drill and maintain oil boreholes in West Qurna, Southern Iraq, contract value \$6.5 mil.

Hamrin Oil Fields Project contract with the North Oil Fields Co. provided for drilling of oil wells in Hamrin in northern Iraq, \$3.2 mil.

Derbendikhan Tunnel Project delivered to the State Organization for Roads and Bridges in 1987, contract value \$3.5 mil.

## SELECTED PROJECTS COMPLETED BY CONSORTIUM OF CZECH COMPANIES LED BY TECHNOEXPORT CO.

Oil refinery, annual capacity 13000 0000 t, Ministry of Planning, 1962

Hydrogenation Refining of Kerosene Project

Basrah Crude Oil Refinery - capacity 3,5 MMTA (1970-1974), crude atmospheric distillation unit, light cut hydrodesulphurization unit, gas oil hydrodesulphurization unit, catalytic reforming unit, utilities, tank farm, pipelines.

Basrah Crude Oil Refinery - Extension Project, incl. crude atmospheric distillation unit, tankage area extension of capacity 149.085 m<sup>3</sup> (11 tanks), interconnections to the existing Basrah Refinery.

Salahuddin Crude Oil Refinery - capacity 3,5 MMTA, incl. crude atmospheric distillation unit, light cut hydrodesulphurization unit, gas oil hydrodesulphurization unit, catalytic reforming unit, utilities, tank farm (1978 - 1982).

Salahuddin Crude Oil Refinery I. - Expansion Project, LPG Unit 220 000 T/A (1980 - 1982).

Salahuddin Crude Oil Refinery II. - capacity 3,5 MMTA, incl. crude atmospheric distillation unit, light cut hydrodesulphurization unit, gas oil hydrodesulphurization unit, sulphur recovery unit 51 T/D, utilities, auxiliary units, amine regeneration unit, boiler house, tank farm (1982 - 1984).

Lube Oil Complex Project, 250 000 T/A, subcontracting (1985 - 1987).

Manufacturing Facilities of State Establishment of Heavy Engineering Equipment Daura/Baghdad incl. storage tanks, pressure vessels heat exchangers (1988 - 1990).

In the period 1989 - 1990 Technoexport concluded contracts to supply someration unit for Salahuddin Refinery and to build the Central Refinery - Jurf Al-Sakhar Project I.

## CHRONOLOGICAL OUTLINE OF TECHNOEXPORT PROJECTS IN IRAQ

1967-8	Daura ORA Baghdada / Plant for hydrogenation refining of kerosene
1970-3	OPCA Baghdad / Basrah refinery, 3000 0000 t/y output
1972	Basrah storage tank project by Chepos Engineering Brno
1979	Seorgi / expansion of Basrah oil refinery project
1980	Seorgi, Baghdad / Salahuddin Refinery - expansion faze I, LPG unit, 220 000 tpy
1981	Seorgi, Baghdad / Salahuddin Refinery II, 3 000 000 tpy
1985	SCOP Baghdad / Lube Oil, Complex Baiji, 250 000 t/ year
1986	Ministry of Industry / Expansion of production facilities of state owned heavy machinery enterprises in Daura
1989	Northern oil field, Baiji / Salahuddin Refinery Project - isomerization unit, 20 000 barrels/day Ministry of Industry / Phase III expansion of production facilities of state, heavy machinery enterprises, Daura
1990	TECHCORP/ Middle Refineries - Jurf Al - Sakhar refinery project, 140 000 barrels per day Middle Refineries / Daura Refinery, 20 000 tpy used oil recycling unit

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A COMPLETE LIST OF CZECH COMPANIES WITH INTEREST IN IRAQ RECONSTRUCTION PROJECTS IS AVAILABLE AT THE CZECH EMBASSY'S WEBSITE [WWW.MZV.CZ/WASHINGTON](http://WWW.MZV.CZ/WASHINGTON)

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## 2003 SPECIAL 301 REPORT

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The office of the United States Trade Representative (USTR) announced the results of "Special 301" on May 1st, 2003, an annual review. The review examines in detail the adequacy and effectiveness of intellectual property protection in approximately 74 countries.

In this year's review, USTR devotes special attention to the growing issue of counterfeiting and piracy, with particular emphasis on the ongoing campaign to reduce production of unauthorized copies of optical media products such as CDs, VCDs, DVDs, and CD-ROMs. Counterfeiting of trademarked goods is an increasing problem in many countries. Other critically important issues include internet piracy and health-related intellectual property.

The obligation to protect intellectual property rights (IPRs) results from the WTO Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS Agreement). USTR continues to focus on proper implementation of the TRIPS Agreement by developing country WTO Members and full implementation of TRIPS standards by new WTO Members at the time of their accession.

Forty-eight countries that do not appear to satisfactorily protect IPRs were placed on the USTR Special 301 Watch List for the year 2003. The priority Foreign Country is Ukraine; however, the Priority Watch List comprises 11 denominations including EU, Russia and Poland. The other 36 countries on the Watch List include Canada, Italy, Croatia, Israel, Hungary, Korea, Romania or Slovakia. Due to the continuous improvement of protection and enforcement of IPRs, the Czech Republic has not been put on the Special 301 Watch List for three successive years.

During previous years, the Czech Republic has established a legislative basis, which ensures appropriate protection of all categories of IPRs. The Czech IPRs protection legislation (Copyright Act, Penal Code, Criminal Proceedings Code, Penal Procedure Code, and what not) is fully in compliance with all the Czech Republic's international obligations, including WTO's TRIPS Agreement. The Czech Government exerts considerable effort to ensure proper enforcement of IPRs and to strengthen this enforcement continuously. The Executive Task Force has been established by the Agreement among executive bodies (Czech Trade Inspection, State Agriculture and Food Inspection, Czech Police, Industrial Property Office, General Customs Directorate, Ministry of Finance - Tax Department, Ministry of Industry and Trade - Trade Licensing Department, Ministry of Culture, Ministry of Interior) for the coordination in enforcement of IPRs protection issues.

The fact that the Czech Republic was not mentioned in the USTR IPRs review this year signifies that the Czech Republic belongs to the countries protecting and enforcing intellectual property rights and has a positive influence on the bilateral Czech - American trade relations.

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## UPCOMING EVENTS

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### NEOCON

The World's Trade Fair for Interior Design and Facilities Management, June 16th - 18th, Chicago, IL

More than 1200 exhibitors and 5000 professionals are expected to attend this year's event. EPOS, the Czech office furniture manufacturers will be exhibiting for the 2nd year in a row. The company's owner Mr. Petr Martinek can be contacted at suite # 1013. More information on the show can be found at [www.merchandisemart.com/neocon](http://www.merchandisemart.com/neocon). More information about EPOS can be found at [www.hobis-epos.cz](http://www.hobis-epos.cz).

### CZECH PRESENCE AT BIO 2003

For the first time the Czech Republic will have a joint delegation at BIO 2003 which is the annual global summit of companies and organizations in the biotechnology industry. CzechInvest, the national investment promotion agency, has organized a delegation of Czech companies and scientists that will attend this event, taking place in Washington, DC June 22 - 25. Visit us at our booth No. 1938 at BIO.

BIO 2003 is heralded as the largest gathering of biotechnology leaders in the world. The Czech Republic wants to use this opportunity to show what our educated experts as well as university graduates have to offer. CzechInvest has assumed the role of the organizer of the Czech delegation not only to promote the Czech Republic in general and introduce specific Czech biotech companies, but also to attract potential investors into R&D or manufacturing operations in the sector.

### The following companies will be present at the exhibit:

> Technology Center - a consortium of research institutes of the Academy of Sciences: Institute of Chemical Process Fundamentals, Institute of Microbiology, Institute of Molecular Genetics, Institute of Physics, Institute of Plasma Physics. They organize technology transfers, strategic studies, regional innovation strategy and technology foresight, and business incubator for high-tech companies.

> IQA - a pharmaceutical research and development institution with a 50 year history and close cooperation with world top innovative companies and innovators. Expertise: Phase I clinical studies and bioequivalence studies, Bio-analysis, Pharmacokinetic, Toxicokinetics

> Generi-Biotech - molecular genetic services, development and production of biotech compounds for molecular biology

> Clonestar Biotech - peptide syntheses, multiple peptide syntheses, mass spec and hplc service, monoclonal antibodies, polyclonal sera, protein sequencing

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## EU WATCH / CZECH REPUBLIC ACCESSION TO EU

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### **Czech Republic already considered an EU member country**

Since the EU Athens summit on April 16<sup>th</sup> 2003, the Czech Republic and other countries joining the EU are already considered member countries of EU.

### **CR to join the currency in 2009**

EU Budget Commissioner Michaela Schreyer said that the Czech Republic's goal of joining the European single currency in 2009 or 2010 is attainable.

### **Phare national program**

The European Union and the Czech Republic signed a financing memorandum for the 2003 Phare national program. Phare provides €38.5 million for advice, training and equipment to help the Czech Republic finalize its preparations for EU membership. As part of the program, €4.3 million will be used to support the area of justice and home affairs, including training for the judiciary, the fight against money laundering, financial crime and trafficking in human beings, and the preparations for Schengen. Projects worth €8.2 million will help implement EU internal market legislation in trade inspection, energy efficiency, capital markets, banking, statistics and public procurement. Another group of projects, worth €15.3 million, will help implement EU legislation in the areas of free movement of people, social protection, labor inspection, hospitals and health care.

### **Common Agricultural Policy**

The Czech Republic's involvement in the regime of the EU Common Agricultural Policy will impact on Czech consumer prices through several indirect channels. It will be clearly reflected in the incomes of the agricultural sector in the Czech Republic. These incomes will go up, as compared to the former level of subsidies from the Czech state budget, state funds and EU pre-accession aid. As the so-called direct payments gradually increase, the overall volume of subsidies provided will rise by about 60 per cent in 2004 (as compared to the level budgeted for 2003) and by up to 120 per cent in 2006. The price of agricultural products in the Czech Republic has approached EU prices in recent years through an increase in the domestic price of some commodities, as well as cuts in the intervention prices and basic prices in the EU. Price movements in both directions can be expected in agricultural products in the period immediately after EU accession. Substantial price increases are expected in some commodities (sugar, beet and milk). Price cuts are likely in animals for slaughter and some kinds of poultry. Overall, it can be estimated on the basis of assessments made by the Czech Ministry of Agriculture and the Agricultural Economics Research Institute, that EU accession should not have a significant impact on the prices of agricultural producers in the Czech Republic.

### **The Impact of EU Accession on Consumer Prices in the Czech Republic**

Detailed analyses by the Czech National Bank show that fears concerning EU accession having a major immediate impact on domestic consumer prices are not substantiated. The one-off price impact of accession will probably be moderate; i.e. it will not take the form of dramatic price increases, as suggested by some older estimates. Closer analysis shows that administrative factors represent the most substantial influences that could potentially result in sudden acceleration of growth in consumer prices in the short term after EU accession.

### **Alignment of the Structure and Rates of Indirect Taxes**

Raising excise duties to the EU minimum level before accession - with the exception of tobacco products - was a precondition for the conclusion of the accession negotiations. The increase of excise duties may thus continue to be postponed, but if the Czech Republic is to fulfil the commitments it adopted in relation to the EU, it will have to raise excise duties as of the date of EU accession at the latest.

**The Czech Republic is not obliged to change VAT rates because of EU accession.** VAT rates thus do not have to be altered either before EU accession or shortly afterwards. Nevertheless, the Czech government has declared its intention to bring the Czech rates close to EU rates, i.e. to increase the reduced rate and to lower the basic rate.

**Introduction of the EU Customs Regime.** In the area of the movement of goods and services, the development of Czech consumer prices will be influenced by changes in customs tariffs, export and import quotas and other foreign trade limitations linked with the introduction of the common rules of the EU customs regime. On the basis of free trade agreements, preferential customs tariffs are already being applied to imports of goods from the EU, CEFTA, EFTA and the Baltic republics. The Czech Republic's accession to the EU, accompanied by participation in the customs union, will bring the elimination of the remaining subsidies and tariff barriers between the Czech Republic and the EU.

### **Improvement of Economic Performance**

The development of prices in the Czech Republic is also influenced by a number of other factors of a long-term nature. These include a gradual improvement in the performance of the economy, catching up with the EU countries in the per capita gross domestic product indicator, and growth in the standard of living and the changes in the structure of consumption that go with it. The result of all these processes is the gradual adjustment of Czech prices to those of developed countries.

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## FOCUSED ON THE CZECH TELECOM - MORE THAN JUST "THE NATIONAL OPERATOR"

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### **Cesky Telecom profile**

The Czech Telecom market has been one of the most dynamic ones in the Republic. In the last decade, the Czech Republic

experienced a true leap-frogging in IT & telecom technology. Currently, the Czech telecommunications are truly at a world top level, using cutting edge technology. Also,

the market has become more competitive due to involvement of U.S. companies such as AT&T wireless, Motorola and others. Unlike the U.S., the CR has a fully

digitized telecom system. In 2000 the Czech Ministry for Telecommunications has accomplished the deregulation of the telecom market, for which it was awarded by the Virginia based ICC for the best and fastest performance in telecom market deregulation in Central Europe.

Upgraded telecom system in the CR has largely contributed to overall economic transition, performance and growth. The upgrade of highways and railroads enabled the upgrade of telecom networks, in particular in laying new optical cable corridors.

It may be surprising, but the high usage of cell phones of 80% in the country, ranks to the highest levels in Europe. SMS messaging has become a national obsession. Unlike in America, in the CR the telecom providers do not charge you for incoming cell phone calls. The internet usage in households is at a lower level due to relatively high charges. Hopefully, Czech Telecom will take a lead in making the internet more accessible and faster for public use. The internet is a day-to-day tool of all businesses and governmental institutions, basically at the same level as in the U.S. -commerce had a good start.

The Czech Republic was the second country after the U.S. to adopt a law on electronic signature. Last year the Czech government introduced a new package of investment incentives for so-called strategic services, in support of inflow of foreign investment projects in services including call centers, maintenance centers, software, research and development. With the upcoming enlarged Europe and European market, the Czech telecom market will benefit and become more international.

#### **More than just "the national operator"**

Cesky Telecom, a.s. is the largest provider of telecommunications services in the Czech Republic, and one of the most prominent telecommunications companies in Central Europe. Its entire portfolio of comprehensive and cost-efficient services offers assurance, using a fully digitized telephone network, and it continues to innovate and apply the most state-of-the-art technology. Cesky Telecom provides telecommunications services in every city in the Czech Republic and keeps contributing to the dynamic progress of the entire company. As the market leader, it further strives to broaden a modern telecommunications infrastructure and its technology, both of which effectively

ensure national competitiveness that meet international standards.

The company places great emphasis on continuous improvements and the quality of services in accordance with ISO 9000:2000 norms. The company has a fully implemented a quality management system in most of its business activities, culminating in certification from Lloyd's Register Quality Assurance Ltd., the renowned British quality assurance company.

#### **Products and services**

A decrease in the share of voice communications through fixed telephone lines, and, growth in data communications through the Internet has created a shift in the perception of communications needs. Cesky Telecom is striving to react to the new requirements of customers with a flexible offer of comprehensive services in the spheres of voice, data and Internet services. In the intense competition on a liberalized market, the company thrives successfully thanks primarily to a professional approach and solutions that are tailor-made to satisfy the needs of the customer.

After autumn's renumbering, the original 159 nodal telephone regions were reduced to 14; a large number of subscribers could make middle-distance calls at a markedly lower rate. At present, Cesky Telecom is working on the installation of more public information terminals, through which customers can use the Internet and electronic post, make telephone calls from an integrated payphone, or send SMS messages. In this case, the TRICK telephone card, with its multifunctional chip, plays a significant role. This card can also be used to send SMS and e-mail messages from public payphones, or to surf the Internet at public information terminals.

#### **From households to big business**

Cesky Telecom continues to offer special euro ISDN access service packages to smaller firms and households that are interested in the possibility of connecting convenient calling and data services. For middle and smaller enterprises, it presents an interesting variant that offers equipment for wireless access to a euroISDN connection - the euroISDN@blue2lines product package. The Frame Relay, ATM and Leased Circuit data services, along with the company's own IP and integrated services such as IP Connect, IP VPN and IP Call are among the most successful products from Cesky Telecom's portfolio. At present, Cesky Telecom manages a network of circuits at speeds of 64 kb/s up to 2,5 Gb/s that runs through close to 29

thousand km of optical cables (approximately 850 thousand)

#### **State administration information system**

Cesky Telecom supplies a series of solutions for the state administration and is responsible for the realization of the extensive communications infrastructure for the public administration information system (IVS - intranet verejne spravy) project. An entirely new organizational division, the Business Solutions Group, was established in autumn 2002. Part of the Internet to Schools project was entrusted to this group; in the first stage of this task, IP connectivity and Internet connection were implemented in 3620 schools by the end of the year.

#### **Internet**

For a long time now, Cesky Telecom has been devoting a great deal of attention to using the growth of potential Internet services. Currently, it offers comprehensive solutions required by the business segment, including Internet connectivity, hosting services, Internet applications, virtual private networks (IP VPN), integrated communications systems, as well as state-of-the-art data center services. The majority of Internet services are encompassed under the following brands: INTERNET OnLine, QUICK, in some cases under the activities of subsidiary companies in which Cesky Telecom has a hand in running - CenTrade, a.s. (electronic marketplace), M.I.A., a.s. (services in the sphere of electronic media, advertising and marketing), and asp1000, s.r.o.

#### **International Development**

At the end of 2002, Cesky Telecom launched a project to expand the company's international network and to provide international services through its own infrastructure. New branches have been established in Bratislava, Vienna, and Frankfurt, and telecommunications licenses for these regions are currently in the process of preparation.

#### **Mobile communications**

With its 51% share in Eurotel Praha, s.r.o., Cesky Telecom also has a significant share of the mobile services market and contributes to its rapid development. The company also supports swift integration of state-of-the-art technologies from mobile banking and navigation, as well as search engine services through streaming services up to an extensive offer of entertainment or increasingly popular MMS multimedia services. According to AISA research, Eurotel presently has 70% of the market share and in the corporate sector this figure is even higher.

### Goals for 2003

One of Cesky Telecom's main tasks in 2003 is further expansion of its state-of-the-art infrastructure and support of the development of information company policies in the Czech Republic. Gaining more from data services and the Internet remain at the forefront.

Cesky Telecom still sees a great potential in using fixed telephone lines. The key event of 2003 will be the implementation of ADSL technology which is through the existing telecommunications infrastructure capable of Internet connections with significantly higher transmission speeds, without limits on time and volume of data,

at a reasonable price, along with maintenance of all the standard functions of an ordinary telephone line.

In 2003, Cesky Telecom will continue its formidable task of adjusting itself in accordance with the requirements of the Czech Republic's National Telecommunications Policy to satisfy the regulated prices for telecommunications services and Law no. 151/2000 Sb. concerning telecommunications and changes to other laws with valid wording. Prices for services included in universal service will cover authorized costs including reasonable profit, and meet the objectives of the regulatory organs, while

servicing the interests of customers, companies and their shareholders.

### Support for charity, humanitarian project and environment

Cesky Telecom actively endorses participation in social and corporate events. At the end of 2002, the company successfully completed the adoption of an environmental management system (EMS) in accordance with CSN EN ISO 14001 norms (in the first phase in the Kralovehradecky region), which has been certified with a certificate from Lloyd's Register Quality Assurance and that will gradually be applied throughout the Czech Republic.

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## ADVANTAGES OF ESTABLISHING A WAFER FABRICATION, TEST AND ASSEMBLY OR DESIGN CENTER IN THE CZECH REPUBLIC

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The Czech Republic provides world-class semiconductor manufacturing and design opportunities with cost structures competitive with China. Historically, Czechoslovakia (the Czech Republic) hosted some of the largest silicon wafer and single crystal operations in Central and Eastern Europe. According to a worldwide study of the semiconductor industry conducted by AngelouEconomics, the Czech Republic ranks among the top regions in the world for secondary, technical and university education programs customized for the semiconductor industry:

The Czech Republic produces a higher percentage of science and engineering graduates than Japan, France, Hungary and the U.S.

The Czech labor force has excellent language skills; most people speak English and/or German.

As a member of NATO and WTO, the Czech Republic offers a secure investment environment and the best patent protection in Central Europe.

Prague airport has become a major international airport connected to over 100 destinations. The nation has a dense, high-quality roadway system with access to all key points in Europe.

High-capacity and quality of energy sources are available (cca 30% national energy surplus).

The Czech Republic scores as a top region according to quality of life with its capital Prague considered one of the ten most beautiful cities in the world (Discovery Channel).

Prague is already home to over 40 thousand Americans.

Up to 10 years of corporate tax relief

Job creation grants

Training and re-training grants

Serviced sites for a significantly reduced price

Up to 10 years of business subsidies

Training and re-training grants

Inward processing relief on materials, components and sub-assemblies

Free exports to European markets (EU member from June 2004)

*"Our facility in Roznov provides world-class manufacturing that is competitive with the cost structure in China - often considered the benchmark in the industry. The Czech Republic has provided us with a location where we've built product development and design capabilities that drive our key programs for advanced analog and power-management devices. These are the product areas that will determine the future of our company."* Bill George, Senior Vice President of Manufacturing and Technology, ON Semiconductor

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## INVESTMENT UPDATE

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### ACS Industries in Europe

The American firm ACS Industries intends to invest Kc 370 million within three years into a production plant to manufacture airbags and outlet pads for passenger cars in Lodenice, CR. ACS Industry set up a 100% subsidiary ACS Europe in the Czech Republic. The plant, which will employ 250 people, shall supply the European market exclusively.

### ON Semiconductor supports R&D

One of the world's biggest semiconductor manufacturer, U.S. corporation ON Semiconductor operates three Czech based companies in Roznov pod Radhostem, CR with 1800 employees. The company is willing to establish a collaboration with the

Masaryk University and Technical Institute in Brno - a new semiconductor laboratory. ON Semiconductor together with the mentioned colleges already operates the laboratory for defects diagnostics and silicon surface analysis.

### At long last, Ralsko finds foreign investors

After years of searching, the town of Ralsko has finally managed to find an investor in its industrial zone. The Portuguese company HNS has confirmed its interest in a 10-hectare plot of land in the zone where it says it will build an engineering plant employing 300-500 people. The Ralsko industrial zone, built on a plot that was used by the Czechoslovak armed services, has also said that the Italian firm Ecosistema now plans to construct a waste-sorting

line there, which would create up to 50 new jobs. The town has prepared 25 hectares of land for investors. The company Privum, which is privatizing former military bases in Ralsko and Mlada, has an additional 100-plus hectares on offer. Approximately two tons of land mines were left in dumps, weapons pits and in the ground near bases. The Mlada base was cleared in 2000 and Ralsko by the end of 2001. Town officials said the Ralsko industrial zone would lead to further development of the town of 1,700.

#### **Lego builds up Kladno**

Lego, the Danish multinational toymaker, announced plans to more than double the size of its operations in the CR. A new production complex will be built to produce massive Lego models used for promotional purposes in shopping centers and toy shops, and decorating and assembling Lego bricks and figures. Lego managers selected Kladno for the fresh investment in preference to five other sites in Switzerland, Korea, the United States and Denmark. Kladno had the advantages of relatively cheap labor and particularly skilful people. Kladno also benefits from its location, allowing easy transport of goods to other company plants in Europe, one of the main reasons Lego selected the town.

#### **Japanese Aisin starts plant construction in Pisek**

The foundation stone for their new automotive component factory was laid in the Pisek industrial zone by representatives of Aisin Europe Manufacturing Czech. The new plant's chief products will be water pumps and oil pumps for car engines. Aisin intends to invest € 12 million and create at least 70 new jobs. This figure should double over the next three years.

#### **TPCA completes first stage construction of car plant in Kolin**

PSA Peugeot Citroën and Toyota Motor Corporation officially completed first stage construction of their new joint factory to manufacture an entirely new class of passenger cars. Construction of the TPCA car factory in the Kolin-Ovcary industrial zone at a total investment of 1.5 billion euro. This is the largest investment project in Central Europe and will bring the Czech Republic at least 10,000 new job opportunities. The TPCA car plant in Kolin will be the most modern and efficient in Europe. Its benefits will be tremendous - approximately 3,000 jobs will be created directly at the plant and at least another 7,000 jobs will be created in connection with the project at supplier companies and related services. The TPCA project is quite unique in terms of its size and significance. The new car will be equipped with the latest technology, ensuring high reliability, low operating costs, minimum pollution and especially active and passive safety that exceeds the prevailing standards in this class. They will be fitted with the latest generation energy-saving engines: 1.0-liter gasoline and 1.4-liter diesel engines. The vehicles will be sold under three brands: Toyota, Peugeot and Citroën. The models of these brands will have commonality of structure and components yet have clearly differentiated and specific styles.

#### **Honeywell relocates further manufacturing capacities to Brno**

New and potent investor for the Flextronics production hall on the Cernovicka terasa site near Brno is Honeywell. Honeywell, already finalized negotiations with Flextronics on the takeover of its former production facilities. Honeywell has announced that the company plans to massively expand their current production and development activities in the Czech Republic. In the past year, Honeywell has pursued a strategy of funneling their capacities and shifting them to regions with lower manufacturing costs, among them Central and Eastern Europe. Honeywell s.r.o. was established in 1993 in Prague, where the first Honeywell laboratories outside the U.S. were launched the same year. Last year has also witnessed

Honeywell's acquisition of Ademco and Invensys Controls, both of whom feature production facilities in Brno's 'Technology Park'. 24.4.2003

#### **Symbol Technologies moves their high-tech center to South Moravia**

Symbol Technologies yesterday have taken over the keys to their leased facility and simultaneously confirmed their intent to build a high-tech repair center and call center in the Kapriska industrial zone in Hodonin in the South Moravian region. The repair center will provide service and repairs of bar code scanners, portable computer equipment and communications systems, for example. Customers of the center will be companies from both Western and Eastern Europe. Over the course of 5 years they will invest more than 428 million CZK.

#### **Strategic industrial zone in Zatec under preparation**

Preparation of the strategic industrial zone in Zatec known as Triangle is entering the investment phase. The Czech Government has earmarked 400 mil. CZK to regenerate the former military airport, after which work will commence to completely demolish unnecessary structures and to remove extensive ecological damage. This site's great attractiveness is testified by the fact that an investor as significant as the French concern PSA had set its sights on Zatec as a future industrial zone right up until the last minute. The 360-hectare Triangle industrial zone offers the ideal prerequisites to create over 10,000 new jobs. It will contribute considerably to the overall renewal and start-up of economic development in Northwest Bohemia, particularly in the Usti region. Its preparation made no demands on agricultural or otherwise usable land, and conversely it provides an effective solution to the problems of old ecological damage and regeneration of unused land. In this respect the project is totally unique in its size.

#### **Toyoda Gosei of Japan expands in Klasterec nad Ohri**

The third largest manufacturer of airbags and steering wheels in the world - Toyoda Gosei of Japan - after one year of trial operations has started full production at its factory for airbag systems in Klasterec nad Ohri. In addition, they have decided to build a hall to produce rubber sealing components for the automotive industry. The Toyoda Gosei investment worth CZK 1.2 billion shall in coming years create a minimum of 700 jobs. Expansion of the first factory shall create 300 new jobs. In the second hall that houses new production, another 400 jobs will be created. Toyoda Gosei will thus become one of the largest employers in the Chomutov Region that currently has an unemployment rate of 18.6% and the average job availability is 71 applicants to 1 job.

#### **Toyoda Machine Works starts construction in Pardubice**

The Japanese company Toyoda Machine Works, Ltd. have started construction on a new production plant in the Pardubice industrial zone to manufacture a wide range of automotive components for passenger cars. Over the next three years, Toyoda Machine Works plans to invest at least 30 million dollars into manufacturing transmission and drive-train parts in the Czech Republic and create more than 100 new jobs. Construction of the new hall should be completed in December 2004 and the scheduled starting date of production in Pardubice is October 2004. Toyoda's plant is now the second Japanese investment that CzechInvest have succeeded in bringing to the relatively small industrial zone in Pardubice. The factors that led the investor to finally choose this site were not only the city's strategic position, but also the fact that another Japanese investor is already located in this zone - namely Matsushita Communication Industrial Czech.

**Eaton Industries follows Parker Hannikin**

Eaton Industries, U.S. based automotive and aircraft parts manufacturer, announced plans to build a new production plant in Chomutov industrial zone this year. The plant will manufacture hydraulic and air-conditioning components for cars, and will gradually employ up to 1000 people. Another U.S. based global automotive company, Parker Hannifin has already its pad factory with 900 employees in the same location.

**Sybron Dental Specialties, Inc.**

U.S. based medical company Sybron Dental Specialties, Inc. announced a buy of the Czech dental non-metallic materials manufacturer Spofa Dental. Spofa is well established on the Eastern European markets. Although the amount of transaction is small, Standard and Poor's agency appreciated Sybron for its activities on the emerging and developing markets.

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**COMPANIES AND BUSINESS**


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**Prokom group wins tender for PVT**

A three-way consortium of Polish systems integrator Prokom Software, Slovak financial group J&T Invest and the Dutch Middle Investment Group last week won the privatization tender to acquire the Czech Republic's largest systems integrator, PVT.

The consortium will pay Kc 1.55 billion for the state's 96.5 percent stake in the company. The 96.5 percent shareholding was made up of state-owned shares and the approximately 60 percent stake held directly and indirectly by Ceskoslovenska Obchodni Banka (CSOB). PVT is part-owned by the state bailout agency Czech Consolidation Agency (CKA), which holds a 37 percent stake transferred from CSOB.

**FNM to approve Unipetrol privatization adviser**

A special commission has recommended to the National Property Fund (FNM) consortium McKinsey&Company, West LB and EEIP as the winner of a tender for a government investment consultant in the privatization of petrochemical holding Unipetrol. The commission chose the consortium from 13 applicants, but the final decision will be made by the FNM later this week. The state is to make a second attempt to sell off its 63% stake in Unipetrol. The holding controls 100% subsidiaries Chemopetrol, Kaucuk, Benzina, Paramo and Spolana, a 51% stake in Ceska Rafinerska and a 38% stake in Aliachem.

**Two bidders compete for Transgas stake**

The National Property Fund (FNM) has received 2 bids for a 3.01% stake in natural gas importer Transgas, currently held by the state. The bidders are Transgas' majority owner, German RWE Gas which already holds a 97% stake, and Slovak J&T Banka. The FNM plans to select the winning buyer within 30 days. The starting price was set at CZK 3 bln.

**Volkswagen plans to enter Iraqi Market**

Vratislav Kulhanek, the head of Skoda Auto, part of the Volkswagen group, said the firm is working on projects that should enable it to enter the market in Iraq.

**Lockheed Martin interested in offering its F-16 to the Czech Army**

US Lockheed Martin announced its interest in selling F-16 air fighters to the Czech army. The Czech Republic last year cancelled

a tender to buy modern fighter jets to replace its outdated fleet of Soviet-made MiGs.

**Budvar wins trademark lawsuit in Austria**

U.S. brewery Anheuser Busch lost in Austria the protracted trademark dispute with Budejovicky Budvar. In Austria, the Czech brewery will now have the sole right to use the label Bud or Budweiser in accord with a bilateral agreement between the Czech Republic and Austria.

**Tax Revenue will increase in 2004**

The Finance Ministry announced on Wednesday, May 21 that it plans to increase tax revenue by almost 30 billion crowns next year as a result of planned changes in tax laws.

**Two more Reactors to be built in Temelin**

Trade and Industry Minister Milan Urban said that two more reactors should be built in the recently opened Temelin nuclear power plant by 2015 to replace coal-fired power stations. Temelin's owner, the power utility CEZ, said it had no such plans so far.

**Public Procurement**

The Czech cabinet addressed a new draft of public-procurement law that is supposed to make the tender process more transparent and bring it into line with EU legislation. The new law requires the issuer of a competitive bid to establish the criteria in advance. It would also increase the powers of the antitrust office to oversee tenders. The measure calls for continuing to give preference to Czech companies until the end of 2005.

**Czech producer prices drop again**

Czech producer prices dropped by 0.8 percent in April. The April decrease is the biggest monthly drop in Czech producer prices in more than two years. In year-on-year terms, producer prices fell 0.7 percent, extending their decline into the fifteenth consecutive month. The figures are way below expert predictions.

**Retail sales fall sharply in March**

The growth in Czech retail sales slowed sharply in March, to 1 percent year-on-year in March, after surprisingly strong 4-percent growth in February and over 4 percent in January. The slowdown was much steeper than expected.

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**BUSINESS AND TRADE WEBSITES**


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General Information	<a href="http://www.czech.cz">www.czech.cz</a>	CzechInvest	<a href="http://www.czechinvest.org">www.czechinvest.org</a>
Czech Supplier	<a href="http://www.supplier.cz">www.supplier.cz</a>	Tradeshows	<a href="http://www.veletrhyavystavy.cz">www.veletrhyavystavy.cz</a>
CzechTrade	<a href="http://www.czechtrade.cz">www.czechtrade.cz</a>	Czech Embassy	<a href="http://www.mzv.cz/washington">www.mzv.cz/washington</a>

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 SCOTTISH COMPANIES EXPAND IN THE CZECH REPUBLIC
 

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Modular building specialist RB Farquhar is expanding the manufacture of prefabricated bathrooms to the Czech Republic. The company is going to build a new 8,000 sq metres plant in Chomutov and intends to employ some 50 people there. The £3 million facility will be completed this summer and aims to be in full production in the autumn. RB Farquhar produces prefabricated bathroom pods for major hotel groups such as Holiday Inn, Radisson and Travelodge, but also for private house builders and halls of residence. "We are a UK market leader in prefabricated bathroom pods but transport costs to the continent are too high", says Michael Shand, Managing Director of RB Farquhar Manufacturing. "After a two-year research of the European market it became obvious that the only way we could tap into this huge market was by setting up a manufacturing base in mainland Europe".

Caledonian Alloys set up a facility in Kladno, north-west of Prague airport this January. The company specialises in recycling and processing super-alloys for the producers of aerospace engines, land-based turbines and others. "We are the largest company in this business in Europe and one of the fastest growing companies in this sector in the world" says John

Wardlaw, Business Development Manager at Caledonian Alloys and adds: "the Czech Republic has a long tradition in aerospace and power generation equipment manufacturing and thus has attracted leading global manufacturers such as PCC. That is why we are here too."

One of the largest printing and software replication companies, Thomson Litho, established its Central European manufacturing facility in Lodenice at the end of 2001. The company supplies user manuals and software CD-ROMs to leading computer manufacturers in the Czech Republic. "In recent years we have seen a trend for computer manufacturing companies and other high-tech firms to move their production to the Czech Republic and other countries of Central and Eastern Europe so it was essential for us to be here too," explains Ken Thomson, Managing Director of Thomson Litho.

Longer-established Scottish companies in the Czech Republic include Devro plc which owns three plants in the country and the ultra modern Carclo plastic plant in Brno is supervised from Scotland.

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 CZECH COMPANIES LOOKING FOR REPRESENTATIVES, IMPORTERS, DISTRIBUTORS
 

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**Innovative hand made glass**

Alchymie Praha recently launched a new collection of innovative studio glass art designed by leading Czech artist. The pieces are handmade, signed and numbered in small workshop production. The greatest Czech glass artist, Stanislav Libensky once described the process of working with hot glass as alchemy. Drawing this inspiration, the company was named Alchymie Praha, Czech for Prague Alchemy. The firm cooperates with four Czech artist representing a wide range of ages, background, styles and accomplishments. František Vizner is recognized as the most prominent living art glass artist in the Czech Republic. Our artist include Vladimir Klein, Jiri Jermar, David Suchoparek and Ingrid Rackova. Klein's work is widely exhibited throughout the Czech republic, in Japan, and is in the collection at the Corning Museum in New York. In future seasons, the company wants to expand their collections, and will continue to work closely with the most talented Czech artists to bring

innovative and creative glass art to the world.

AlchymiePraha, LLC.  
7118 Westmoortland  
Berkeley, CA 94705  
Phone: (510)841-4560  
Fax: (510)981-0502  
ray@alchymiepraha.com  
www.alchymiepraha.com

**Tunnel Baking Ovens**

J4 a manufacturer of tunnel baking ovens is looking for a partner for the US market.

J4 s.r.o.  
Mr. Josef Mazl  
Prumyslova 96  
Predmerice nad Labem  
Tel.: +420 495 581 137  
Website: www.j4.cz

**Cardboard Gift Boxes**

ORPA is a manufacturer of gift boxes in different shapes and prints, looking for new business partner in the USA.

ORPA a.s.  
Mr. Petr Ryba  
Opletalova 92  
563 26 Lanskrout  
Tel.: +420 465 386 111  
www.orpa.cz

**CRM Software Solutions**

Ganymed provides custom software solutions enabling companies to keep track of their clients' data as well as tracking employee activity in the field in real time.

Ganymed  
Mr. Daniel Cinatl  
Branicka 79  
149 00 Praha 4  
Tel.: +420 244 466 101

**Manufacturers & Exporters of Czech Toys**

Abakus CZ, LLC., a small family corporation founded in 1995, is a manufacturer of all different styles of wooden toys, marionettes and drawing and moving toys. The firm is interested in exporting their products to the U.S. and is looking for business representatives.

Abakus CZ s.r.o.  
Sedlackova 6, P. O. Box 103  
397 01 Pisek, Czech Republic,  
Phone: (+420)362-272-089  
Fax: (+420)362-272-789  
abakus@pi.bohem-net.cz,  
info@abakus-cz.cz  
www.abakus-cz.cz  
Ms. Lenka Rosolova, Manager

**Customized airplane models**

Tritex Modellsport was established in 1992 with the specialization in production of customized models of airplanes. Tritex products don't only attract private collectors, but their planes are also used in many TV commercials. Their reputation is known for their large selection of planes and affordable prices. Quality and happy customers is the aim for Tritex, as well as expanding their services in the U.S. market.

Tritex Modellsport  
Na Vysluni 1283  
735 14 Orlova,  
Phone: (+420-596)516-427  
tritexmodellsport@cmail.cz  
www.cmail.cz/tritexmodellsport  
Mr. Polednik Rostislav

**Mechanical tin toys**

Kovap v. d. Nachod was established in 1950. Presently the firm employees 100 employees, and the main focus of their production is mechanical toys made from metal or plastic. Kovap company is looking for U.S. business customers and importers.

Kovap v. d. Nachod  
Hradni 66  
549 22 Novy Hradek, Czech  
Republic  
Phone: (+420)491-478-141  
Fax: (+420)491-478-140  
kovap@kovap.cz  
www.kovap.cz  
Mr. Josef Kulek, Managing  
Director

#### Environment friendly wooden products

Ekostil, LLC. Brdy specializes in manufacturing of environmental friendly wooden products. The company's strategy is to concentrate on the quality of products and

services, custom orders, affordable prices and improving of the environment.

Ekostil Brdy, LLC.  
Nadrazni 25  
242 62 Rořmítal pod  
Tremajnem, Czech Republic  
Phone: (+420)257-290-493  
Fax: (+420)257-290-493  
sales@ekostil@post.cz  
www.ekostilbrdy.cz  
Mr. Josef Vacek, Manager

#### Designer's line clothing and accessories for children

Fon Design, was established in 1992. The company specializes

in artistic designs and production from textile as a accent for the children's market. They are interested in expanding to U.S. children's market.

FonDesign  
Zilinska 1376  
708 00 Ostrava-Poruba,  
Phone: (+420)596-939-332  
Fax: (+420)596-939332  
z.fonova@fondesign.cz  
www.fondesign.cz  
Ms. Zdena Fonova, Manager

#### Marionettes, toys, garden accessories

Heda company produces a wide range of products from garden accessories, marionettes, toys and supplements for the households, garden and furniture. The firm wants to penetrate the US market, and is looking for U.S. buyers.

Heda Export-Import  
Palackeho tr. 148a  
612 00 Brno, Czech Republic  
Phone: (+420)541-235-754  
Fax: (+420-5)541-243-935  
info@heda.cz, heda@heda.cz  
www.heda.cz  
Mr. Jan Dvorak, Manager

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

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#### Market Research

Market research company, member of GfK Group, offers its services in the Czech Republic.

INCOMA Research s.r.o.  
Mr. Radek Muzik  
Geologicka 2  
152 00 Praha 5 - Barrandov  
Phone: + 420 251 117 550  
Fax: + 420 251 117 512  
muzik@incoma.cz  
www.incoma.cz

#### Environmental Consulting and Engineering

Environmental consulting and engineering company provides a broad range of services for the protection and preservation of the environment.

KAP s.r.o.  
Mr. Karel Petrzelka  
Trojska 92  
171 00 Praha 7 -Troja  
Phone: + 420 283 090 611  
Fax: + 420 283 090 611  
k.petrzelka@prg.kap.cz  
[www.kap.cz](http://www.kap.cz)

#### University of Economics, Prague Is Offering Two Year International Master's Program Beginning of 2003/2004 Academic Year

"International Business in a Global Context with an Emphasis on Central Europe":  
\* Management of complex processes in global markets  
\* Analytical tools as a bridge between theoretical knowledge and practical applications

\* Financial aspects of global management  
\* International business strategies  
\* Methodology of project management in an international and multi cultural dimension  
\* Negotiation skills in a multi cultural environment.

The essential features of the International Business Program, which provides state-of-the-art education in business administration, are the interdisciplinary approach, integration of management studies with intercultural aspects, and orientation towards regional markets in a global environment. Central Europe also provides the indispensable knowledge of the region with

high potential of development and growth. The University is a member of the Community of European Management schools and Corporate partners ([www.cems.org](http://www.cems.org)) and Partnership in International Management.

University of Economics, Prague  
International Studies Center  
Nam. W. Churchilla 4  
130 67 Prague 3, Czech Republic  
musik@vse.cz  
<http://isc.vse.cz/ib>  
Ms. Bronislava Horejsi, CSc.  
Foreign Relations and Public Relations

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## TIPS FOR BUSINESS TRAVELERS

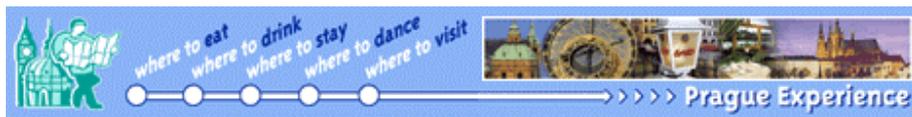
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#### Tatra Travel Bureau, Inc. - Service for Individual Business Travelers

Tatra Travel Bureau, Inc., a convenient service for business people traveling to the Czech Republic and locations outside of Prague for the first time, offers U.S. business travelers a complete travel package that includes everything from round - trip tickets, hotel reservations and accommodations, transport, arrangement of meetings with Czech business partners, and interpreting services. For detailed information on new business package travel and orders, please contact Tatra Travel Bureau, Inc., Central & Eastern Europe Professionals at:

Tatra Travel Bureau, Inc.  
212 East 51 Street  
New York, NY 10022  
Phone: (212)486-0533  
Fax: (212)486-1456  
info@tatratravel.com  
[www.czech-vacations.com](http://www.czech-vacations.com), [www.centraleuropevacations.com](http://www.centraleuropevacations.com)  
Mr. Jindra Kadlec, Sales and Marketing Manager

Four Seasons reopens the five-star Four Seasons Hotel Prague on the bank of the Vltava in Prague 1, which suffered significant damage in last August's floods and has been closed ever since, will re-open June 20.



PragueExperience.com is a portal website for Prague, highlighting all major entertainment and sightseeing activities.

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## TRADESHOWS AND EXHIBITIONS / SUMMER 2003

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### Brno Exhibition Center / [www.bvv.cz](http://www.bvv.cz)

#### 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 Leatherwear

#### 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)

#### 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

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## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

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**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. Marketa Janikova, 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)

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## SUBSCRIPTION INFORMATION

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