

# Czech Trade Focus

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

Understanding on U.S. Bilateral Investment Treaties with EU Accession States    Trade Implications of the Czech Republic's EU Accession (GSP Alert)    Japan's Increasing Presence in Manufacturing and R&D    Czech Agricultural Commodities    Czech Companies at WEFTEC 2003

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## CZECH ECONOMIC OUTLOOK

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► **Czech industry posts yearly increase**

In July Czech industry witnessed a y/y increase of 4.8 percent. Industry production has been growing for the past 11 months. The production and distribution of electricity, gas and water witnessed y/y growth of 9.2 percent in July.

► **The economy grew** y/y by 2.1% in the second quarter, and 2.3% in August, down from 2.4% in the first quarter. Consumer spending, which rose y/y by 5% in the second quarter, supported growth.

► **The unemployment rate** rose from 9.5% in June to 9.9% in July. According to some forecasts, the jobless rate could rise by half a percentage point due to the planned layoffs of state workers.

► **A wage and price comparison** in the CR, Slovakia, Poland and Hungary found that Czechs have the highest living standard. Czechs have the highest average salary, and also pay the least for groceries in relation to wages. Overall, the CR is the second-most expensive of the four countries surveyed, after Hungary.

► **The current account deficit** narrowed more than markets had expected in August, thanks to a smaller foreign trade gap and a decline in profit repatriation by foreign investors. The central bank (CNB) said the future EU member's current account deficit shrank to Kc 13.2 billion (\$482.8 million) from July's Kc 24.3 billion.

► **The trade deficit** reached 7.0 billion (\$251.0 million) in August. Imports rose y/y by 13.9% and exports rose by 12.9%.

► **Czech investment funds** reported a Kc 10 billion (\$362.7 million) outflow for the three months ending in September due to a controversial change in the value-added tax (VAT) law. The law amendment, which came into force on Oct. 1, forced large companies like power producer CEZ and phone operator Czech Telecom to tax securities income.

► **Czech retail sales up 5.8 % in August**  
Czech retail sales growth slowed to 5.8 percent year-on-year in August after rising by 7.2 percent in July, due mainly to lower sales in non-grocery shops. Retail spending rose a real 0.8 percent in August from July

in seasonally adjusted terms thanks to an ongoing recovery in sales and repairs of cars.

► **Producer prices deflation ends after 18 months**

For the first time in eighteen months, prices of industrial products and services in the Czech Republic were unchanged in year-on-year terms in September. The Czech Statistics Office said that prices of food, alcoholic beverages, tobacco, oil and refinery products and metal products rose, while prices of textiles and pulp and paper products fell, compensating for the rises. In a monthly comparison, producer prices, as measured by the Producer Price Index (PPI), were up 0.4 per cent in September. The statistics office said higher prices of oil product and meat pushed PPI up on the monthly basis.

► **Czech currency**

In September and October, the Czech crown was trading in the range 27.0 – 29.67 CZK per 1 USD, steadily increasing its value toward both dollar and euro during this period.

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## UNDERSTANDING ON U.S. BILATERAL INVESTMENT TREATIES WITH EU ACCESSION STATES

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In September the European Commission endorsed a political Understanding preserving U.S. bilateral investment treaties (BITs) with countries that are acceding to the European Union including the Czech Republic.

The agreement will serve to reinforce the message that Europe in general, and the countries of Central Europe in particular, welcome U.S. investment. The Understanding expresses the intentions of the parties to amend the BITs in relation to a few areas where accession states' BIT obligations might otherwise be found to conflict with their obligations of membership in the EU.

On September 22, 2003, a Memorandum of Understanding, specifying the amendments to the BIT, was signed. The amendments accommodate EU measures in areas such as the audio-visual, agriculture, financial services, transportation, and fishery sectors. In general, U.S. investors have not encountered major difficulties with the transition to EU law in these areas. U.S. investors will be grand-fathered with respect to the BITs' non-discrimination protections for a minimum of 10 years following the application of EU measures. A satisfactory solution found shows that EU enlargement can be beneficial to third countries.

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## U.S. TRADE WITH THE CZECH REPUBLIC IN 2003

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By August 2003, imports from the CR surged to \$906.7 mil. (U.S. statistics). The major goods imported are computer and office machine parts, electrical machines, devices and components, electronic components, industrial machines, engines and internal combustion engines, engine pumps and parts, iron and steel, household glassware and glass beads, agricultural tractors, organic chemicals and structural parts for aircrafts and aircraft engines, electric capacitors. The annual volume of imports from the CR is expected to reach more than \$1.3 billion.

Top Czech exports to the U.S. currently (over \$10 mil.) are:

- Machinery and mechanical appliances \$294.5 mil.
- Electrical machinery and equipment \$109.8 mil.
- Iron and steel, articles of iron and steel \$71.6 mil.
- Glass products \$46.2 mil.
- Agricultural tractors \$45.6 mil.
- Organic chemicals \$45.1 mil.
- Aircraft parts \$39.6 mil.
- Rubber, plastics and articles thereof \$26 mil.
- Textile articles \$15.3 mil.
- Arms and ammunition \$15.3 mil.
- Toys, sports equipment \$15.4 mil.

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## GSP ALERT – IMPORTANT INFORMATION FOR IMPORTERS OF CZECH PRODUCTS TO THE U.S.

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### Trade Implications of the Czech Republic's EU Accession (GSP Alert)

On May 1, 2004 the Czech Republic's EU accession will be completed and the country will become a full-fledged member of the EU. Bilateral trade relations with non-EU member countries, including the U.S., will be governed by the common EU trade policy and the Czech Republic will adopt fully EU external tariff.

As a result, the Czech Republic will lose its developing country status in trade relations with the U.S. and goods imported from the CR to the U.S. will be cleared on the basis of the general MFN tariff, as other goods from EU member states. i.e. the preferential rates under the GSP (Generalized System of Preferences) program will no longer be applicable for Czech imports.

It is impossible to apply the GSP program also from the EU countries' perspective, as this would constitute a discriminatory treatment among the EU members themselves.

As the U.S. customs duties on imports are generally low (U.S. Harmonized Tariff Schedule), the new treatment of Czech imports into the United States should not become a trade barrier. For some items currently imported on the GSP basis there will be, however, a differential in customs duties applied (averaging 0 – 5%).

All importers of Czech products to the U.S. are advised to check the new tariff rates, applicable starting May 1, 2004, and to respect this new circumstance in their future pricing policy.

On the other hand, customs duties of the EU single external tariff on U.S. imports to the Czech Republic will be applied and the existing tariff differential in some cases will disappear.

The regional trade agreements map will change, which is of importance for U.S. manufacturing operations in the Czech Republic. The CR will no longer be a member of the CEFTA (Central European Free Trade Agreement). The remaining members will be Bulgaria, Romania and Croatia only. The trading relations of the Czech Republic to these three countries will be based on the EU Accession Treaty (preferential tariff).

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## MINNESOTA'S GOVERNOR PAWLENTY TO LEAD TRADE MISSION TO THE CZECH REPUBLIC

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At a breakfast meeting with Czech Ambassador Martin Palous held on October 29, 2003, Minnesota's Governor Tim Pawlenty confirmed he would lead a trade mission to Central Europe - Poland, the Czech Republic and Germany next year. "This is going to be a ground-breaking trade mission because Poland and the Czech Republic are not traditionally strong markets for us," said Governor Pawlenty. "They have great potential both individually and as gateways to growing markets in Central Europe. In Poland and the Czech Republic, the mission will promote the state's information technology and environmental technology industries.

"The timing of this mission is especially important because both Poland and the Czech Republic are slated for entry into the European Union in May of 2004 and must comply with new environmental standards," said Governor Pawlenty. "Minnesota companies can provide the technology they will need to comply with those requirements."

The trade mission is being organized by the Minnesota Trade Office. More information is available online at [www.exportminnesota.com](http://www.exportminnesota.com).

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## ECONOMIC POLICY

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### ► 2004 budget passes first reading

The 2004 state budget passed its first reading in Parliament with 93 deputies voting in favor (92 was the threshold). In the first reading, the chamber approved the

total expenditures, revenues and deficit. In the second reading, MPs will have a chance to change the internal structure of the budget by shifting money among individual chapters. The 2004 budget is based on the government's strategy aimed at gradual reduction of fiscal gaps and euro adoption by the end of this decade. The budget deficit next year has been locked at 115 billion Czech crowns on expenditures of 754 billion.

► **President approves excise tax hike**

Czech President Vaclav Klaus signed a law raising excise taxes on petrol, tobacco and alcohol as of January next year. The Finance Ministry expects the tax hike to bring about 12 billion crowns in extra revenues next year. The excise tax hike as well as an increase in VAT on many goods and services from 5 percent to 22 percent is part of government strategy to cut the

widening fiscal gap to four percent of gross domestic product in 2006 from more than seven percent this year.

► **State Administration Reform**

The cabinet approved a new 16-grade pay scale for state workers that will lead to higher salaries for some teachers and other state workers. An extra Kc 5bn will be set aside for paying for the changes in the pay scales.

► **Internet for Schools project**

The government agreed to have 254 million Czech crowns transferred from the state budget to the Education Ministry. The money is to be used for the Internet for Schools project, which aims at increasing computer literacy among schoolchildren throughout the country by providing computers and Internet connections to

schools. Cabinet approved to prolong the project by a year, to end in 2006.

► **Czechs use payment cards more frequently**

Czechs have been using payment cards instead of cash more frequently, and nearly 60 percent of the population own one, statistics compiled by the Bank Cards Association show. The volume of goods Czechs bought using payment cards nearly doubled to Kc 18.7 billion in the first half of this year.

► **The Ministry of Informatics** officially announced a start-up of the e-government project „Portal veřejné spravy“ at the INVEX Fair on October 7th. The portal provides information on the state institutions and enables online communication with them. It also contains the summary of Czech laws. It is available on [www.portal.gov.cz](http://www.portal.gov.cz).

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## EU WATCH / CZECH REPUBLIC ACCESSION TO EU

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► **EURO adoption strategy**

The Cabinet adopted a national strategy mapping out the adoption of the single European currency, the euro, in 2009-2010 or later. The document, prepared jointly by economic ministries and the central bank (CNB), advises the continuation of the government's public finance measures to cut the state debt and that further steps be taken to fight the gray economy, and reform the pension, health and public administration systems.

► **Coal, electricity and gas to see new consumption tax**

The Finance Ministry announced that it would introduce a new consumption tax on coal, electricity and gas by the end of 2007. The EU has decided that it will impose an ecological tax on these energy sources in order to decrease their consumption. If a postponement of the introduction is not granted by Brussels, the prices of these commodities will increase next May concurrently with the Czech Republic's accession to the EU. The minimum amount of the tax will be set according to a regulation which should be approved by the European Commission in the next few days.

► **Credit Unions**

The Chamber of Deputies is due this month to discuss legislation that would regulate Czech credit unions in line with EU legislation, in part by requiring them to raise their share capital to Kc 35 million from the current Kc 500,000 after EU accession. Many credit unions, in particular the smaller ones, could disappear by spring 2004 due to the mandatory share capital increase, but depositors' money should be safe, according to a poll of credit unions conducted by CTK.

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## JAPAN'S INCREASING PRESENCE IN MANUFACTURING AND R&D IN THE CZECH REPUBLIC

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Czech Republic's image in Japan is based on Czech beer, crystal glass and Czech classical music. Unfortunately, not that many Japanese are aware of the industrial tradition in the Republic. This may change with the recent influx of Japanese companies into the country.

The decision process to which country a new project will be placed takes in Japan much longer time for Japanese companies than in Europe or in the U.S. But once the decision has been made, things are going perfect. And the projects developed in the Czech Republic seem to be perfect.

At present 119 Japanese companies are active in the Czech Republic, having invested over 2.3 billion USD. Japanese production plants, R&D centers and retail companies will employ nearly 24,000 people here.

The increasing inflow of Japanese investment to the CR is a trend seen in the past few years. Since 2000 the CR attracted the vast majority of all new Japanese investment projects heading to Europe, Central Europe in particular. All projects of Japanese companies in the CR proved to be successful. Japanese investment projects, based on careful Japanese planning approach, have in common such features as the fastest built plant, fastest reached high level productivity and profits, high quality reached in production or trouble free operation.

The most significant investment project from Japan in the CR is the joint investment of automakers Toyota Motor Corporation and PSA Peugeot Citroen. Construction of TPCA's passenger car manufacturing plant in Kolin – worth 1.5 billion Euro – is the largest investment project in Central Europe, creating almost 10,000 new jobs. The project itself is attracting further Japanese companies, such as Futaba, Kayaba Industry, Aoyama and Tokai Rika, Aisan, Toyoda Gosei and Denso.

Also Japanese electronics companies have formed a strong presence in the CR, leading among those is Matsushita Electric Industrial, with Matsushita Electric Works and Matsushita Communication.

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## INVESTMENT PROJECTS UPDATE

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▫**Prague was ranked** the 17th best European city in which to do business, according an annual survey produced by Cushman & Wakefield Healey & Baker (C&WH&B). Warsaw placed 22nd and Budapest 23rd in the European Cities Monitor 2003 survey, which was based on interviews with senior executives of 501 of Europe's top companies looking at issues they consider important when deciding where to locate.

▫**German companies to invest after full EU accession**

A survey by Ernst & Young of 570 German companies found that 46 percent planned to invest in the CR after the country joins the EU and remaining investment barriers are removed. The survey found that 44 percent planned to invest in Poland and 42 percent in Hungary.

▫**Automotive Industry Investment**

According to the study "The European Investment Monitor 2003" by Ernst & Young, the Czech Republic has been the most successful country in attracting investments in the production of automotive components. Out of the projects implemented in the sector in Europe in 2002, the Czech Republic attracted the share of 18% and outperformed the traditional leaders, i.e. Great Britain (13 %) and France (12 %). Also, in respect of the investments directed to the EU candidate countries, the Czech Republic is clearly first with 50% of all the projects. 153 projects were implemented in Europe in the production of automotive components, representing an increase of 22 %.

▫**Czech Jets might go to Israel**

The Israeli ambassador to the CR Arthur Avnon announced that the Israeli military was looking for a new type of trainer jet and that the airforce was also interested in Czech-made L-159 planes, manufactured by Aero Vodochody in cooperation with the U.S. aviation industry.

▫**Subway opens in Prague**

A Subway outlet opened in Prague. The company's first foray into the Czech Republic "fills a niche on the fast food

market," said Adam Fox, one of six partners in Central European Franchise Consultants, which owns the franchising license. Fox said that despite the lack of Subway brand recognition here, the chain will tap into what a company survey shows is a growing demand among Czechs for healthier fast food.

▫**Olympus to focus on Prerov for repair center**

Camera and health-care equipment producer Olympus will build a new repair center in Prerov, central Moravia. The new Czech unit should become a leader European center for repairs of camera equipment.

▫**DHL consolidates European operations heading to Prague**

Multinational logistics company DHL will move its entire U.K.-based data center and other operations from London and Basel, Switzerland, to Prague where its new IT operations headquarters for all of Europe will be built by May 2004.

▫**Miele Transfers to the CR**

German household appliances producer Miele & Cie said production at its washing machines factory in Guetersloh, western Germany, will be transferred to the Czech Republic in 2004. The Guetersloh facility now has a total staff of 4,900.

▫**U.S. Eaton Corp. chooses the CR**

American industrial manufacturer Eaton Corporation will invest \$15 M in a production facility in north Bohemia. Construction of the plant should start within months. Eaton is the most recent in a series of car industry suppliers to enter the country. It will produce fluid connectors for automotive industry.

▫**Hyundai considering Czech Republic**

Korean Hyundai is considering the CR together with Hungary, Poland and Slovakia for its new 1.2 billion Euro car plant in Europe. Prime Minister Vladimir Spidla confirmed a "courtesy meeting" had taken place with Hyundai representatives.

▫**German Accenture expands**

Accenture, the global management consulting and technology services

company, plans to invest hundreds of millions of crowns towards expanding its Prague-based services center, in a move CzechInvest called the biggest project of its kind in the Czech Republic. Accenture now employs 300 people in the center, which provides business process outsourcing services (BPO) to clients throughout Europe, and plans to employ 1,500 in 2008.

▫**The French Valeo Group** is building its new R & D centre in Prague, to deal with the research and development of air conditioning and heating system for passenger cars. The Valeo Group has been established in the Czech Republic since 1996. The main production program consists of parts and components for air conditioning systems, the production of compressors and heat exchangers.

▫**New automotive investment for the Moravia-silesia region**

Leading global automotive supplier Brose Group is investing over 40 million Euros into construction and equipment of a new plant to manufacture closure systems and seat adjusters in northeastern Czech Republic. Due to this project there will be at least 150 new jobs created in the region until 2007. All production plant will be exported, particularly to Germany, Belgium, Sweden and Italy. The main customers are DaimlerChrysler, Lear, Johnson Controls, Faurecia, BMW, Opel and Fiat.

▫**Symbol Technologies, Inc.**

Symbol Technologies, U.S. based global leader in enterprise mobility solution, a maker of bar-code readers, will base its European repairs in Hodonin at a cost of Kc 400m (USD 14.3m).

▫**Linde**

Linde Technoplyn, a producer of industrial gases, plans to invest EUR 100M in Central and Eastern Europe. The biggest amount will go into a facility in Vresova in Western Bohemia for supplying Sokolovska uhelna brown coal mining comp.

### ▫**Honeywell Global Design Center in Brno**

Honeywell Automation and Control Solutions launched its operation of the Global Design center in Brno. Honeywell operates five centers in Prague, Brno and Olomouc with 670 staff. According to the current strategy of Honeywell, Brno is supposed to be a base for its further development in Central and Eastern Europe.

### ▫**Automobile Lighting**

Automotive Lighting, German based global leader in external automotive lighting, is investing Kč 3.5bn (USD 127m) into its Jihlava plant.

### ▫**Pechiney**

Pechiney, a French aluminum producer, will build a Kč 300m (USD 10.7m) its, already second packaging plant in Novy

Bydzov near Hradec Kralove. New plant, to be launched in 2005, will create 80 job opportunities.

### ▫**German-based Continental AG invests 74 million Euro**

Continental AG will build a new factory to process rubber composites and produce special high-speed tires on the complex of the firm Barum Continental. The total amount of investment should reach 74 million Euro. The Continental AG factory in Otrokovice expects a final production capacity of 3 million tires per year. The main buyers are major automakers such as the VW Group, Daimler Chrysler, BMW Group, General Motors and Ford.

▫**The Thermal Products Division of Dana Corporation's** new plant in the CR will produce heat exchangers for automobiles Dana's Thermal Products Division is a leading manufacturer of heat

exchangers for automobiles, buses and off-road vehicles. It operates hundreds of technology centers, manufacturing plants and customer service centers in 30 countries and employs approximately 60,000 people worldwide.

### ▫**Automotive project from Spain**

Within the next three years, the company called CIE PLASTY CZ will invest into its new production line in Valasske Mezirici 13.10 millions EUR. CIE Automotive works exclusively in the automotive industry and, in terms of turnover, is now Spain's fourth leading supplier of automotive components. With a workforce of 5,300 people employed at 28 businesses in Europe, Brazil and Mexico, CIE Automotive currently comprises five divisions, Steel, Forge & Machining, Metal, Aluminium and Plastics.

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## COMPANIES AND BUSINESS

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### ▫**Cabinet decides to purchase fighter jets through strategic order**

The Czech Cabinet has made the definite decision to purchase fighter jets to replace the Army's aging fleet of MiG-21s. It also approved a Defense Ministry proposal to acquire the jets through strategic order, and not by public tender. So far, nine countries, including the U.S., have agreed to forward their proposals by the end of October. With the lifespan of the Czech Army's 14 MiG 21 supersonic jets expiring, it needs to replace the fleet by 2005 at the latest.

### ▫**Twelve firms interested in Sokolovska Uhelna and Severoceske Doly**

A total of 12 companies last night submitted their bids to the National Property Fund (FNM) to take part in the tender for the sale of mining companies Sokolovska Uhelna and Severoceske Doly. Appian Group, CEZ, Penta Finance, and OKD have officially confirmed their interest in the mines. CEZ has decided to file preliminary bids to purchase stakes in both mines, but the Czech ministers of industry and finance have previously recommended that CEZ does not participate in the tender.

### ▫**Nova owner buys producer**

A series of legal disputes over TV Nova, the country's most popular TV station, appears to be over following the sale of CNTS, the station's former production company. TV Nova's current majority owner, PPF Group, bought a stake of just over 93 percent of CNTS from Central

European Media Enterprises for \$53.2 million (1.45 billion Kc).

### ▫**Another low-cost airline comes to Prague airport**

Last week, the U.K.-based low-cost airline Jet2 joined the six no-frills airlines flying to Prague. Jet2 operates four flights a week on the route Prague-Leeds/Bradford. The company announced it would not focus only on British travelers, Jet2 wants to attract also Czech youth, in particular students who want to travel cheaply. The lowest fare offered is approx. \$52 one-way, excluding taxes.

▫**Oil group Royal Dutch/Shell** is to take over 33 petrol stations in the Czech Republic run by its French rival Total by year's end. Financial details of the deal were not disclosed, but Shell said it would become the country's third largest fuel retailer with 138 stations. The market's biggest player is Unipetrol's Benzina followed by Austria's OMV.

▫**The BAWAG/P.S.K. Group of Austria** announced that it had completed its acquisition of Czech Interbanka. The group had previously held an 8 percent interest in it. The Prague-based Interbanka has a balance of around e400 million. The group said it would develop Interbanka's retail network along the lines of that of Slovak subsidiary Istrobanka.

▫**Car locks maker Witte Nejdek** will invest e22 million into expanding its Czech factory, joining a fleet of car parts makers

increasing their presence in Central Europe ahead of European Union enlargement there next year. Owing to this large-scale investment, 310 new job opportunities will be created in the Karlsbad region. The company is based in the northwestern town of Nejdek and supplies vehicle makers such as Audi, Volvo and truck maker Scania.

▫**The construction company Skanska** and CSOB signed a Kc 2.74 billion contract for the bank's new headquarters in Prague-Radlice. The construction of 80,000 sqm of office space is scheduled to start before the end of the year.

### ▫**UOHS to allow Terex Corporation and Tatra to merge**

The Anti-Monopoly Office (UOHS) will allow the merger of Terex Corporation and Tatra. The U.S. based Terex Corporation gained a majority stake in the basic capital of Tatra from SDC Prague through GP omikron. Terex was already a minority stakeholder of Tatra before the transaction. The owners of Tatra are now Terex with 71 percent and the Indian Vectra with 21 percent, the rest is made up of minority stakeholders.

▫**The deal signed by Gtech Corporation, USA**, to provide Czech lottery company Sazka with new equipment and software was heralded by company officials as one of the biggest American investments into the Czech Republic in recent memory. Sazka declined to make public the figure

but said the investment would be in the billions of crowns.

#### ▫Czech used-car imports jump 20 pct in Jan-Sept

Czech used-car imports rose by almost 20 per cent year-on-year to more than 112,000 units in January- September, the Association of Automotive Industries (SAP) said. Official importers and Czech producers sold almost 113,000 new passenger cars in the period. Last year, car imports rose by over 30 per cent to 131,000 cars. For the first three quarters of this year, importers brought 54,000 cars into the country for commercial purposes. The rest were individual imports. A further 2,000 cars were imported individually and declared as imports for spare parts.

#### ▫Start-up airline to offer service from Brno

Low-cost regional airline Zoom Airways wants to start flights between Brno and

Munich, Germany, from the beginning of 2004.

Dresdner Bank CZ may soon be put up for sale as its German parent Dresdner Bank is pondering selling off of its interests in Central and Eastern Europe. The final decision on the sale of the unit, number 10 on the Czech market with Kc 19.4 billion in assets in 2002, is expected in the next few months.

#### ▫Czech government to support unique project to develop microscopes

A top Czech company TESCAN s.r.o. is about to invest 25 million CZK into a new innovation project. TESCAN's technology center will focus on research into developing an entirely new generation of microscopes, which represent the highest quality devices with the highest parameters attainable in their field. On behalf of this project, TESCAN is going to receive state aid under the Ministry of Industry & Trade's program to support technology

centers. Based on the decision of the Office for the Protection of Economic Competition, TESCAN will be granted aid worth up to 48 % of the total investment costs and a subsidy for training and retraining. The microscopes produced in this small Czech company will thus also be able to compete with the world-class leaders in the field. At present TESCAN is among the top five electron microscope companies in the world. The project's main benefit for the domestic economy will be production of devices with high added value and a high share of qualified labor. Nearly all of this company's production will be intended for foreign markets. TESCAN, s.r.o. is a Czech producer of scientific devices and laboratory equipment with sales representatives spread out almost around the world. This company has been producing scientific devices and laboratory equipment since 1991.

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## CZECH COMPANIES LOOKING FOR REPRESENTATIVES, IMPORTERS, DISTRIBUTORS

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### Rubber Footwear

Novesta, a major European designer and manufacturer of rubber footwear following a 100-years Bata shoe-making tradition in Zlin, CR, is looking for distributors, importers or strategic alliances with U.S. footwear firms. Novesta is currently trading with customers in Canada, EU, Japan, Australia and New Zealand.

Novesta, a.s.  
Tr. T. Bati 5267  
762 02 Zlin  
Tel.: +420 577.522.250  
Fax: +420 577.211.056  
Mr. Lubos Zalesak  
info@novesta.cz  
www.novesta.cz

### Decorative Textiles

Tylex Letovice, a.s. produces decorative textiles such as curtains, lace, tulles, lace tablecloths, and embroidered tablecloths, in a wide variety of colors and designs. Tylex is looking for U.S. importers and distributors.

Tylex Letovice, a.s.  
Brnenska 3  
679 61 Letovice  
Tel.: +420 516.801.100  
Fax: +420 516.474.240

tylex@tylex.cz  
www.tylex.cz

### Wooden Furniture

TR Antos, a manufacturer of rustic wooden furniture, makes any custom designed furniture. Currently trading with EU customers. The company is seeking partner in the U.S.

TR Antos, s.r.o.  
Na Perchte 1631  
511 01 Turnov  
Tel.: +420 481.312.690  
Fax: +420 481.323.194  
Ms. Jitka Rajova  
jitka.rajova@trantos.cz  
www.trantos.biz

### Hydraulics Lifts

Auto Motive Industrial, a manufacturer of hydraulic lifts, supplies automotive makers Skoda Auto, VW, Toyota, Porsche. All products are ISO 9001:2000 and CE certified, and all the electric components are UL listed.. The firm currently has a distributor in Cleveland, OH, and is looking for customers and distributors in other states.

Auto Motive Industrial, a.s.  
Sokolovska 1169  
570 01 Litomysl

Tel.: +420 461.618.555  
Fax: +420 461.612.132  
Mr. Radko Smola  
malkova@automotive-  
prague.cz  
www.automotive.cz

### Health and Rehabilitation Products

Aurea Medica s.r.o. is a distributor of health and rehabilitation products and food supplement products. The company is seeking U.S. importers and distributors.

Aurea Medica, s.r.o.  
nam. Karla IV c. 18  
628 00 Brno  
Tel./fax: +420 544.217.747  
Mr. Radomir Houbal  
aurea.medica@quick.cz  
www.auremedica.ic.cz

### Foodstuffs Distribution

Concordia is a distributor of food products and technical equipment in Iraq. The company is looking for U.S. partners in the food and frozen food industry.

Concordia Limited  
International Trade &  
Cooperation  
Tel./fax: +420 272.940.705  
Mr. M. Rozehnal

world\_trade@volny.cz

### Graphic design

NEXUS Multimedia is a graphic design studio developing web site design, internet and CD-ROM presentations, and design/printing of catalogues, brochures, and leaflets. The company is looking for U.S. customers.

NEXUS Multimedia  
A.Staska 30  
140 00 Praha 4  
Tel.: +420 222.135.327  
Fax: +420 222.135.326  
info@nexus.cz  
www.nexus.cz

### Bathroom Accessories

Metal Znojmo is a maker of "NOVAtorre" bathroom accessories and "Metalia" single-lever mixers. The firm is seeking agents in the U.S.

Metal Znojmo  
Druzstevni 5  
669 25 Znojmo  
Phone: + 420 515.282.102  
Fax: + 420 515.282.112  
Mr. Karel Kopunec  
kopunec@metalznojmo.cz  
www.metalznojmo.cz

### Malt Concentrate

Research Institute of Brewing and Malting is a producer and supplier of traditional Czech hopped malt concentrates for large beer brewers, as well as micro-breweries or home brewing. The company is seeking U.S. importers and distributors.

Research Institute of Brewing and Malting  
Lipova 15  
120 44 Praha 2  
Tel.: +420 224.915.390  
Fax: +420 224.920.618  
Mr. Tomas Zoufaly  
zoufaly@beerresearch.cz  
www.beerresearch.com

**Commercial Chinaware**  
G. Benedikt Karlovy Vary, a manufacturer of tableware for hotels and restaurants, is looking for importers in the U.S.

G. Benedikt Karlovy Vary  
Maje 30  
360 01 Karlovy Vary  
Tel.: +420 353.406.111  
Fax: +420 353.449.127  
Mr. Rostislav Vondruska  
karlovyvary@gbkv.cz  
www.hotelovy-porcelan.cz

#### **Handmade Glass**

P+M Glass is a producer of hand-blown glass, such as high enamel glass, historical, overlay glass, chandeliers & water pipes. The company seeks distributors in the U.S.

P+M Glass  
Skalice u Ceske Lipy 510  
487 17 Ceska Lipa  
Mr. Milan Sperlik  
sperlikmilan@quick.cz  
www.glasssperlik.cz

#### **Miniature Airplane Models**

S2G CZ, a producer of miniature models of airplanes, is looking for distributors in the U.S.

S2G CZ  
Jinonicka 80  
Prague 5 158 00  
Tel./fax: +420 595.957.476  
Ms. Veronika Zavazalova  
s2gczech@tiscali.cz  
www.s2g.cz

#### **Sanitary ceramics patent**

New invention in the field of sanitary ceramics –flushing bowl with special footboard and armrest. The inventor is looking for interested

manufacturers in the U.S.

Mr. Vladimir Jakubec  
Na Vyhlidce 22  
680 01 Boskovice  
vladimir.jakubec@worldonlin  
e.cz

#### **Ladies' Lingerie**

Mona Classic Trade s.r.o. is a manufacturer of ladies' underwear. The firm is seeking distributors in the U.S.

Mona Classic Trade s.r.o.  
Sadova 38a  
746 01 Opava  
Tel.: +420 553.627.124  
Fax: +420 553.625.416  
Mr. Bohumil Krejci  
b.krejci@monaclassic.cz

#### **Health and Rehabilitation Products**

Sunpharm s.r.o. is a distributor of various health and rehabilitation products, food supplement products, glass nail files, etc . The firm is seeking U.S. importers or distributors.

Sunpharm s.r.o.  
Aubrechtove 3109/6

106 00 Prague 10  
Tel.: +420 272.659.457  
Fax: +420 272.659.857  
Mr. Miroslav Sluneccko  
info@sunpharm.cz

#### **Leisure & Work Clothes**

Vitex CZ a.s. is a manufacturer of uniforms, printed T-shirts, and other clothing for work and leisure. The company is looking for partners in the U.S.

Vitex CZ a.s.  
Palackeho 1147  
768 61 Bystrice pod Hostynem  
Tel.: +420 573.380.417  
Mr. Janecek  
vitex@volny.cz

#### **Investment project: Water bottling**

Czech company is seeking investment of 1,5 Million USD into a Water bottling & packaging manufacturing plant. Underground water & technology for bottling process provided by the company.

Mr. Zdenek Vaclena  
Komenskeho 902  
399 01 Milevsko  
Tel.: +420 382.522.296  
Cell: +420 603.832.487  
zdenek.vaclena@seznam.cz

### Traditional folkloristic items (suitable for Czech ethnic shops)

#### **Bell Foundry Workshop**

Zvonarska Dilna Kostelec nad Orlici is the largest producer of small decorative bells, desk bells and doorbells in the CR. A substantial part of production is formed by naval bells, bells for small bell towers and doorbells decorated with the inscriptions and signs at the customer's request. The firm is seeking importers, distributors in the U.S.

Zvonarska dilna Kostelec nad Orlici  
Tumova 527  
517 41 Kostelec nad Orlici  
Tel./fax: +420 494.322.476  
Mr. Jan Seda  
seda@kovolitectvi.cz

#### **Folk Hand Loom Weaving**

Nedia, Krosienka is a manufacturer of frame knitting (scarves, neckties,

caps, sweaters and bags). The company is seeking partner in the U.S.

Nedia, Krosienka  
Sramkova 8  
638 00 Brno  
Tel.: +420 548.524.541  
Ms. Ivana Hedbavna

#### **Figurative Honey Gingerbread**

The company produces more than 100 types of gingerbread cookies with various themes (Valentines Day, Easter, Christmas, Folk Motives, figurines, animals) and is looking for partners in the U.S.

Asociace Nora Kitnerova  
Daliborova 19  
709 00 Ostrava  
Fax: +420 596.612.789  
Ms. Nora Kitnerova & Mr. Josef Pilat

nokit@tiscali.cz

#### **Handmade "kraslice" (Easter eggs)**

The company is a producer of handmade "kraslice" Easter eggs.

Ms. Marie Cihakova  
Pod Svatym Antoninkem 615  
696 71 Blatnice  
Tel.: +420 518.331.291

#### **Jewelry & Craft Products**

The Triska company specializes in jewelry & folk craft products from horn and nacre. It is seeking partners in the U.S.

Triska  
Cyrilometodejska 29  
674 01 Trebic  
Tel.: +420 568.822.433  
Ms. Eva Strmiskova

milan.strmiska@quick.cz

#### **Handmade Woolen Products**

Mr. Zdenek Kubak is a maker of high quality woolen blankets, products made of woolen fabric and production of coating and furnishing fabric. He is looking for importers into the U.S.

Mr. Zdenek Kubak  
Art Weaving Shop,  
378 53 Strmilov  
Tel./fax: +420 384.392.288  
tkalcovna@quick.cz

#### **Traditional Household Products**

The company produces traditional household Wallachian products, such as wooden cooking spoons, forks, racks for cooking spoons, shelves and also toys. It is

looking for customers in the U.S.

Ms. Jaroslava Kvasnickova  
Na Rice 117  
768 72 Chvalcov  
Tel.: +420 573.381.167  
Fax: +420 573.381.506,  
j.kvasnickova@worldonline.cz

**Czech Folk Crafts & Art**  
Sdruzeni lidovych remeslniku a vyrobcu (Association of Folk Arts & Crafts Manufacturers), established in 1992, offers products traditional crafts to the U.S.

Sdruzeni lidovych remeslniku a vyrobcu  
Krajinska 22  
370 00 Ceske Budejovice  
Tel.: +420 602.104.404  
Fax: +420 387.438.327  
Mr. Uhlir, President  
keramika@starocesky-dvur.cz  
www.czechfolkart.cz

**Children's Books**  
Albatros Nakladatelstvi, a.s. is a publisher of children's books. It is seeking business partners in the U.S.

Albatros Nakladatelstvi, a.s.  
Na Pankraci 30  
140 00 Praha 4  
Tel.: +420 724.444.544  
Fax: +420 234.633.262  
Mr. Martin Slavik, President  
martin.slavik@bonton.cz,  
albatros@bonton.cz  
www.albatros.cz

#### **Music Publishing & Agency**

Arco Diva Management is looking for business partners in the U.S.

Arco Diva Management  
Balbinova 14  
120 00 Prague 2  
Tel.: +420 224.238.673  
Fax: +420 224.238.673  
Mr. Jiri Stilec, Director  
arcodiva@arcodiva.cz

#### **Czech Music**

Av Pron, s.r.o. provides distribution and sales of Czech music. The company wants to expand its activity on the U.S. market.

Av Pron, s.r.o.  
Purkynova 20  
301 00 Plzen  
Tel.: +420 377.261.212  
Fax: +420 377.261.212  
Mr. Jiri Slama  
avpron@c-box.cz  
www.avik.cz

#### **Decorative Glass**

Dona Glass is a manufacturer of decorative glass and Christmas decorations. The company is looking for importers and distributors in the U.S.

Dona Glass  
468 24 Drzkov 219  
Tel.: +420 483.385.615  
Fax: +420 483.385.615  
Mr. Josef Dostal  
info@dona-glass.cz

#### **Art Jewelry Products**

Galerie Vlasta represents manufacturers of artistic jewelry products. The firm is seeking importers, distributors in the U.S.

Galerie Vlasta  
Staromestske nam.5  
11000 Prague 1  
Tel.: +420 222.318.119  
Fax: +420 222.318.119  
Ms. Vlasta Wasserbauerova

#### **Fabric Hand-painting**

The company Chata Honzik specializes in painting on silk, scarves, dresses, ties, and pictures. It is looking for partners in the U.S.

Chata Honzik  
Strasin 71  
342 01 Susice  
Tel.: +420 777.833.299  
Ms. Martina Cerna  
peter.kollar@email.cz  
www.malovanehedvabi.cz

#### **Czech Wafers**

Jipo CZ, s.r.o. is a producer of Czech traditional Spa Wafers. The company is seeking distributors in the U.S.

Jipo CZ, s.r.o.  
Cihlarska ctvrt 16  
695 03 Hodonin  
Tel: +420 518.321.808  
Fax: +420 518.321.808  
Mr. Jiri Polasek  
eurowafers@seznam.cz  
www.waferjp.8m.com

#### **Handmade Wooden Objects**

Lubos Masek is a manufacturer of hand-carved wooden objects. He is seeking a business partner in the U.S.

Mr. Lubos Masek  
Bilek 111  
583 01 Chotebor  
Tel.: +420 569.623.905  
Fax: +420 776.081.739  
maseklubos@seznam.cz

#### **Handmade Glass Decorations**

MB NEOR is a manufacturer of hand-made glass decorations. It is seeking partners in the U.S.

MB NEOR  
Raisovo nam. 37  
539 52 Trhova Kamenice  
Tel.: +420 469.333.128  
Fax: +420 777.627.048  
Mr. Miroslav Brazda  
m.brazda-neor@tiscali.cz  
www.ozdoby-neor.cz

#### **Children's Books**

Vydavatelstvi Macek - Delta is a publisher of children's books. The firm is seeking business partners in the U.S.

Vydavatelstvi Macek - Delta  
Vlachova 1509  
155 00 Prague 13  
Tel.: +420 312.249.462  
Fax: +420 312.249.462  
Mr. Vladimir Macek  
vyd.macek@seznam.cz

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## FDA REGISTRATION OF FOREIGN FOOD FACILITIES UNDER BIOTERRORISM ACT 2002

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Under the newly issued Bioterrorism Act 2002, all foreign food facilities have to register with the FDA only using service of appointed U.S. agents. Failure of either a domestic or foreign facility to register is prohibited under section 301 of the act. Registration began on October 12, 2003 and must be completed by December 12, 2003. Registration includes food manufacturers, exporters, warehousing and transport companies. We advise importers of Czech food products to consult and register at the FDA website: [www.fda.gov](http://www.fda.gov), "Food Facility Registration".

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## CZECH AGRICULTURAL COMMODITIES

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### **Nominated Importers of Cheese from the Czech Republic**

Following companies have been nominated as preferred importers of cheese from the CR:

Market Cheese Dairies, Inc. (MCT Dairies Inc.), 15 Bleeker St, Millburn, NJ 07041  
JANA Foods LLC, 700 Plaza Drive, Secaucus, NJ 07094  
ATALANTA Corp., Atalanta Plaza, Elizabeth, New Jersey 07206



Pando Foods USA Inc., 9240 Bonita Beach Rd, Suite 1101, Bonita Springs, FL 34136

The total cheese quota for the Czech Republic is 800 tons in categories Swiss/Emmenthaler, Edam/Gouda, Cheddar, Blue-mold cheese and NSPF (not specified).

For enquiries on cheese from the CR please contact above importers.

### SELECTED CZECH AGRICULTURAL EXPORTS

#### VEGETAL PRODUCTS

COMMODITY TITLE	TARIFF CODE	UNIT OF MESUREMENT	EXPORT ABILITY	APPROXIMATE EXPORT PRICE
Cider Apples	<b>0808 10</b>	t,USD/t	<b>50 000</b>	<b>90 - 110</b>
Consumption Apples	<b>0808 10</b>	t,USD/t	<b>5 000</b>	<b>286</b>
Caraway Seed	<b>0909 30 00, 40 00</b>	t,USD/t	<b>400</b>	<b>1,429</b>
White Mustard Seed	<b>1207 50 10, 90</b>	t,USD/t	<b>10 000</b>	based on the world market trends
Hops	<b>1210 10, 20</b>	t,USD/t	<b>500</b>	based on the world market trends
Sugar	<b>1701</b>	t,USD/t	<b>14 600</b>	based on the world market trends
Sauerkraut	<b>2005 90 75</b>	t,USD/t	<b>200</b>	<b>321.4</b>

#### DAIRY PRODUCTS

COMMODITY TITLE	TARIFF CODE	UNIT OF MESUREMENT	EXPORT ABILITY	APPROXIMATE EXPORT PRICE
Yoghourt, Kefir and similar	<b>0403</b>	t, USD/kg	<b>4 500</b>	<b>0.86</b>
Butter	<b>0405</b>	t, USD/kg	<b>9 000</b>	<b>1.4</b>
Cheese and Cottage Cheese	<b>0406</b>	t, USD/kg	<b>7 880</b>	

#### ANIMAL PRODUCTS

COMMODITY TITLE	TARIFF CODE	UNIT OF MESUREMENT	EXPORT ABILITY	APPROXIMATE EXPORT PRICE
Pork , Salami and Sausages	<b>1601</b>	t, USD/kg	<b>1 000</b>	<b>1.4 - 3.6</b>
Canned Pork	<b>1602 41 10 to 49 90</b>	t, USD/kg	<b>1 000</b>	<b>1.8 – 3.6</b>
Rough Pork Skin	<b>4103 30</b>	t, USD/kg	<b>1 000</b>	<b>1.3</b>
Cony	<b>0208 10 11, 19</b>	t, USD/kg	<b>800</b>	<b>3.5 – 3.9</b>
Honey	<b>0409</b>	t,USD/kg	<b>500</b>	<b>2.1 – 2.8</b>

#### MALT BEER

COMMODITY TITLE	TARIFF CODE	UNIT OF MESUREMENT	EXPORT ABILITY	APPROXIMATE EXPORT PRICE
Bottled Beer, contents no more than 10 l	<b>2203 00 01</b>	hl, USD/hl	upon request	<b>50 – 57.1</b>
Canned Beer, contents no more than 10 l	<b>2203 00 09</b>	hl, USD/hl	upon request	<b>46.4 – 53.6</b>
Beer in barrels, contents more than 10 l	<b>2203 00 10</b>	hl, USD/hl	upon request	<b>28.6 – 35.7</b>

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#### CZECH PRODUCTS IN THE USA

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**Tacoma Link Light Rail Line operating with Czech “Skoda – Inekon” streetcars** opened on August 22, 2003. The Seattle – Tacoma transit authority, Sound Transit’s latest project contributes to the rehabilitation efforts of Tacoma City. It connects downtown areas with the Tacoma Dome transportation hub.

The green quiet, state of the art, Inekon cars provide a truly free ride to Tacoma community. After Portland, OR, Tacoma light rail link is the second project in the U.S. where streetcars manufactured in the Czech Republic are in operation, endorsing the expertise of Czech manufacturers who delivered over 22,000 vehicles to mostly Central and Eastern European cities.

Rep. Dicks addressed the inaugural ceremony of Tacoma's new Link Light Rail system as the new trolley system began serving the downtown Tacoma business district. He introduced Mr. Cliff Fournier, the oldest living street car operator from the old Tacoma Street Car system, which was decommissioned 65 years ago. Mr. Fournier then rang the streetcar bell to signal the start of the Tacoma Link service. The Mayor of Tacoma, Mr. Bill Baarsma noted that by opening the Light Rail, the City of Tacoma is "coming back to the future."

Mr Josef Husek, Inekon's CEO, and Mr.Jiri Kulis, Commercial Counselor, Czech Embassy, were in attendance among the V.I.P.s and community members taking part at the festivities.

### Czech Brew at NBWA Beer Fair, Las Vegas

Several Czech beer trade marks were represented at the NBWA (American National Beer Wholesalers Association) fair in Las Vegas:

<p>Pilsner Urquell Distributor: Miller Brewery, USA</p> <p>Czechvar Importer: World of Wine Ltd, contact person: Mr. William Bruzzone, president, tel: 925.284.3091, fax: 925.284.3092. East coast importer: Czech Beer Importers, Inc. tel: 203.662.9881, fax: 203.656.6676</p>	<p>Rebel Importer: Czech Beer Importers, Inc. tel: 203.662.9881, fax: 203.656.6676</p> <p>Starobrn Importer: Western Food and Beverage, contact person: Mr. Rick Frasier, president, tel: 714.965.6938, fax: 714.965.6958</p>	<p>Brouczech Importer: Eurolink, contact person: Mr. Jerry Moucka, tel: 818.992.5622, fax: 818.992.5935</p> <p>Beer is a significant commodity in the Czech exports with total value of last year's export 1,975 million hectoliter.</p>
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### Karlovarska Becherovka Available in the United States

The favorite herbal liquor from Karlovy Vary, Karlovarska Becherovka has an exclusive distributor of its products in the United States.

Niche Co.  
Mr. Peter Nelson  
45 Horsehill Road, Suite 105A  
Cedar Knolls, NJ 07927  
Tel: 973.993.8450  
Fax: 973.898.0183  
E-mail: niche@ourniche.com

### The Art of Glass Engraving – Moser Shows in the U.S.

Moser Glassworks of Karlovy Vary, are preeminent Czech glassmakers since 1857. The art of glass engraving will be demonstrated in selected department stores - at L.V.Harkness in Lexington KY, Gump's in San Francisco, and Neiman Marcus locations in Atlanta, Tyson's Corner VA, King of Prussia PA, Village of Merrick Park in Coral Gables FL, Short Hills NJ, The Biltmore Hotel in Phoenix AZ, and Dallas TX Downtown and North Park for an exhibition of copper wheel engraving and a display of traditional to contemporary Czech glass design. Famous Czech artists, Mr. Skala and Mr. Stanek, will demonstrate the art of engraving between the hours of 10 am and 5 pm in the stores.

MOSER ENGRAVING EVENT SCHEDULE - FALL 2003		
DATE	LOCATION	ADDRESS & PHONE – ASK FOR HOME DECOR
November 7 & 8, Friday & Saturday	L.V. Harkness, Lexington, KY	3719 Newtown Pike, Lexington KY 859-254-0341
November 7 & 8, Friday & Saturday	Neiman Marcus, Lenox Mall, Buckhead	3393 Peachtree Rd NE, Atlanta GA 800-555-5077
November 14 & 15, Friday & Saturday	Gump's San Fransisco	135 Post St, San Fransisco CA 415-982-1616
November 14 & 15, Friday & Saturday	Neiman Marcus, King of Prussia Mall	170 No.Gulph Rd, King of Prussia PA 800-456-5501
November 21 & 22, Friday & Saturday	Neiman Marcus, Tysons Galleria	2255 International Dr, McClean VA 877-877-1849
November 21 & 22, Friday & Saturday	Neman Marcus, Village of Merrick Park	390 San Lorenzo Ave, Coral Gables FL
November 28 & 29, Friday & Saturday	Neiman Marcus, Short Hills Mall	1200 Morris Tpk, Short Hills NJ 973-912-0080

Czech companies have taken part in the environmental technology exhibition Weftec 2003, LA. Czech participants are seeking US partners.

SOVAK – Association of Sewerage and Water Companies  
Novotneho lavka 5  
116 68 Praha 1, Czech Republic  
Mrs. Miloslava Melounova, Director  
Tel: +420 221 082 207  
Fax: +420 221 082 646  
Email: [sovak@csvts.cz](mailto:sovak@csvts.cz)  
Product of Interest: Sludge products & technologies

PVK, a.s.  
Hradecka 1  
130 00 Praha 3, Czech Republic  
Tel: +420 267 194 318  
Fax: +420 267 194 255  
Mr. Petr Kocourek, Production Manager  
Email: [petr.kocourek@pvk.cz](mailto:petr.kocourek@pvk.cz)  
Product of Interest: Water production products & technologies

SM VAK, a.s.  
28.rijna 169  
709 45 Ostrava, Czech Republic  
Tel: 420 596 623 011  
Fax: +420 596 697 133  
Mr. Miroslav Kyncl, General Director  
Email: [mkyncl@smvak.cz](mailto:mkyncl@smvak.cz)  
Product of Interest: Materials, technologies and devices for serving drinking water and sewerage systems and for waste and drinking water treatment plants

VAK Hradec Kralove, a.s.  
V.Nejedleho 893  
500 03 Hradec Kralove, Czech Republic  
Tel: +420 495 715 111  
Fax: +420 495 406 021  
Mr. Pavel Loskot, Technical Director  
Email: [tech.reditel@vakhk.cz](mailto:tech.reditel@vakhk.cz)  
Product of Interest: Waste water treatment (focused on nitrogen removal), ballast water elimination from sewer system, trenchless technology for renewing (rehabilitation) of drinking and waste water pipelines and sludge management in waste water treatment plants

VODOSPOL, a.s.  
Ostravska 169  
339 01 Klatovy IV, Czech Republic  
Tel: +420 376 310 060  
Fax: +420 376 323 317  
Mr. Mirko Lanik, Production Director  
Email: [vodospol@iol.cz](mailto:vodospol@iol.cz)  
Product of Interest: Water supply, wastewater treatment technologies

VOD-KA, a.s.  
Horni Dubina 276/10  
412 01 Litomerice, Czech Republic  
Tel: +420 416 731 842  
Fax: +420 416 736 998  
Mr. Petr Kuzela, Business Director  
Libor Belkovsky, Production Director  
Email: [p.kuzela@vodka.cz](mailto:p.kuzela@vodka.cz)  
Product of Interest: Water storage schemes, water intakes, treatment plants, pumping stations, storage tanks, distribution networks, protection and intensification of water resources and leakage programs in water supply schemes, design of sewers and sewerage networks

AQUATIS, a.s.  
Botanicka 56  
602 00 Brno, Czech Republic  
Tel: +420 541 554 111  
Fax: +420 541 211 205  
Mr. Pavel Kutalek, Director  
Email: [kutalek@aquatis.cz](mailto:kutalek@aquatis.cz)  
Product of Interest: Water storage schemes, water intakes, treatment plants, pumping stations, storage tanks, distribution networks, protection and intensification of water resources and leakage programmes in water supply schemes, design of sewers and sewerage networks, stormwater basins, pumping stations, sewage treatment plants, intensification of structures and equipment, optimisation of waste water treatment plants' operation and sludge treatment, design of hydroelectric power plants

SIGTRADING, a.s.

Tr. Svobody 39, P.O.Box 63  
771 11 Olomouc, Czech Republic  
Tel: +420 585 223 955  
Fax: +420 585 225 976  
Mr. Miroslav Student, Director  
Ms. Jana Kozakova, Assistant  
Email: [student@sigtrading.cz](mailto:student@sigtrading.cz)  
Product of Interest: Valves for water and chemistry, Repair clamps, Agriculture reel irrigation, pumping stations, water purification plants

G-SERVIS, s.r.o.  
Taborska 5  
140 00 Praha 4, Czech Republic  
Tel: +420 261 222 497  
Fax: +420 261 222 285  
Mr. Pavel Guth, Statutory Representative; Mr. Michal Tyls, Statutory Representative  
Email: [guth@g-servis.cz](mailto:guth@g-servis.cz)  
Product of Interest: Hydrogeology, engineering geology, contamination surveys, removal of environmental surveys

VODARNY KLADNO-MELNIK, a.s.  
U vodojemu 3085  
272 80 Kladno 4, Czech Republic  
Tel: +420 312 261 012  
Fax: +420 312 267 508  
Mr. Antonin Bartak, CEO & Director  
Email: [jaroslav.bartak@vkm.cz](mailto:jaroslav.bartak@vkm.cz)  
Product of Interest: Materials, technologies and devices for serving drinking water and sewerage systems and for waste and drinking water treatment plants

VHS OLOMOUC, a.s.  
Tovarni 1059/41  
772 11 Olomouc, Czech Republic  
Tel: +420 585 222 514  
Fax: +420 585 226 869  
Mr. Vladimir Prochazka, CEO  
Mr. Miroslav Petrik, Deputy Mayor, Olomouc  
Email: [prochazka@vhs-ol.cz](mailto:prochazka@vhs-ol.cz)  
Product of Interest: Water production products & technologies

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#### CZECH AIRLINES WINTER SCHEDULE NEW YORK & PRAGUE

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During the winter CSA is offering non-stop flights 7 days a week between New York & Prague. From October 26, 2003 to March 27, 2004, Czech Airlines offers at least seven flights per week from New York. The Czech Airlines is operating from JFK Airport as well as from Newark, NJ.

For more information visit the Czech Airlines web site [www.czechairlines.com](http://www.czechairlines.com), [nyc@czechairlines.com](mailto:nyc@czechairlines.com), or call (800) 223-2365 toll free.

**Prague Exhibition Grounds / [www.incheba.cz](http://www.incheba.cz)**

November 25 – 29, 2003

□AQUATHERM / International Fair of Heating Devices, Air-conditioning, Measurement, Sanitary, and Ecological Equipment

December 17 – 21

□DARKY A DEKORACE / Ceramics, Glassware, Decorative Items, Stationary

□VINO A DELIKATESY / Wine and Delicacies Fair

February 12 – 15, 2004

□HOLIDAY WORLD / Central European Exhibition of the Travel Industry

February 19 – 22

□PRAGOINTERIER – NEW DESIGN / International Fair of Furniture, Floor Covering, Textile, Lightings, and Accessories

February 26 – 28

□PRAGOLIGNA / International Trade Exhibition of Machinery, Equipment, and Materials for the Wooden Industry

□OKNA-DVERE-SCHODY / Exhibition of Windows, Doors, and Staircases Accessories, Building Components

□TOOLTEC / Exhibition of Machinery, Tools, and Hardware Equipment

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

January 8 – 11

□GO / International Travel Trade Fair

February 17 – 19

□KABO / International Fair of Footwear and Leatherware

□STYL / International Fashion Fair

February 20 – 22

□OPTA / International Fair of Eye Optics and Ophthalmology

March 2 – 5

□SALIMA / International Food Fair

□MBK / International Milling Industry, Bakery and Confectionery Fair

□INTECO / International Fair of Equipment for Retail Trade, Hotels and Catering Facilities

□VINEX / International Wine Fair

**□Infrastructure For New Europe 2003 SUMMIT**

November 24 - 25, 2003, Crowne Plaza Hotel, Prague, Czech Republic

*IFNE is a major European industrial and infrastructure event which aims to create a tradition for business and investment activities based on strategic and regular meetings in Prague. The summit is held annually in order to accelerate the development of European Infrastructure and Utility Industries and to assist in building the Single European Energy Market.*

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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.

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.

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.

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: Ms. Karolina Bockova, Phone: 408.376.4555,

Fax: 408.376.4557, [california@czechinvest.org](mailto:california@czechinvest.org)

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BUSINESS AND TRADE WEBSITES

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General Information

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

Czech Supplier

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

CzechTrade

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

CzechInvest

[www.czechinvest.org](http://www.czechinvest.org)

Tradeshows

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

Czech Embassy

[www.mzv.cz/washington](http://www.mzv.cz/washington)

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