

# Czech Trade Focus

*News from the Czech Commercial Offices in the United States / Summer 2011*

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## **MESSAGE FROM AMBASSADOR PETR GANDALOVIC**

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Dear Friends,

I am deeply honored and humbled to serve as the newly appointed Ambassador of the Czech Republic to the United States of America. I recently officially presented my credentials to President Barack Obama on July 7, 2011, expressing my appreciation for the gracious hospitality that the United States affords our mission and the core values that our countries share.

I take my duties and obligations over from Charge d' Affaires, ad interim, Daniel Kostoval, who has led the Czech mission since last summer. Thus, I would foremost like to express my sincerest thanks for all the work he and the Embassy staff accomplished in that time frame to further enhance the relations between the Czech Republic and the United States, especially in regards to intensifying bilateral economic cooperation. The Czech-US Economic Dialogue was launched late last year in order to increase mutual commercial exchange and investments.

I will continue to emphasize this cooperation as one of the three pillars of our countries' relationship focusing on fostering scientific and research development. Further, as the Czech Republic and the United States are reliable allies in NATO, I am committed to work with our American partners to further deepen our ties in the field of security and defense. Last but not least, I remain devoted to the vision shared by our two countries to preserve and promote democracy and human rights around the world.

I have already had the privilege to join First Deputy Prime Minister and Minister of Foreign Affairs of the Czech Republic Karel Schwarzenberg in his week long U.S. visit, during which he met with U.S. Secretary of State Hillary Clinton in Washington, led a trade mission of Czech company representatives to California, and attended an annual Czech heritage festival in Texas. I very much valued meeting Czech compatriot communities around the United States.

This fall, I welcome all to engage in the celebration of this year's Mutual Inspirations Festival to honor the close cultural ties between our countries through the work of famous Czech classical composer Antonin Dvorak. For information about the numerous events of the festival, please visit [www.mutualinspirations.org](http://www.mutualinspirations.org).

For now, I wish everyone a relaxing and enjoyable summer.

Yours truly,

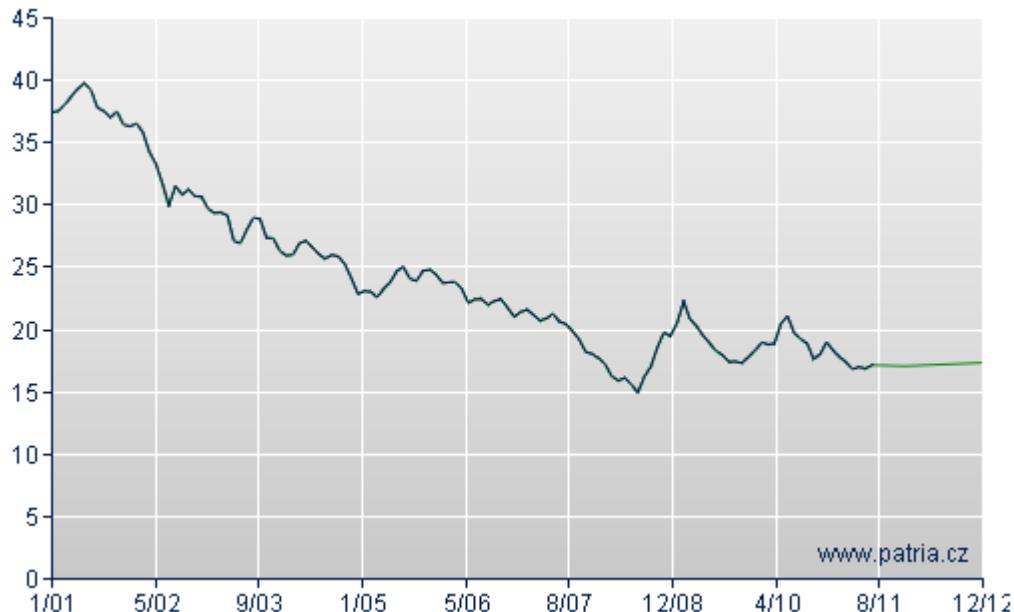
Petr Gandalovic  
Ambassador of the Czech Republic

## MACROECONOMIC DATA OF THE CZECH REPUBLIC

GDP (%, y-to-y)	-4.0	2.2	<b>2.8</b>	<b>Jan-March '11</b>
Inflation (%, y-to-y)	1.0	1.5	<b>1.9</b>	<b>last 12M</b>
Unemployment (%, y-to-y)	9.2	9.6	<b>9.6</b>	<b>June '11</b>
Industrial Production (%, y-to-y)	-13.4	10.2	<b>15.2</b>	<b>May '11</b>
Trade Balance in Millions of USD	4,232	6,364	<b>849</b>	<b>May '11</b>
Exchange Rate CZK/USD (average)	19.4	19.1	<b>16.9</b>	<b>June '11</b>

Source: Czech Statistical Office

### Exchange Rate CZK/USD 2001 – 2011



## ECONOMIC BRIEFS

**The Czech Republic** is the best place for doing business according to a survey by German foreign chambers in sixteen countries in Central and Eastern Europe. The Czech Republic was the survey winner for the sixth time in a row.

**The Czech Republic** is the 14th most attractive country for foreign investors, according to a chart of the most attractive countries made public by Ernst & Young (E&Y). Foreign direct investments to the Czech Republic increased 16% y/y in 2010 and the number of newly created jobs grew by 22%. The volume of foreign direct investments in Europe exceeded the level from the period before the crisis and the total number of investment

projects increased 14% to 3,757 in 2010.

**The inflow of foreign direct investments (FDIs)** into the Czech Republic more than doubled last year to 129.5 billion CZK (\$7.7 billion). According to an analysis of the Czech economy development prepared by the Ministry of Industry and Trade, reinvested profits accounted for the highest FDI item (63.8%). Foreign investors invested 27.8 billion CZK (\$1.6 billion) (21.5%) into registered capital last year.

**The Fitch rating agency evaluated the Czech Republic with an A+** and a positive outlook, which according to the agency reflects an improvement in the public budget and progress in

pension reforms, which took place in the course of the last year. On the contrary, the political tension inside the coalition, which can endanger further reform process and stabilization of public finances, remains the largest risk.

**The Czech Republic posted a record trade surplus** of 80.5 billion CZK (\$4.8 billion) in the first five months of the year. Both imports and exports skyrocketed in the beginning of the year, reaching 1.09 trillion CZK (\$64.2 billion) and 1.17 trillion CZK (\$69.8 billion) respectively. Demand for Czech exports is on the rise in all 10 of the country's key export markets, with automobile exports alone rising 10 percent in value in May.

**The Czech government approved an outline for the 2012 budget** with a deficit of 105 billion CZK (\$6.2 billion), the general projection is counting on 1089.9 billion CZK (\$64.5 billion) in spending and 984.7 million CZK (\$58.3 million) in earnings. The VAT in 2012 should be in two rates next year: 20% and 14% and in 2013 one rate at 17.5%.

**Total production of road vehicles** grew by 13.85 percent year-on-year to 647,024 units in the Czech Republic in the first half of this year, according to the Automotive Industry Association (SAP). Passenger car output amounted to 632,425 units, up by 13.57 percent on the year.

**The Finance Ministry has raised the growth forecast for GDP** this year from 1.9 percent to 2.5 percent. The forecast for 2012 has also been raised to the same level from original estimates of 2.3 percent.

**Domestic automobile** sales are now projected to be worse than originally expected after a drop in new passenger car registrations of 0.83 percent in the first half of the year. Registrations of new passenger cars reached only 89,026 units in the first six months of 2011.

**Czech household debt** at banks and financial institutions grew by 7.3 billion CZK (\$431 million) month-on-month at the end of June, the Czech National Bank (CNB) said today. Year-on-year, the household debt increased by about 69 billion CZK (\$4.1 billion).

**Production in the industrial sector** exceeded expectations in May, rising 15.2 percent year on year. Foreign orders rose 10 percent for the month, and revenue from foreign sales rose 22 percent. Domestic performance was less impressive, with domestic orders falling 4 percent and domestic

industrial revenue increasing 7 percent. The Industry and Trade Ministry said the positive numbers were fueled by slow but steady growth in Germany, the main importer of Czech products.

**The Czech Republic's state debt grew** by more than 60 billion CZK (\$3.6 billion) to 1.404 billion CZK (\$83.5 million) in the first quarter of this year. Per capita debt is over 133,000 CZK (\$7,900).

**Unemployment** in the Czech Republic fell to 8.1 percent in June from 8.2 percent in May, reaching the lowest level in the past two years. Employment offices registered 478,775 job seekers in June, a drop of almost 11,200 compared with May. Of this 460,321 people were ready to start work immediately.

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## BUSINESS AND INVESTMENT SEMINAR IN TEXAS

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On April 26, the Embassy of the Czech Republic with the support of Honorary Consul General of the Czech Republic Raymond J. Snokhous, the Greater Houston Partnership, and the Czech Center Museum Houston organized a business breakfast seminar on "Doing Business and Investing in the Czech Republic" at the Czech Center Museum Houston. The many guests had the opportunity to hear Head of the Economic Section of the Czech Embassy, Josef Dvoracek, speak about potential investment opportunities in the heart of Europe.

After the seminar, Mr. Dvoracek traveled with his colleague Martin Pizinger, Third Secretary of the Economic Section at the Embassy, to Texas A&M University - College Station and to the South Texas Project Electric Generating Station in Bay City.

The seminar and trip were scheduled ahead of First Deputy Prime Minister and Minister of Foreign Affairs of the Czech Republic Karel Schwarzenberg working visit to Texas.

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## CZECH FOREIGN MINISTER SCHWARZENBERG LEADS TRADE MISSION

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First Deputy Prime Minister and Minister of Foreign Affairs of the Czech Republic Karel Schwarzenberg conducted a working visit to the United States from May 27 through June 4, 2011. He was accompanied by a business delegation consisting of representatives of Czech IT and film industries and also by scientists focusing on the field of civil nuclear energy. During the visit, the Czech nuclear scientists, associated under the umbrella of Czech Nuclear Education Network (CENEN), signed a Letter of Intent for Cooperation with their counterparts at Texas A&M University in Houston. Minister Schwarzenberg then led the delegation to San Francisco to meet with representatives of the Plug and Play Technology Center and then to Los Angeles to meet with representatives of the U.S. film industry. The Minister then traveled to Washington, DC, to meet with US Secretary of State Hillary Clinton to discuss a broad range of bilateral as well as global issues. The next day, Minister Schwarzenberg opened a working breakfast on Czech-US economic relations at the US Chamber of Commerce and met with its CEO Thomas Donohue.

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## INVESTMENT BRIEFS

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**Takenaka Europe**, which produces sealing bands and tapes for doors and windows for passenger cars, has applied for permission for the expansion of its hall in Klasterec nad Ohri in an environmental impact assessment. The aim of the project is to

raise the production capacity from 110 peaces to 230 peaces per day. The number of employees would be raised from 234 to 415.

**The Siemens Elektromotory plant**, based in Mohelnice, will commence

the construction of a new assembly hall for the production of electromotors. The company will invest EUR 12 million (289 million CZK) into the construction. The new hall will likely be opened in a test operation in March 2012. The project will create a total of

200 new jobs. The plant employs nearly 2,200 people.

**Locking system supplier Brose CZ** will expand its production capacities in Koprivnice through the addition of new technologies for the production of seat and electric drive systems. The investment into the project will total EUR 100 million (CZK 2.4 billion/ \$143 million) and create about 150 new jobs.

**French online shop Pixmania** will establish its branch in Brno. The new branch will likely administer fourteen countries in the region of Central and Eastern Europe, Scandinavia and Germany at the end of this year. The total investment prepared for the project will reach EUR 20 million (\$29 million).

**Evraz Vitkovice Steel** is considering the construction of a new electric furnace, which will likely make it possible to process raw iron and scrap iron. The project in the value of about 3 billion CZK (\$179 million) is currently in the preparation stages.

The South Bohemia regional authority has approved the environmental impact of **BBH Tsuchiya's** plan to build a new plant in Ceske Budejovice. All production from the current plant will be transferred to the new plant and some facilities will get new production

equipment. The plant will employ 156 people.

**The firm Johnson Controls** is building another production plant for spare parts for automobiles in Zatec. The new plant will provide about 200 new jobs and the construction is to be completed in August 2011. Production should begin in May 2012.

**The firm Hitachi Automotive Systems Czech** has applied for an environmental impact assessment of its plan for the location of technological equipment for the production of brake hoses and absorbers for the automotive industry into Hitachi's existing hall in the Triangle industrial zone near Zatec. The annual production should reach 5.2 million brake hoses. The new production plant will employ 224 people.

**ArcelorMittal Ostrava** is planning to invest over 12 billion CZK (\$716 million) into new technology in the next five years. The biggest investment will be the construction of a new steel factory worth 5 billion CZK (\$298 million). The company will invest also into environment-friendly technologies or the modernization of the blast furnace technology. The company is planning to invest 2 billion CZK (\$119 million) this year, which represents a growth by 100% compared with the year 2010.

**The city of Prague** plans to build the Horni Lada Technology Park on almost twenty hectares in Kyje. The expected costs are estimated at approximately 2 billion CZK (\$119 million). The city will apply for money from the EU funds. The project is to comprise of twenty buildings and six hundred car parking spaces.

**The firm TRW Automotive Czech**, which produces braking systems for passenger cars, will invest about 80 million CZK (\$4.8 million) into its projects this year. The investments will be used primarily for the expansion of the assembly capacities. The company will raise the production of brakes by about 600,000. The production totaled 11.5 million brakes in 2010. 28 new job positions will be created.

**Carmaker Skoda Auto's** production plant in Vrchlabi, which will produce the DQ200 transmission gearbox from late 2012, will invest several hundreds of millions of CZK into the production and organizational changes and employ up to 700 people in regards to the production.

## JAVLIN OPENS NORTH AMERICAN HEADQUARTERS

Czech Ambassador Petr Gandalovic was honored to open the North American headquarters of Javlin, a leading IT and data software company from the Czech Republic, in June 2011. Several high level attendees, including Secretary Juan Verde from Department of Commerce's Office for Europe and Eurasia, joined the Ambassador to celebrate the company's transatlantic expansion and cooperation with key customers such as IBM, Cisco, and Sungard. The event was organized by Peter Creese of Javlin, Inc. Javlin is an innovative champion in data software and high tech data solutions. Contact: Javlin, Inc., 8000 Towers Crescent Drive, Vienna, VA 22182, [www.javlininc.com](http://www.javlininc.com)

## TATRA SEMINAR AND AUTO SHOW

The Embassy of the Czech Republic in cooperation with companies Tatra, a.s., and Navistar Defense, LLC, held a *Tatra Seminar & Auto Show* of classic and modern models at the Embassy on May 5-7, 2011.

TATRA, a.s., a Czech company, ranks among the oldest automobile companies in the world. In the 1920s, TATRA made headway in car design with the invention of a revolutionary chassis design with a central load-carrying tube with swinging half-axles, still used today. TATRA then worked intensively on a world novelty- the first ever series produced streamlined passenger car with an air-cooled rear mounted engine. At present, the company's core product range consists of heavy duty off-road trucks and trucks for combined off-road and on-road transportation, such as fire trucks and military trucks.

On May 5, the seminar was opened by the then acting Charge' d' Affaires of the Embassy of the Czech Republic, ad interim, Daniel Kostoval, and former US Ambassador to the Czech Republic and Chairman of Tatra, William Cabaniss. Then, John Long, who was exhibiting his 1938 Tatra T77, gave a fascinating presentation on the history of Tatra and his interest in the vehicles. Next, President of

Tatra Americas Duncan Sellars and Vice President of Tatra Americas Paul Colin gave an impressive overview of the latest Tatra technology, followed by a presentation on Tatra-Navistar cooperation by Sales Director of Navistar Defense LLC Robert Puhalovich. Josef Dvoracek, Head of the Economic Section at the Embassy, moderated the seminar and following discussion. A similar seminar was also held on May 6.

On May 7, the Czech Embassy celebrated the 5<sup>th</sup> annual European Union (EU) Open House, during which the Embassies of the 27 EU Member States to the United States opened their doors to the public. This year, around 3,000 curious visitors came to the Czech Embassy alone to view the classic Tatra models, which were a 1935 Tatra T57 (brought by James Green on behalf of the Lane Motor Museum from Memphis, Tennessee), a 1938 Tatra T77 (brought by exhibitor John Long) and 1948 Tatra T87 (brought by exhibitor Ivo Slezak). As a 1941 Tatra T87 was voted the winner of the 2010 Collectible Car of the Year in the New York Times, its owners from California, Paul Greenstein and Dydia DeLyser, displayed their trophy during the three day event at the Embassy as well. Moreover, TATRA, a.s., also exhibited their latest models, a military truck and a fire truck, which generated much attention among the visitors.

The seminar and auto show assisted in raising the visibility of Tatra, a.s., in the US among the general public as well as a targeted audience. The Embassy of the Czech Republic thanks all participants for their generous involvement and cooperation.

To plan your next US visit to view classic Tatra vehicles, please visit [www.lanemotormuseum.org](http://www.lanemotormuseum.org).

To learn more about Tatra and its latest models, please visit [www.tatra.cz](http://www.tatra.cz).

## COMPANIES AND BUSINESSES

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The world's third largest aircraft manufacturer, **Embraer** of Brazil, and the largest Czech aerospace-technology firm, **AERO Vodochody**, will collaborate on the development and production of the new KC-390 multipurpose military transport plane.

**NWT**, which is active in the information technology sector, plans to build a shared service center, hi-tech product repair and development workshop in Strategic Industrial Zone Holesov, creating 50 new jobs. It will launch the facility in 2013 if it commences construction at the end of this year.

**Edwards**, a producer of suction pumps, has opened new premises of its production plant in Lutin. The company expects that its production capacities will increase 60% and the number of produced suction-pumps will grow 100% in the next five years. The company will also create job positions for nearly 200 people.

**Central Connect Airlines** will end air service between Prague and Brno on July 25 because of low passenger numbers. Czech Airlines (CSA) announced July 11 that it will suspend service indefinitely between Prague and Bratislava August 1, because direct flights to international destinations from Bratislava have made the Prague transfer obsolete. The Prague-Karlovy Vary route ended in April, leaving CSA's Prague-Ostrava route as the only remaining domestic flight.

**Skoda Auto** had robust sales internationally, including in West European markets, in the first half of 2011. Skoda sold 454,700 units internationally in the first half of the year, up 20.1 percent year on year. June was the strongest month in the company's history, with 81,300 cars sold. Skodas continue to be known for moderate prices, but are increasingly gaining a reputation for quality. Volumes were up more than 11 percent for Western Europe as a whole.

**Aero Vodochody** is planning to sell the original designs for their canceled eight-passenger plane. The Ae 270 Ibis turboprop civil utility aircraft is reportedly of interest to Chinese and Russian companies, though Belarus is the most likely buyer. A decision on a 3.5 billion CZK (\$209 million) deal with Belarus is to be decided by the end of August. Aero is expected to provide technological support to the production of the aircraft for a couple of years.

**Zuno Bank**, a subsidiary of Austrian bank Raiffeisen, started the testing phase for its Internet and mobile-phone banking in the Czech Republic and will launch it in July. Since launching the bank in Slovakia six months ago, Zuno has already attracted 18,000 customers with more than 125 million euros (\$187 million) in deposits.

**Central European Media Enterprises (CME)** has closed a deal

to acquire 100 percent of Bontonfilm, a TV and digital rights distribution company active in the Czech Republic and Slovakia. The deal was worth 7.64 million euros (\$11.1 million/185.7 million CZK), with an additional payment of 1 million euros (\$1.4 million) due by December.

**The firm Toyoda Gosei** is expanding the third production hall in Klasterec. The hall focuses on the production of rubber sealings for car bodies. According to the company, the investment into the project will total around 100 million CZK (\$6 million); out of that, 40 million CZK (\$2.3 million) will be spent on the expansion of the building. The rest will be used for new technologies. The company plans to recruit 40-50 employees in the first half of 2012. The company plans to have a total of 850 employees.

**Daechang Seat**, producer of frames for Hyundai and KIA, will build a production facility in Trinec for EUR 7-8 million (\$10-11.6 million). The company signed a contract to purchase land in the Baliny industrial zone worth CZK 5.7 million (\$340,000). Construction will be commenced in the spring of 2012 and operation will be launched during autumn. The facility will offer about 300 job opportunities in three shift operations.

The European Commission has approved the **Extreme Light Infrastructure (ELI) project**. It is the first one of so-called big projects approved in the framework of the

Operational Programme Research and Development for Innovations. According to information provided by the ministry of Education, Youth and Sports of the Czech Republic, ELI will include a research complex in Doni Brezany, Central Bohemia Region, for nearly 7 billion CZK (\$418 million). The center will likely start its activities in 2014.

**Prague-based IT firm Kit Digital** has won a major contract to provide Internet protocol television (IPTV) services to a group of TV stations in China, in a deal analysts say proves the company is a "major player" in the global online video market. The China United Television (CUTV) project, which groups together 19 TV stations and newspapers throughout China, is using Kit Digital's social-video

platform for its video services on computers and mobile devices.

**The new Vysocina Science and Technology Park and Center for Technology Transfer** focusing on energy will be created in Jihlava by 2014. Total investments into the center, which should become a key technology workplace in the Czech Republic equal CZK 400 million (\$24 million).

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## CZECH COMPANIES LOOKING FOR US PARTNERS

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### BNG Group

BNG Group assists companies that want to enter the markets of the Czech Republic and Slovakia. BNG Group can help with arranging contacts with strong and well known distributors or suppliers of Czech products.

Contact: Rene Novotny, Dusan Bocek

Address: Heydukova 896/11, Praha 8, Czech Republic

Telephone: +420 739 456 817 (Dusan Bocek), +420 775 755 304 (Rene Novotny)

E-mail: rnovotny@bnggroup.cz, dbocek@bnggroup.cz

Web: [www.bnggroup.cz](http://www.bnggroup.cz)

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### CIT.CZ spol. s r.o.

CIT.CZ specializes in supplies in the field of telecommunications, especially in voice systems and installation of transmission technology devices. It offers its product CIT Reader 5 for the US market. CIT Reader 5 is a personal voice synthesizer reading texts by a PC audio output using TTS technology.

The CIT Reader 5 uses all voices supporting the SAPI. The SAPI voice is usually part of Microsoft Windows. The application is a useful tool for listening to text, creating audio-books, reading incoming mails, muting people's communication etc. The application improves itself by updating the reading of abbreviations and other exceptions in the text. Every user can contribute to the improvement of the application. The application is primary designed for visually impaired people.

Contact: Jiri Kriz

Address: Jandova 14/630 190 00 Praha 9, Czech Republic

Telephone: +420 283 890 777

Fax: +420 283 890 777

E-mail: jiri.kriz@cit.cz

Web: [www.cit.cz](http://www.cit.cz)

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### CRYSTAL GLAMOUR, a. s. - Bohemia glass works

The glass factory Crystal Glamour is a Czech producer of hand made Bohemia Crystal. The company was established in the Bohemian-Moravia highlands in the traditional area of crystal glass glass-making in the year 1991. The company produces exclusive mouth blown and hand cut crystal glass. Its products have been exported to the whole world for many years. The glass factory is famous for their original pieces and handicraft. The glass blowers and cutters are proud of manufacturing special pieces of glasses for equipment of air planes. The Crystal Glamour's main product is cut crystal glass with traditional Bohemia patterns, modern patterns of Bohemia crystal, crystal lamps and lights, gold and platinum crystal with high enamel, color art crystal, crystal coffee, pepper and sea salt grinders and casting costume images to crystal glass. The company is looking for a skilled distributor of crystal glass and business partner for the US market.

Contact: Jaroslav Kotara

Address: Okrouhlice 215, 582 31 Okrouhlice,

Telephone: +420 569 480 501, Fax: +420 569 480 501

Email: [info@crystalglamour.eu](mailto:info@crystalglamour.eu)

Web: [www.crystalglamour.eu](http://www.crystalglamour.eu)

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**MORAVIA SPORT GROUP s. r. o.**

The company's brand ENVY has been on the market for over 12 years and focuses on providing customers with clothing and accessories for extreme conditions, which are also usable in daily life. ENVY pays utmost attention to the highest quality, technical solutions, and attractive designs and is well recognized for its performance ratio. Envy has secured a very strong position among the competition. Every customer gets an opportunity to choose unique products. A combination of original designs and technical performance of ENVY wear supported by effective promotion and advertising ensures that every customer purchases unique products different from anything else on the market.

The company is seeking US partners - distributors of clothing and accessories for extreme conditions, retail chains and other big retailers.

Contact: Martin Svacinka, Export Manager

Address: Teslova 2, 702 00 OSTRAVA - Privoz, Czech Republic

Telephone: +420 608 771 080

Email:[m.svacinka@envypride.ch](mailto:m.svacinka@envypride.ch)

Web: [www.envy-sport.com](http://www.envy-sport.com)

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**KSPV-TECH**

The company would like to market its product SILKOT 70-80 in the USA. The SILKOT machine is intended primarily for localized repairs to surface cracks, fissures and potholes. The device uses an infrared radiant panel for heating the repair area and recycles asphalt cut from the road surface to supplement the refill material. This reuse, of what would otherwise be waste material, puts this kind of repair on a whole new level economy wise. Repairs carried out using this device are definite and, thanks to the machine's ability to work all year round, can replace so-called cold patching.

Contact: Kvetoslav Horinek

Address: 135-A Log Trail Drive, Ballwin, MO 63011

Telephone: +1 661 645 9201

E-mail: [kspv.tech@gmail.com](mailto:kspv.tech@gmail.com)

Web: [www.kspv-tech.com](http://www.kspv-tech.com)

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**Rudolf Kämpf, s.r.o.**

Rudolf Kämpf is a porcelain factory that retains its highest standards of handiwork providing premium quality of its production, creating exclusive limited series rejoicing the hearts of connoisseurs and collectors. The hard porcelain produced by Rudolf Kämpf is extremely strong, highly resistant to heat and acids, impermeable, translucent, has clam-shell fracture and produces a clear bell-ringing sound when struck. Rudolf Kämpf porcelain is represented by small collections. The manufacturer usually produces unique articles or short series.

Contact: Petr Kovylin

Address: U Porcelanky 143, Loucky, 357 34 Nove Sedlo

Telephone: +420 352 669 305, Fax: +420 352 669 377

E-mail: [info@rudolfkampf.com](mailto:info@rudolfkampf.com)

Web: [www.rudolfkampf.eu](http://www.rudolfkampf.eu)

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**CZECH AIRPLANE CORPORATION ORBIS AVIA SEEKS BUSINESS IN THE U.S.**

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ORBIS AVIA, spol. s r.o. (Czech Trade Focus - Winter 2011) is a new Czech aircraft corporation with headquarters in Prague and its operations are located at the International Airport Hradec Kralove (airport code LKHK). The main undertaking of the corporation is to design and manufacture of SM-92TE SILVER FOX aircraft as well as provide aircraft maintenance and services for GA aircraft category.

The company was founded in 1999 in Prague, and since 2010 the company holds the "Approval for maintenance for a wide range of aircraft types in accordance with EASA Part 145". ORBIS AVIA originally began to collaborate with TECHNOAVIA, SMAZ, and aviation authority IAC. In 2008, the aircraft type SM-92T Finist was certified by the IAC (MAK) according to the Russian aviation Regulation AP-23 (equivalent to FAR-23).

Currently, ORBIS AVIA holds exclusivity for the design, manufacture and sale of SM-92TE SILVER FOX, and the company is prepared to Application for the type validation process of the IAC TC aircraft type SM-92T Finist by the European EASA and American FAA. After completion of the EASA and FAA type validation, the company is prepared for immediate mass production of its aircraft in the Czech Republic and its sale under the designated product name, SM-92TE SILVER FOX.

"The whole concept of the SILVER FOX aircraft has great sale potential," said Martin Kopacek, Executive and CEO. His partner, Jiri Vysoky, Executive, said: "Our aircraft is already in great demand, which we dated from the demo model introduced at the air show in Friedrichshafen, Germany 2010."

"The SM-92TE SILVER FOX has had very positive responses from all over the world; today we are dealing with potential customers from Europe, along with Central and South America," said Patrick Joachimczyk, a Sales manager, and adding, "We expect that once EASA type validation is completed, we can start with the immediate sale of 10-15 aircrafts per year."

ORBIS AVIA is in the mean time developing collaborations in the US. In Colorado, the company operates under ORBIS AVIA NorAm, L.L.C. The company is located south of Denver near Centennial Airport, developing a logistics center for SM-92TE SILVER FOX operations in North America. "The plane SM-92TE SILVER FOX is great especially for its application in the fields of patrolling, security, intelligence, surveillance and reconnaissance," said Dr. Peter Paucek, who is a president of ORBIS AVIA NorAm; and he added: "we are currently negotiating with strategic partners who admire the concept of the SM-92TE SILVER FOX for its excellent flying performance, aircraft economics and in connection with the special application will raise the entire project to a whole different platform."

SM-92TE SILVER FOX is a lightweight, utility, all-metal, single engine turboprop aircraft (FAR-23/CS-23 Normal Category). The aircraft has the characteristics of STOL (short takeoff and landing). The aircraft is conceptually designed to meet the requirements for easy operation and maintenance operations, including operations in difficult climatic conditions in the Arctic Circle or the desert.

#### Performance & Specs:

Overall Length 9,974 m (32,723 ft), Height 3.1 m

(10,171 ft) Wing span 14,856 m (48.74 ft)

MOTW 3000 kg (6614 lb), Useful load 900 kg (1985 lb)

Range 1700 km (918 nm), Rate of Climb (MTOW) of 6.5 m / s (1,280 ft / min),

Turboprop Engine M601F (Alternative P&WC PT-6 or GE H-80).

The Proof-of-concept program for SM-92TE SILVER FOX is on YouTube:

[www.youtube.com/watch?v=kpzT-sDzmvo](http://www.youtube.com/watch?v=kpzT-sDzmvo)

#### ORBIS AVIA

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5400 S Park Terrace Ave, Suite 9-103

Greenwood Village, CO, 80111

Email: [petr@paucek.com](mailto:petr@paucek.com)

Phone 303.681.5773

Fax 303.386.4748

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

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## CZECH AMBASSADOR GANDALOVIC TO VISIT OSHKOSH AIRSHOW 2011

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Ambassador Petr Gandalovic will visit the Airshow Oshkosh 2011 on July 27 through 28, 2011. The Ministry of Industry and Trade of the Czech Republic and Light Aircraft Association of the Czech Republic will host a press conference and seminar on the occasion of the Czech Republic's official participation at the AirShow. Czech companies Avia Propeller, s.r.o., Evektor-Aerotechnik, a.s., Tomark Aero, s.r.o., Zlin Aviation, s.r.o., TL electronic, a.s., and PBS Velka Bites, a.s., are participating this year.

More than 500,000 aviation enthusiasts from more than 60 countries are expected to attend the AirShow at Wittman Regional Airport in Oshkosh, Wisconsin, from July 25 through July 31, 2011.

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## MSV INTERNATIONAL ENGINEERING FAIR 2011

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**MSV International Engineering Fair 2011** takes place in Brno Exhibition Centre on October 3 – 7. It is the biggest Central-European presentation of complex engineering solutions. MSV is held concurrently with the 3rd International Fair for Transport and Logistics. Visitors of the trade show are professionals; about 70% of them decide about investments and one third is from top management. Number of seminars, conferences and workshops take place at the MSV. For more information please visit [www.bvv.cz/msv](http://www.bvv.cz/msv). There are nine key areas presented at the trade show:

- Mining, metallurgical, ceramic and glass engineering
- Materials and components for mechanical engineering

- Drives, hydraulics and pneumatics, cooling technology and air-conditioning
- Plastics, rubber technology and chemical industry
- Traditional and nuclear power engineering, district heating plants, alternative power sources
- Heavy-current electrical engineering
- Electronics, automation and measuring technology
- Ecological technology
- Transportation, handling, industrial packing, warehousing and logistics
- Research, services, institutions

**Full name:** International Engineering Fair

**Date:** October 3 – 7, 2011

**Venue:** Brno Exhibition Centre

**Organizer:** BVV Trade Fairs Brno

**Position:** No. 1 in Central and Eastern Europe

**Application:** on-line on [www.bvv.cz](http://www.bvv.cz)

**Statistics from the year 2010:**

Number of Visitors: 71347

Number of Exhibitors: 742

Exhibition space: 23245 m<sup>2</sup>

## TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC/ FALL 2011

**INCHEBA PRAHA spol. s r.o.** is one of the most important companies organizing exhibitions and fairs in the Czech Republic. Every year, Incheba Praha organizes about thirty exhibitions and fairs, all of them taking place at the Holesovice Fairground in Prague. For more information and a list of current exhibitions and fairs, please visit [www.incheba.cz](http://www.incheba.cz).

**BVV Trade Fairs Brno** is one of the most prominent trade fair organizers in Central and Eastern European countries. Its core business activity is organizing trade fairs and exhibitions at the Brno exhibition centre and providing exhibition services. For more information and a list of current exhibitions and fairs, please visit [www.bvv.cz/en/](http://www.bvv.cz/en/).

8.21.- 8.23.2011

### STYL Fashion Fair

International Fashion Fair

### KABO Footwear Fair

International Fair of Footwear and Leatherware

Venue: Brno Exhibition Centre

Organizer: BVV Trade Fairs Brno

Public relations contact: Jaromír Krejci

Tel.:+420 541 152 627

Mobile:+420 602 442 839

Fax:+420 541 153 060

9.9- 9.10.2011

### Interbeauty Prague 2011

Fair of Cosmetics and Hairdressing

Incheba Expo Prague Exhibition Grounds

Contact: Drahomíra Salihbegovic  
tel.: +420 220 103 648, 498

e-mail: [intercharm@intercharm.cz](mailto:intercharm@intercharm.cz)

9.22- 25. 2011

### WATCHES AND JEWELS 2011

20<sup>th</sup> year of international specialized exhibition of clocks, watches and golden and silver jewelry

Venue: Prague Exhibition Grounds

Contact: [hodinyklenoty@incheba.cz](mailto:hodinyklenoty@incheba.cz)

9.29-1.10. 2011

### Wellness Balnea

7 th International Trade Fair of Wellness, Spa, Physical Therapy and Esthetics

Venue: Prague – Holesovice

Exhibition Grounds

Organizer: TERINVEST, spol. s r.o.

Web: [www.terinvest.com](http://www.terinvest.com)

10.3.- 10.7. 2011

### Transport and Logistics

International Fair for Transport and Logistics

Venue: Brno Exhibition Centre

Organizer: BVV Trade Fairs Brno

Contact: Jiri Rousek

Tel.:+420 541 152 960

Fax:+420 541 153 044

Email: [jrousek@bvv.cz](mailto:jrousek@bvv.cz)

10.18- 10.21.2011

### WOOD-TEC

International Fair of Machinery, Equipment and Materials for the Wood Industry

*most prestigious fair in the woodworking area in the European Union*

Venue: Brno Exhibition Centre

Organizer: BVV Trade Fairs Brno

Contact: Karel Torn

Tel.:+420 541 153 272

Fax:+420 541 153 054

Email: [ktorn@bvv.cz](mailto:ktorn@bvv.cz)

10.22-10.24.2011

### Autoshow Praha 2010

16th year of the international fair of passenger-cars and light commercial motor vehicles and automobile styling Incheba Expo Praha

Venue: Prague Exhibition Grounds

Contact: Pavol Hozlar

e-mail: [p.hozlar@incheba.cz](mailto:p.hozlar@incheba.cz)

11.10.- 11.13. 2011

### Boat Brno

International Boats and Water Sports Show

Venue: Brno Exhibition Centre

Organizer: BVV Trade Fairs Brno

Contact: Jan Kubena

Tel.:+420 541 152 767

Fax:+420 541 153 068

Email: [jkubena@bvv.cz](mailto:jkubena@bvv.cz)

11.19- 11.20.2011

### Minerals Brno

26th International Sales Exhibition of Minerals, Fossils, Jewels and Natural Products

Venue: Brno Exhibition Centre

Organizer: BVV Trade Fairs Brno  
Contact: Diana Nebuchlova  
Tel.: +420 541 152 714  
Fax: +420 541 152 542  
Email: [dnebuchlova@bvv.cz](mailto:dnebuchlova@bvv.cz)

11.10.- 11.13. 2011  
**SPORT LIFE**

The International Sports Fair  
Venue: Brno Exhibition Centre  
BVV Trade Fairs Brno  
Contact: Jan Kubena  
Tel.: +420 541 152 767  
Fax: +420 541 153 068  
Email: [jkubena@bvv.cz](mailto:jkubena@bvv.cz)

10.12- 10.14. 2011  
**EXPODENT**  
Fair of Stomatology and Oral Hygiene  
Venue: Prague  
Organizer: BVV Trade Fairs Brno  
Contact: Jana Nova  
Tel.: +420 222 755 405  
Email: [jnova@bvv.cz](mailto:jnova@bvv.cz)

## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

**Czech Embassy in Washington, D.C.**: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia.  
Phone: 202.274.9104, Fax: 202.244.2147  
Contact: Mr. Josef Dvoracek  
Assistant: Ms. Lenka Slavinska [eco\\_washington@mzv.cz](mailto:eco_washington@mzv.cz)

**Consulate General in Chicago**: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota a Wisconsin.  
Phone: 312.861.1037, Fax: 312.861.1944  
Contact: Ms. Dana Hunatova, Ms. Jana-Karla Rezna, [chicago@mzv.cz](mailto:chicago@mzv.cz)

**Consulate General in Los Angeles**: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.  
Phone: 310.473.0889 x.229, Fax: 310.473.9813  
Contact: Mr. Michal Sedlacek, [losangeles@mzv.cz](mailto:losangeles@mzv.cz)

**Consulate General in New York**: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont.  
Phone: 646.422.3303, Fax: 646.422.3311  
321 East 73rd Street, New York, NY 10021  
Contact: Mr. Tomas Hart, [newyork@mzv.cz](mailto:newyork@mzv.cz)

**Czech Center New York**  
Phone: 646.422.3399, Fax: 646 422-3383  
321 East 73rd Street, New York, NY 10021  
Contact: Ms. Pavla Niklova, [info@czechcenter.com](mailto:info@czechcenter.com)

**CzechTourism**  
1109 Madison Avenue, NY, NY 10028  
Phone: 212.288.0830, Fax: 212.288.0971  
Contact: Mr. Pavel Kosar, [info-usa@czechtourism.com](mailto:info-usa@czechtourism.com)

[www.czechtourism.com](http://www.czechtourism.com)  
[www.traveldeals.czechtourism.com](http://www.traveldeals.czechtourism.com)

### CzechTrade

The Czech Trade Promotion Agency/CzechTrade was established by the Ministry of Industry and Trade of the Czech Republic in May 1997. CzechTrade's main objective is to promote international trade and cooperation between Czech and foreign companies. CzechTrade's professional information, assistance and consulting services accompany Czech exporters to foreign markets. The agency is a contact partner for firms entering the Czech market, seeking interesting and reliable business partners and suppliers.

CzechTrade Chicago, 505 North lake Shore Drive, Suite 218  
Chicago, IL 60611  
Phone: 312.644.1790, Fax: 312.527.5544  
Contact: Zuzana Pittnerova, [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

### CzechInvest

**CzechInvest** was established in 1992 by the Ministry of Industry and Trade and is the investment and business development agency of the Czech Republic whose services and development programs contribute to attracting foreign investment and to developing Czech companies. CzechInvest provides the following services free-of-charge: Comprehensive services for investors - full information assistance, handling of investment incentives, business property identification, location of Czech suppliers, aftercare services; Business infrastructure development; Access to structural funds.

**USA - West Coast Operations Office**  
440 North Wolfe Rd., Sunnyvale, CA 94085  
Contact: Lenka Kucerova  
Phone: 408.524.1690  
Email: [california@czechinvest.org](mailto:california@czechinvest.org)  
**USA - East Coast Operations Office**  
321 East 73rd Street, New York, NY 10021  
Contact: Mr. Jan Fried  
Email: [jan.fried@czechinvest.org](mailto:jan.fried@czechinvest.org)

## BUSINESS AND TRADE WEBSITES

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)

## DISTRIBUTION INFORMATION

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Sources: The Prague Post, Financni Noviny, CzechInvest, CzechTrade

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