

# Czech Trade Focus

*News from the Czech Commercial Offices in the United States / Fall 2012*

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## MACROECONOMIC DATA OF THE CZECH REPUBLIC

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INDICATORS	2010	2011	Latest available data	
GDP (% , y-to-y)	2.6	1.7	-1.0	<b>Apr-Jun '12</b>
Inflation (% , y-to-y)	1.5	1.9	2.9	<b>last 12M</b>
Unemployment (% , y-to-y)	9.6	8.6	8.3	<b>Aug '12</b>
Industrial Production (% , y-to-y)	10.2	6.9	4.2	<b>Jul '12</b>
Trade Balance (millions of USD)	6,344	10,825	1,250	<b>Jul '12</b>
Exchange Rate CZK/USD (average)	19.1	17.7	20.2	<b>Aug '12</b>

Source: Czech Statistical Office

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## US-CZECH ECONOMIC AND COMMERCIAL DIALOGUE

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The second round of the US-Czech Economic and Commercial Dialogue, under the bilateral leadership of US Assistant Secretary of Commerce for Market Access and Compliance Michael Camunez and the Czech Deputy Minister of Industry and Trade Milan Hovorka, met on September 10-11, in Brno, Czech Republic. Assistant Secretary Camunez met with Minister of the Industry and Trade Martin Kuba at the beginning of the dialogue. US Ambassador to the Czech Republic Norman Eisen joined the US delegation. The Czech Embassy in Washington was represented by the Head of its Economic Department Josef Dvoracek.

The talks concentrated on cooperation, development and research in various commercial areas and coincided with the annual Brno International Engineering Fair, the most prestigious and largest fair of its kind in Central and Eastern Europe. The US delegation had the opportunity to visit the fair as well as tour Honeywell's Turbo Technologies Engineering and Test Center in Brno. The fair's CEO Jiri Kulis invited US companies to exhibit in Brno next year.

The US-Czech Economic and Commercial Dialogue was created in 2010 to highlight American and Czech commitment to further develop and strengthen commercial and trade ties with one another. It is intended to deepen the economic relationship and enhance collaboration in strategic areas.

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## INTERNATIONAL ENGINEERING FAIR 2012

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International Engineering Fair (IEF), one of the most important European trade shows, took place from September 10 to 14 in Brno. The number of exhibitors increased by 17 percent to 1,873 year-to-year which is the best result since 2008. Companies came from 32 countries and the share of foreign participants exceeded 50 percent for the first time.

A number of smaller shows were a part of the IEF: IMT International Trade Fair for Machine Tools, FOND-EX International Foundry Fair, WELDING International Welding Engineering Fair, PLASTEX International Fair of Plastics, Rubber and Composites and PROFINTECH International Technology Fair for Surface Technology.

Several memoranda of understanding on mutual cooperation were signed at the show. India was the partner country of IEF 2012. An Indian delegation, led by Minister of Commerce and Industry Mr. Anand Sharma, visited the show grounds and 135 Indian companies from various engineering and industrial fields were present at the show.

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## ECONOMIC BRIEFS

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The **Czech National Bank (CNB)** cut interest rates and its benchmark rate fell by a quarter point to a record-low 0.25 percent at the end of September. The central bank also cut other rates. The Lombard rate was lowered by 0.75 percentage point to 0.75 percent. The Lombard rate is used for commercial banks when they borrow money from the central bank against securities as collateral. The Czech Republic thus has one of the lowest rates in the region. The European Central Bank's (ECB) benchmark rate, valid for all euro-zone countries including Slovakia, stands at 0.75 percent. The US Fed has rates set in the band of zero to 0.25 percent.

**Czech foreign trade** had a CZK 25.8 billion (\$1.3 billion) surplus in July, CZK 13.8 billion (\$0.7 billion) higher year on year, while exports grew 10.3 percent and imports 4.2 percent, according to the Czech Statistical Office (CSU). External trade turnover reached CZK 460 billion (\$23.5 billion) which was the lowest monthly value of turnover this year. The highest increase in year-on-year surplus was in machinery and transport equipment (up CZK 9 billion/ \$460 million) and the highest increase in year-on-year deficit was in chemicals (CZK 1.7 billion/ \$87 million), mineral fuels, lubricants and related materials (CZK 700 million/\$35.8 million).

Overall **confidence in the Czech economy** lowered slightly in month-on-month terms in September, the composite confidence indicator dropping 0.2 points from August. Consumer confidence decreased month on month as well. Among entrepreneurs, confidence increased in trade and services, while it fell in

construction and industry. Year on year, the composite confidence indicator is lower.

**Debts of Czech households** to banks and financial institutions in August increased CZK 3.9 billion (\$0.2 billion) to CZK 1,140 billion (\$58.3 billion) and in annual terms were almost CZK 50 billion (\$2.6 billion) higher. Company debts increased CZK 20 billion (\$1 billion) to CZK 959.4 billion (\$49.1 billion) year on year. Month on month, they fell by CZK 5.43 billion (\$0.3 billion).

**Grain harvests** are expected to fall 29 percent this year due to dry weather. Local harvests are down as much as 60 percent in south Moravia.

The launch of the planned **pension reform** as of next year will reduce state budget revenues by about CZK 45 billion (\$2.3 billion) in 2013-15, according to the estimates of the Finance Ministry. The medium-term state budget outlook reckons with such a fall.

The Executive Council of the Civic Democrats (ODS) has called on Prime Minister and party head Petr Necas as well as other representatives in the government and parliament to prevent the Czech Republic from joining the **bank union** that the European Commission is preparing. Necas along with the ODS ministers, deputies, senators and MEPs should more firmly maintain the positions that would not "drag" the country into the bank union project, according to the ODS leadership.

The Czech Republic sold **10-year government bonds** for a record-low yield of 2.3 percent on July 18. The news emerged on the same day the Moody's ratings agency reaffirmed the country's A1 rating with a stable outlook. The Czech Republic has now sold bonds worth CZK 180 billion (\$9.2 billion), or 95 percent of the amount planned for the full year. Analysts attributed the low July 18 yield to investors' declining aversion to risk, the positive credit rating, as well as low or negative bond yields in countries like Germany and Finland.

Due to lower government and household consumption, **VAT (value added tax)** receipts will not meet the level expected this year, the Finance Ministry has confirmed. A 15.5 percent increase had been planned, yet the state collected only CZK 92.1 billion (\$4.7 billion) in VAT in the first six months of this year, which is down 2.6 percent. From the end of May to the end of June, the budget deficit did, however, fall from CZK 79 billion (\$4 billion) to CZK 71.7 billion (\$3.7 billion).

**Average wages** are expected to rise 1.67 percent this year and 1.4 percent next year, according to a survey of 200 companies by the Confederation of Industry and the Czech National Bank. Companies do, however, plan to tackle the recession through job cuts, though 39.3 percent of companies expect their investments to rise in the next 6 months, 33.6 percent expect it to fall and 27.1 percent expect no change. The Banking Association expects inflation of 3.3 percent this year and 2.4 percent next year, which will mean that real wages are falling.

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## INTERNATIONAL MINEXPO 2012

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Several Czech companies, including T Machinery, UNEX, Ferrit, Ostroj Opava and Inco Engineering, participated in the International MINExpo 2012 at the Las Vegas Convention Center from September 24-26. Upon the invitation of T Machinery, a representative of the Economic Section of the Czech Embassy joined the companies at the exhibition. The

unique fair, which happens only every four years, is the mining industry's biggest showcase dedicated to the world's mining community. This year, more than 1,800 exhibitors in 850,000 square feet of exhibit space demonstrated the best equipment, products and services to over 100,000 visitors. The Czech Embassy will highly promote Czech participation once again at MINExpo 2016.

INCO Engineering provides design and turnkey delivery of mining hoists and equipment for vertical, inclined and horizontal transport in underground mines. For more information, visit [www.incoengineering.cz](http://www.incoengineering.cz).

FERRIT constructs mechanical-drive machinery designated to work in environments with danger of explosion. FERRIT produces suspended and ground mining locomotives, manipulators, hoisting units and so on. For more information, visit [www.ferrit.cz](http://www.ferrit.cz).

T Machinery manufactures longwall equipment for the underground mining industry, specializing in low-seam coal operations (as low as 1.2 meters). T Machinery has extensive experience with such mining methods due to the extreme mining environment. For more information, visit [www.tmachinery.cz](http://www.tmachinery.cz).

OSTROJ is one of the biggest manufacturers of longwall mining equipment for underground coal extraction with the greatest developing and manufacturing experiences in this line of business in the Czech Republic. For more information, visit [www.ostroj.cz](http://www.ostroj.cz).

UNEX produces steel and iron castings, die forgings, cut parts, middle and large welded steel structures. UNEX can provide all production processes- procurement of material, cutting, welding, machining, blasting, painting and final assembly. For more information, visit [www.unex.cz](http://www.unex.cz).

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## INVESTMENT BRIEFS

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A delegation of businessmen, led by Industry and Trade Minister Martin Kuba, completed a high-level visit to Kurdistan that culminated in the announcement of plans to build a new steam-gas power plant in the region, with an output of 980 megawatts. The project will be designed by Czech company **PSG International**, and will be built with the help of Turkish and Kurdish companies over the next few years. The power plant is being financed by the Czech Export Bank in a deal that will hopefully attract further foreign and domestic companies.

The Ministry of Industry and Trade took over thirty two **Czech Trade offices** and six **Czech Invest offices** on August 1. The work agenda of the office directors remains unchanged, focusing on services for the Czech business sphere.

Czech investment market warmed up during the summer. In June, German fund **Deka Immobilien** bought the City Green Court office building in Prague's Pankrac area from Skanska Property for EUR 53.7 million (\$69.3 million). In May, US company **L88**

bought the Radio Free Europe office building in Prague from developer Orco Property Group for \$94 million. The deals followed an exceptionally slow first quarter in the country, during which no transactions took place at all. On the whole, investors remain focused on high-quality buildings with good tenants and good locations. Increasingly, investors are also swayed by whether the building is environmentally friendly.

Super-fast **fourth-generation (4G) mobile phone networks** could be on their way to the Czech Republic sooner than expected, with major operators Telefonica and T-Mobile both battling it out with test projects. The 4G technology allows for the rapid transfer of data to mobile devices, and is already widespread in the United States, but is still in development in most of Europe. The service also exists in Lithuania and much of Scandinavia, and works by allowing users to download data at similar speeds to home broadband connections by increasing the bandwidth available to them. IT experts say faster data transfer will boost investment.

The British company **NonStop Recruitment** is expanding its shared-services center for recruitment and human resources in the Czech Republic.

Pharmaceutical company **Gerresheimer** plans to expand its production plant for the production of medicinal plastic systems in Horšovský Týn. The production area will grow by 3,500 m<sup>2</sup> and some 200 new job positions will be formed over two years. All in all, there will be 650 people working in the plant. The company is investing EUR 18 million (\$23.2 million) into the project. Work on the project is scheduled to start this year and will be finished next year.

**Solar Turbines**, a producer of turbines, has opened its high-tech repair center in the Triangle industrial zone. The center will repair turbines from Europe and Africa. It currently employs over 70 people, with the company ultimately planning a staff of 500.

**VUHZ**, which specializes in metallurgical production, has launched

a new coating facility. The investment into the facility totaled CZK 60 million (\$3.1 million) according to the company. Thanks to the expansion in production, the number of coatings offered at VUHZ has increased from five to seventeen. The company

expects revenues tied to the production and coating of tools to increase by almost CZK 30 million (\$1.5 million) per year within four years due to this investment.

**Kosyka**, a producer of connectors and cables, invested into its new production area covering 3,000 m<sup>2</sup> last year. The company plans to invest into technology and the development of new products this year.

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## COMPANIES AND BUSINESSES

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**Dutch retailer Makro** is set to launch a franchise chain of convenience stores under the name *Muj obchod* (My Store) in the Czech Republic. Franchise operators will mostly be Vietnamese vendors. Makro plans to compete with chains such as Zabka. Vietnamese clients make up some 7 percent of Makro's 800,000 customers in the country.

The Czech company **ERA Pardubice** has started tests and final works on the Passive Coherent Location demonstrator that will be used in anti-aircraft defense. After the Tamara and Vera radar equipment, Czechs have constructed another unique radar. ERA Pardubice is one of the companies that has followed up the tradition of Tesla Pardubice, the manufacturer of the legendary Tamara passive radar.

**Czech TV (CT)** is somewhat giving up on the 13-18 age bracket, because this age group does not watch much TV and instead uses social networks and the Internet. CT is planning to launch a **children's channel** in the first half of next year and will divide the content into two age brackets, 4-8 and 8-13. Experts say it will draw viewers away from the existing children's channels of which there are a dozen, and therefore lower their advertising revenue. They warn it will also deter new players from entering the market.

The mostly state-owned **energy company CEZ** approved 6,000 solar power applications in the first seven months of the year, with a total output of 80 MW. The company has 11,000 more applications on file. **E.ON** has approved 2,500 applications with a capacity of 43 MW and is expecting another 30 MW before the end of the

year. Most applications are for small installations of up to 5 kW. Last year, only 20 MW of solar capacity was installed, but residential installations became possible again as of the end of 2011. Those installed by the end of this year can lock in the CZK 6/kW (\$0.31/kW) price. The Czech Energy Regulatory Office expects this to drop to CZK 3 (\$0.15) next year.

**Agrofert Holding**, the parent company of Andrej Babis' agricultural, food and chemical businesses, posted net profits of CZK 3.9 billion (\$200 million) in 2011. That was up 50 percent on the year before, with the rise coming mainly thanks to dividends which the parent company received from its subsidiaries. Turnover grew CZK 3.2 billion (\$164 million) (23 percent) year on year to nearly CZK 17 billion (\$870 million), due to a higher volume of contracts and an increase in the price of agricultural commodities. Agrofert Holding comprises 202 subsidiaries, including the meat processing company Prochazka Holding and chemicals producer Precolor. Babis is among the Czech Republic's wealthiest businesspeople, boasting a net worth of \$1.4 billion. He is ranked No. 913 on the Forbes list of billionaires.

**The MND Group**, which is part of Czech oil magnate Karel Komarek's KKCG Group, has entered into a joint venture with the Guernsey-based firm Blake Oil and Gas to fund development and appraisal activities in Georgia. Under the terms of the agreement, MND will obtain a 50 percent stake in three of Blake's subsidiaries in the country: Ninotsminda Oil Company, Canargo (Nazvrevi) and Canargo Norio. The deal represents KKCG's largest ever

foreign investment, with the Czech firm pledging to plough in CZK 2 billion (\$99 million/80 million euros) over the next three years. A large proportion of this sum will be used to increase production at the Ninotsminda oil field.

**Private Czech rail firm RegioJet** has been forced to delay the opening of its planned routes to Germany after negotiations with the country's national railway Deutsche Bahn (DB) appeared to hit a stumbling block. RegioJet has been involved in exclusive talks with DB regarding the Prague, Dresden, Berlin and Hamburg line, which is currently operated by the state-subsidized Czech Railways. RegioJet had expected to begin operating the line in 2014 but the start date has now been pushed back by at least a year. Neither party would disclose the reasons for the delay.

In more positive signs for the automotive industry, car production rose 35 percent year on year for the first half of 2012 at **Hyundai's Nosovice plant**. The plant, which moved to a three-shift pattern in September last year, produced 162,000 vehicles for the period. Hyundai's sales have grown 42 percent in the past year, making the manufacturer the Czech Republic's second best-selling brand behind Skoda. Meanwhile, Toyota Peugeot Citroen Automobile says it expects its domestic production to fall 20 percent this year.

**Czech Railways (CD)** issued new bonds worth CZK 7.7 billion (\$0.4 billion) on July 24. This is the national rail operator's second issue of international bonds. Investors are primarily European and the annual coupon on the bonds is 4.125 percent.

Proceeds will be used to finance investments for the modernization and purchase of new vehicles and partially to repay debt.

**Skoda** has posted record half-yearly operating profits of 449 million euros and an increase in global unit sales. The Czech car manufacturer sold around 408,000 new cars in the first half of 2012, a year-on-year increase of 12.6 percent. This drove a 6.6 percent rise in sales revenue to 5.7 billion euros in H1. Skoda, which is the biggest car manufacturer in the Czech Republic, aims to sell 1.5 million cars a year globally by 2012. Last year, the company sold 879,200 vehicles.

**Vodafone, Unilever, O2 and Ceska sportelna** have confirmed they use social networks in the hiring process of new employees. In the Czech Republic, there are 266,000 uses of LinkedIn, 3.7 million of Facebook and 100,000 of Twitter. The impact on employment sites such as Jobs.cz is yet to be felt.

**Consumption of petrol** in the Czech Republic dropped by almost 4 percent year on year to 839,000 tons in the first half of this year due to record-high prices, according to data of the

Czech Association of Petroleum Industry and Trade. Diesel oil consumption stagnated at 1.96 million tons in the January-June time period. Petrol consumption has been decreasing every year since 2005. Last year, around 1.8 million tons of petrol were consumed. In the full year 2012, some estimates predict that petrol consumption could drop by up to one-tenth compared with 2011, mainly because of growing prices.

**Radler production** rises in the Czech Republic. So-called "radlers" (lager mixed with lemonade) and other fruit-flavored beers have become the fastest-growing sector in the local market. They are providing beer manufacturers with some fizz during tough economic times and cater to the demands of consumers whose lifestyles are now geared toward health and fitness. Breweries have leapt on this trend as they attempt to reverse a steady fall in domestic consumption.

Most banks have lowered the **penalty interest rate** they charge when credit-card customers fail to make the minimum repayment. A majority of lenders now charge the official rate of 7.5 percent although they are allowed

to charge more if the contract stipulates a different amount.

More than three-quarters of Czechs use **Internet banking**, which is above both the European and global average. Of the 28,000 customers asked from 35 countries worldwide, the survey found that 55 percent of those from EU countries use Internet banking compared with 47 percent for the whole world. The report also found two-thirds of Czechs choose a bank or banking products due to the recommendations of family and friends or on the basis of comparative Web portals.

After a ban on sales and exports of spirits containing alcohol of at least 20% by volume announced in mid-September, **spirits produced before 1st January 2012, as well those granted a certificate of origin, may go back on sale.** At its session held on September 26, the Government relaxed its ban on the consumption of spirits. It adopted a government regulation which establishes a certificate of origin for spirits. For all spirits with an ethanol content higher than 20% and manufactured since January 2012, producers in the Czech Republic will have to affix a so-called "pedigree sticker".

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## CZECH COMPANIES LOOKING FOR US PARTNERS

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### **Borcad, s.r.o.**

Borcad s.r.o. is a producer of medical technology (multifunctional medical chairs and beds) and railway technology (seats, bed walls and couchette walls). It is seeking partners in the US.

Contact: Mr. Jiri Sobek, Sales Manager  
Address: 739 45 Frycovice 673

Telephone: +420 558 640 632  
Email: [sobek@borcad.cz](mailto:sobek@borcad.cz)  
Web: [www.borcad.cz](http://www.borcad.cz)

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### **Brokis, s.r.o.**

Brokis is a producer of fine lighting fixtures, contemporary lamps and decorative objects. Its products are handmade. Brokis is looking for business partners and new designers.

Contact: Mr. Jiri Vizek  
Address: 588 52 Horni Dubenky 39

Telephone: +420 724 037 027  
Email: [vizek@brokis.cz](mailto:vizek@brokis.cz)  
Web: [www.brokis.cz](http://www.brokis.cz)

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**Chmellar Business Development, s.r.o.**

Chmellar is a consulting and outsourcing company that offers companies assistance with entry into new Central and East European markets, expanding and improving its commercial activities there. It is seeking US business partners.

Contact: Mr. Pavel Malir Chmellar, Ms. Veronika Jurenova  
Address: Veveri 3163/111, 616 00 Brno  
Telephone: +420 549 212 353

Fax: +420 549 212 354  
Email: pavel.chmellar@chmellar.cz,  
v.jurenova@chmellar.cz  
Web: www.chmellar.cz

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**Construct Europe, s.r.o.**

Construct Europe is a producer and supplier of mechanical anti-theft devices for cars – gear security locks. It has a security certificate. The company would like to cooperate with distributors and importers in the US.

Contact: Ms. Anna Kovaleva  
Address: Za Mototechnou 2587/1, 155 00 Praha 5

Telephone: +420 251 617 248  
Email: kovaleva@construct.eu  
Web: www.construct.eu

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**Dino Toys, s.r.o.**

Dino Toys is a producer of games and toys. It is seeking sales representatives in the US, where it would like to market toys, specifically the Little Mole – a popular animated character. In 2011, the Little Mole has traveled in plush form aboard the NASA shuttle Endeavour to promote children's interest in space exploration.

Contact: Mr. Petr Talanda, Export Manager  
Address: Prasna 956/32, 149 00 Praha 4

Telephone.: +420 234 709 323  
Email: talanda@dinotoys.cz  
Web: www.dinotoys.cz

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**EGO Zlin, s.r.o.**

EGO Zlin is a company well known for its high quality products used by all rescue services for first aid purposes in the Czech Republic since 1992. Products include transport rescue sheets, multipurpose transport systems, helicopter suspended bags, vacuum fixation mattresses for spinal immobilization and vacuum fixation splints. The company is looking for business partners and distributors in the US.

Contact: Ms. Jitka Suchankova  
Address: U Pekarny 438, 763 14 Zlin, Czech Republic  
Telephone: + 420 577 100 031

Fax: + 420 577 914 363  
Email: js-export@egozlin.cz  
Web: www.egozlin.cz

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**EMP, s.r.o.**

EMP is a producer of asynchronous electric motors, electric pumps and pumps for the mining industry. It has a long tradition in the Czech Republic and experiences with exporting to the EU countries. EMP is looking for business partners on the US market.

Contact: Mr. Vladimír Mogis, CEO  
Address: Nadrazní 394, 684 01 Slavkov u Brna,  
Czech Republic

Telephone: +420 544 423 013  
Email: mogis@emp-slavkov.cz  
Web: www.emp-slavkov.cz

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### **Evolving systems consulting**

Evolving systems consulting is a consultation provider and solution supplier of integrated project management, design and implementation of hardware and software architectures, expert analysis of requirements, implementation and thorough testing.

Contact: Mr. Richard Sysala  
Address: Dr. Holeho 1052/11, 180 00 Praha 8,  
Czech Republic

Telephone: +420 604 347 014  
Email: richard.sysala@evolvsys.cz  
Web: www.evolvsys.cz

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### **Evektor – Aerotechnik, a.s.**

Evektor–Aerotechnik is one of the world’s largest manufacturers of light sport aircraft, advanced ultra light and very light airplanes, with over 40 years experience in aircraft manufacturing, EASA certified production and sales network in 40+ countries all around the world. It would like to cooperate with flight schools in the US.

Contact: Mr. Milan Mach, Sales Director  
Address: Letecka 1384, 686 04 Kunovice,  
Czech Republic

Telephone: +420 572 537 545  
Email: mmach@evektor.cz  
Web: www.evektoraircraft.com

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### **Logio, s.r.o.**

Logio is a developer of tools for optimization and process planning, material and information flow and provider of consulting services in supply chain management. It is looking for customers on the US market.

Contact: Mr. Tomas Formanek, Partner  
Address: Evropska 37, 160 00 Praha 6, Czech Republic

Telephone: +420 266 710 688  
Email: formanek@logio.cz  
Web: www.logio.cz

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### **Monet+, a.s.**

Monet+ is a supplier of smart card-based systems. Core business activities include development of application software, on-site implementation and follow-up support services. It has applied for a patent for its products in the US and is looking for business partners.

Contact: Mr. Andrej Turcan, Project Manager, Mr.  
Roman Frolka, Economic Manager  
Address: Za Dvorem 505, 763 14 Zlin-Stipa,  
Czech Republic

Telephone: +420 577 110 411  
Email: andrej.turcan@monetplus.cz,  
roman.frolka@monetplus.cz  
Web: www.monetplus.cz

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### **Nerez Cidlina, s.r.o.**

Nerez Cidlina is a producer of small breweries for restaurants. Its services include installation, commissioning and operator training. Its breweries operate not only in Europe but also for example in Vietnam and North Korea where it spread the good name of Czech beer. It is looking for a sale representative in the US. To learn more please visit their website or contact Mr. Jaroslav Homola directly.

Contact: Mr. Mr. Jaroslav Homola, Director  
Address: V. Kl. Klicpery 720, 504 01 Novy Bydzov,  
Czech Republic

Telephone: +420 495 490 128  
Email: Inerezcidlina@seznam.cz  
Web: www.nerez-cidlina.cz

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**Peterka & Partners, v.o.s.**

Peterka & Partners is a full service business law firm, offering its services to US companies in the Czech Republic and to Czech Companies in the US. It focuses on pharmacy, patents, medical industry and debt collection.

Contact: Ms. Pavla Kopeckova Prikrylova, Partner  
Address: Na Prikope 15/583, 110 00 Praha 1, Czech Republic

Telephone: +420 246 085 300  
Email: prikrylova@peterkapartners.cz  
Web: www.peterkapartners.com

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**Sindlar EU, s.r.o.**

Sindlar offers its services in the field of water management – e.g. river basin management plans, water management structures, flood protection and small hydroelectric power plant construction. It is looking for new business partners in the US.

Contact: Mr. Martin Krejza, Department of International Relations  
Address: Na Brne 372/2a, 500 06 Hradec Kralove, Czech Republic

Telephone: +420 495 402 560  
Email: krejza@sindlar.cz  
Web: www.sindlar.eu

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**TMachinery, a.s.**

TMachinery develops and produces mining technology, under face equipment and hydraulic tools. It is looking for partners in the US.

Contact: Mr. Jan Dvoracek  
Address: Kubanske namesti 1391/11, 100 05 Praha 10, Czech Republic

Telephone: +420 295 560 530  
Email: dvoracek@tmachinery.cz  
Web: www.tmachinery.cz

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**Viadimos, a.s.**

Viadimos provides full service of non-destructive surveys of soil subsurface by GPR Loza. The services include mapping and measuring polluted soil volume and construction works preparation by means of foundation layers analysis and archaeological survey.

Contact: Ms. Jana Blazkova  
Address: Opletalova 25, 110 00 Praha 1, Czech Republic

Telephone: +420 602 321 212  
Email: jana.blazkova@viadimos.cz  
Web: www.viadimos.eu

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**Walmark, a.s.**

Walmark is a producer of food supplement products. It is looking for importers and distributors in the US.

Contact: Mr. Pavel Pejcoch  
Address: Oldrichovice 44, 739 61 Trinec, Czech Republic

Telephone: +420 588 301 271  
Email: pavel.pejcoch@walmark.cz  
Web: www.walmark.cz

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## TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC

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**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/).

October 11 – 13, 2012

**Pragodent**

Annual International Dental Show  
Venue: Exhibition Grounds Prague  
Holesovice  
Organizer: Incheba Praha  
Phone: +420 220 103 491  
Fax: +420 220 103 492  
Email: [m.benesova@incheba.cz](mailto:m.benesova@incheba.cz)  
Web: [www.pragodent.eu](http://www.pragodent.eu)

October 17 – 19, 2012

**Future Solder 2012**

Advanced Technologies in Defense  
and Security Exhibition and  
Conference  
Venue: PVA Exhibition Centre Prague  
Organizer: Progres Partners  
Advertising  
Phone: +420 224 213 905  
Fax: +420 224 218 312  
Email: [info@natoexhibition.org](mailto:info@natoexhibition.org)  
Web: [www.natoexhibition.org](http://www.natoexhibition.org)

October 18 – 20, 2012

**Pragoligna / Tooltec**

International Contracting and Sales  
Exhibition of Machinery, Tools,  
Equipment and Materials for the  
Wood-processing, Iron and Steel  
Industry  
Venue: Exhibition Grounds Prague  
Holesovice  
Organizer: Incheba Praha  
Phone: +420 220 103 235  
Fax: +420 233 378 225  
Email: [j.novotny@incheba.cz](mailto:j.novotny@incheba.cz)  
Web: [www.pragoligna.cz](http://www.pragoligna.cz)

October 20, 2012

**MotorTechna Brno**

Exhibition of Historical Vehicles  
Venue: Brno Exhibition Center  
Organizer: Veteran Auto Moto Club  
Brno  
Phone: +420 736 210 200  
Email: [lubomir.slavicek@email.cz](mailto:lubomir.slavicek@email.cz)  
Web: [www.motortchna.cz](http://www.motortchna.cz)

October 25 – 28, 2012

**ITEA**

International Toy Trade Show  
**Baby Styl**  
Trade Show of Kids of and Nursing  
Supplies  
Venue: Exhibition Grounds Prague  
Holesovice  
Organizer: ITEA  
Phone: +420 221 992 144  
Fax: +420 221 992 131  
Email: [kurdiovsky@terinvest.com](mailto:kurdiovsky@terinvest.com)  
Web: [www.itea.cz](http://www.itea.cz)

October 30 - 31, 2012

**MADI Travel Market**

B2B Exhibition of Travel and Hotel  
Industries  
Venue: PVA Exhibition Centre Prague  
Organizer: MADI Group  
Phone: +420 222 540 000  
Fax: +420 222 541 221  
Email: [madi@madi.cz](mailto:madi@madi.cz)  
Web: [www.madi.cz](http://www.madi.cz)

January 24 – 27, 2013

**For Hunting**

Hunting Trade Show  
**For Fishing**  
Fishing Trade Show  
Venue: PVA Letnany, Prague  
Organizer: ABF, a.s.  
Tel.: +420 222 891 135  
Fax: +420 222 891 199  
E-mail: [sedlacek@abf.cz](mailto:sedlacek@abf.cz)

November 15 – 17, 2012

**Czechbus**

Bus and Public Transportation Fair  
Venue: Exhibition Grounds Prague  
Holesovice  
Organizer: Incheba Praha  
Phone: +420 220 103 235  
Fax: +420 233 378 225  
Email: [j.novotny@incheba.cz](mailto:j.novotny@incheba.cz)  
Web: [www.czechbus.eu](http://www.czechbus.eu)

November 22 – 25, 2012

**Modern Fisherman 2012**

Contracting and Sales Exhibition of  
Fishing Tackle and Fishing Trips  
**Diving Expo 2012**  
Diving and Diving Trips Expo  
**Boat Expo 2012**  
Boat and Water Sports Expo  
Venue: Exhibition Grounds Prague  
Holesovice  
Organizer: Terinvest  
Phone: +420 221 992 138  
Fax: +420 221 992 137  
Email: [chmelik@terinvest.com](mailto:chmelik@terinvest.com)  
Web: [www.modernirybar.cz](http://www.modernirybar.cz)

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## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

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The Embassy of the Czech Republic welcomes Martin Dvorak to his newly appointed position as Consul General of the Czech Republic in New York. Martin Dvorak served as the Head of Economic Section at the Embassy of the Czech Republic in Washington, D.C., between 2005 and 2009, before returning to Prague to work as the Director of the Department of Bilateral Economic Relations and Export Promotion at the Ministry of Foreign Affairs. On September 3, 2012, Martin Dvorak assumed his duties in New York.

The Czech Embassy further welcomes Lenka Martinakova as the new Assistant to its Economic Section. Before joining the Embassy in September, Lenka Martinakova worked at the United Nations Department at the Ministry of Foreign Affairs of the Czech Republic. She has also recently completed her degree in International Relations and European Studies at a university in Prague.

#### **Czech Embassy in Washington, D.C.**

3900 Spring of Freedom St. NW, Washington, DC 20008

Consular jurisdiction: 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 Martinakova

Email: eco\_washington@embassy.mzv.cz

#### **Consulate General in Chicago**

205 N Michigan Ave, Suite 1680, Chicago, IL 60601

Consular jurisdiction: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin.

Phone: 312.861.1037, Fax: 312.861.1944

Contact: Ms. Dana Hunatova

Email: chicago@embassy.mzv.cz

#### **Consulate General in Los Angeles**

10990 Wilshire Boulevard, Los Angeles, CA 90024

Consular jurisdiction: 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

Email: losangeles@embassy.mzv.cz

#### **Consulate General in New York**

321 East 73rd Street, New York, NY 10021

Consular jurisdiction: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont.

Phone: 646.422.3303, Fax: 646.422.3311

Contact: Mr. Martin Dvorak

Email: newyork@embassy.mzv.cz

#### **Czech Center New York**

321 East 73rd Street, New York, NY 10021

Phone: 646.422.3399, Fax: 646 422-3383

Contact: Ms. Pavla Niklova

Email: info@czechcenter.com

#### **Czech Tourism**

1109 Madison Avenue, NY, NY 10028

Phone: 212.288.0830, Fax: 212.288.0971

Contact: Mr. Pavel Kosar

Email: info-usa@czechtourism.com

#### **CzechTrade**

505 North Lake Shore Drive, Suite 218, Chicago, IL 60611

**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.

Phone: 312.644.1790, Fax: 312.527.5544

Contact: Ms. Zuzana Pittnerova

Email: 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 N Wolfe Rd., Sunnyvale, CA 94085

Phone: 408.524.1690

Contact: Mr. Roman Horacek

Email: california@czechinvest.org

#### **USA - East Coast Operations Office**

321 East 73rd Street, New York, NY 10021

Phone: 347.216.9355

Contact: Mr. Jan Fried

Email: jan.fried@czechinvest.org

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## **BUSINESS AND TRADE WEBSITES**

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- General information about the Czech Republic
- Trade promotion agency CzechTrade
- Investment and business development agency CzechInvest
- Tradeshows

www.czech.cz  
www.czechtradeoffices.com  
www.czechinvest.org  
www.veletrhyavystavy.cz

- Czech Embassy in Washington
- Ministry of Foreign Relations of the Czech Republic
- Ministry of Industry and Trade of The Czech Republic

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

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## **DISTRIBUTION INFORMATION**

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