



CZECH TRADE FOCUS

Good News from the Czech Commercial Offices in the USA • October 2001

Special Feature:

- medical equipment manufacturers
- civilian protection gear
- emergency equipment suppliers

→ Economic Outlook

- The Czech economy has been growing fairly robustly this year, with the latest number of 3.9 percent annual GDP growth by the end of June, feeding mostly on domestic demand, rather than the slowing external demand from the EU. However, the government must resolve two imminent threats to economic stability - budget deficit, which is expected to reach close to 11 percent of GDP, and current account deficit moving close to 7 percent of GDP. The current account deficit is, however, safely offset by the high inflow of foreign investment inflow at the pace of \$4-5 billion a year. Foreign direct investment - another factor boosting the economy in the past two years, could cool off in reaction to the global turmoil but so far there are no signals that it is imminent, especially among non-U.S. investors. For example, Japanese investors continue to be very keen to invest in the Czech Republic as they take into account more long-term factors such as the EU accession.
- As the September 11 terrorist attacks on the United States took their toll on the international travel and tourism, Prague hotel managers and Czech Airlines (CSA) executives admit that they will strive to lure frightened travelers. CSA, an allied partner of Delta Airlines, watched with astonishment as nearly 6,000 people cancelled their flights in the week following the attacks. Some hotels have already registered enough cancellations to issue warnings about their winter revenues. Experts predict business to slow down through the end of the year and only return to normal in the first quarter of 2002, as long as the

typical holidays travel rush will not be interrupted. Czech Airlines had to cancel six flights over the North Atlantic in the aftermath of the disaster. The other airlines in the SkyTeam network, such as Air France and Delta, have been similarly affected in terms of the number of cancelled flights. CSA has said it expects a 10 percent drop in revenues over the next several months. However, that will be a small loss compared to many American airlines now estimating a huge revenue loss and massive layoffs. CSA is the only airliner that provides direct flights between New York and Prague.

- The unemployment rate in the Czech Republic remained stable at 8.5 percent in August, half a percentage point lower than a year ago. The labor offices recorded 443,000 job applicants at the end of August. There was a slight increase in the percentage of school graduates enlisting at labor offices. The lowest unemployment rate is, as usual, in Prague and surrounding Central Bohemian regions - between two and four percent.
- The inflation rate reached 5.5 percent annually in August. In monthly terms, inflation dropped by 0.2 percent against July. The results were influenced mostly by a decrease in prices of food and beverages, and stagnation or decrease of most of the other consumer prices. On the other hand, prices of transportation, utilities and health care increased sharply.

→ Upcoming Events

- **Czech Republic in Enlarged Europe**
U.S. Chamber of Commerce and the Czech Embassy in Washington are hosting a **business luncheon with the Prime Minister of the Czech Republic, Mr. Milos Zeman**. The event will take place on **Thursday, November 8, at 12:30 p.m. at the U.S. Chamber of Commerce in Washington, DC** (1616 H Street). Prime Minister Zeman will address core economic issues of the economic development in the Czech Republic, such as the privatization of energy and utilities, privatization of telecommunications, tax waivers and other forms of investment incentives provided to U.S. investors, and business opportunities for U.S. businesses in enlarged Europe. Prime Minister will be accompanied other senior government officials, including the Minister of Industry and Trade, Mr. Miroslav Gregr, Ambassador to the United States, Mr. Martin Palous, and Chief Negotiator for the EU Accession, Mr. Pavel Telicka. The Prime Minister's visit to the United States also includes talks with the U.S. government and major high-tech companies in Texas and Silicon Valley.

To register for the event, please contact U.S. Chamber of Commerce (Mr. George Deeley, phone: 202.463.5488, gdeeley@uschamber.com) or Economic and Commercial Office of the Czech Embassy (Ms. Veronika Lukasova, phone: 202.274.9104, eco_washington@embassy.mzv.cz).

→ past events

The Beacon Council, South Florida's official business development agency held the Key Ceremony on September 17, 2001. The principal objective was to honor new businesses and its activities that mostly contributed to the development of South Florida international trade. CzechTrade, a recently established Czech Republic's trade office in Miami, was among the few businesses honored at the ceremony. CzechTrade's local representative Mr. Roman Matyas received a symbolic Miami-Dade key from the Mayor Alex Penelas.

→ Useful Web Links

- Complete guide to doing business in the Czech Republic
- Database of quality products, components and services
- Tradeshows and exhibition in the Czech Republic and Europe
- U.S. Chamber of Commerce - Eurasia Business Councils
- CEEBIC - U.S. Department of Commerce

www.doingbusiness.cz
www.supplier.cz
www.veletrhyavystavy.cz
www.uschamber.org
www.mac.doc.gov/eebic/countryr/czechr.htm

→ Companies & Market

- Czech software house **APP** supplies six US nuclear power plants of **NMC** (Nuclear Management Company) in Iowa, Minnesota, Wisconsin and Michigan with Enterprise Assets Management Control software.
- **Bohemia Interactive Studio** (BIS) jointly with US software firm Interactive Magic have been successful in marketing and sales of their computer games Flashpoint1985 (www.flashpoint1985.com), including US and German market. Other Czech computer games software developers are **Illusion Softworks** (www.illusionsoftworks.cz), **Altar Interactive** (www.altarinteractive.com), and **7FX** (www.7fx.com).
- **Czech Telecom** has signed memorandum on agreement with **Atlantic West** (joint-venture between AT&T Wireless and Verizon) to acquire 48 percent stake (\$1.5 billion) in mobile operator **Eurotel**. The deal shall open privatization of the entire Czech Telecom.
- Upgrades of municipal buses in European cities have brought favorable conditions for the Czech bus makers. The modernized plant of **Karosa** in Vysoke Myto - a part of **Irisbus** consortium - meets the highest standards, making it the cutting-edge bus plant in Europe. The 2001 production of 1250 buses will be supplied mostly onto the Czech and French markets.
- **Volkswagen** unit **Skoda Auto** said it expects 77,000 new car registrations in Germany this year, up 10 percent compared to last year. Top seller will be the compact car **Fabia**, with around 40,000 new car registrations, followed by the mid-range Octavia with 35,000 registrations. At the IAA Car Show, Skoda presented the new upper mid-range **Superb** make, based on VW Passat. Superb will be launched in Germany in spring 2002 with a DM 44,000 price tag. The company expects to sell 7,000 Superbs in Germany in 2002, 35 percent of the total production capacity in the Czech Republic.
- Czech textile industry has performed well in 2001 with 3 percent growth in the first six months. Czech textile makers currently export 70 percent of their production. Ready-made garments maker **OP Prostejov** announced the biggest shipments since 1998. About 60 percent of men's and ladies suits are exported to EU market - Germany and Britain. **Dekora-Jenicek**, a household and furniture textile producer has recorded 9 percent growth. Dekora's main customer is the furniture giant **IKEA**. Swiss-owned **Mileta**, producer of handkerchiefs and commercial table cloth for hotel use recorded 10 percent growth of exports and 14 percent profit increase.
- Mr. David Perkins, President of **CZ-USA**, US distributor of Czech pistols and hunting guns, confirmed increased imports and sales in the first half of the year. The sales amounted to \$ 4.3 million and they are expected to double to approximately \$9 million for the whole year 2001. CZ-USA distributes the production of **Ceska Zbrojovka** among 270 dealers in the United States.
- **Zetor**, the Czech maker of agricultural tractors, is supposed to be sold to selected strategic partner by the end of 2001. Odien Restructuring Services consultants organize the sale. After the acquisition, exports to the US are expected to increase to the former levels counting between 1500-2000 units a year. Zetor tractors are distributed in the United States by **American Jawa Co.** (www.amjawa.com).
- After the takeover of **CKD Transport Systems** by **Siemens**, there will be three major suppliers of streetcars in the Czech Republic. Siemens/CKD will continue its supplies of streetcars to Central and Eastern Europe and begin to supply components to Siemens plants in Germany. CKD/Siemens will also participate with its mother company in joint projects in China, Spain, and Britain. The Prague facility should produce components for a supply of 1200 suburban Desiro trains. **Skoda Transport Vehicles** supplies metro cars and streetcars Astra. This year, Skoda teamed up with **Inekon** engineering company to deliver Skoda Astra cars to Portland, Oregon. Inekon has announced a new venture with City Transportation Works in the City of Ostrava and the City of Brno to manufacture streetcars.
- **Skoda Automotive**, a member of **VW Group**, is using 310 Czech automotive suppliers to keep the Skoda cars at a competitive edge. Over 66 percent of Skoda car parts are being made domestically. The Czech suppliers employ over 51,000 people. Like many other world carmakers, Skoda has increased the pressure on its suppliers to cut the costs and keep the competitive prices. In addition to Skoda and Volkswagen Group, Czech automotive industry supplies other manufacturers such as Ford, Jaguar, Aston Martin, Fiat, Daewoo, Suzuki, Peugeot, Opel, Citroen, Mercedes, Volvo.
- Czech power engineering suppliers **Skodaexport**, **Skoda-Energo**, **Skoda Praha**, and Slovak company **SES** formed a consortium to supply 500 Megawatt power plant in China, has entered final negotiations on financing the project with the Czech Export Bank and Bank of China.
- **Carclo Technical Plastics** follows **Flextronics** International with its new investment project placed in the **Czech Technology Park** in Brno, Czech Republic. CTP's facility will manufacture technical plastics to supply its major client - Flextronics. Meanwhile, Flextronics intends to finish its large facility in the Czech Republic within one year. Flextronics supplies leading high-tech firms with custom electronic parts.
- **Pilsner Urquell** has announced its sales of more than one million cases in the US market. Beer has become one of the fastest growing exports of the Czech Republic to the United States, while the brewery has taken the largest share of the exported volume. Pilsner Urquell group announced increase of its famous brew in the Czech market.
- **Skoda Energo**, major producer of turbines, signed an agreement with **Toshiba** of Japan. Based on this agreement, in 2001 through 2005, Skoda will manufacture Japanese designed steam turbines with capacity 200-300 Megawatt. In addition to that, the Czech company will produce some other parts, including rotors. Skoda Energo also supplies General Electric.
- The proceeds from sale Czech energy utilities are expected to bring over \$5 billion and gas utilities \$2.7 billion. The consultants for the **largest privatization in the Czech Republic's history** are Deloitte & Touche and ABN AMRO. The privatization should not only bring the Czech government the largest cash amount in history but also the biggest service fees to the advisors in the history of Czech consulting business.
- Czech aviation firm **Moravan-Aeroplanes** announced the acquisition of another struggling aerospace company **LET Kunovice**. LET has been formerly owned and managed by US Ayres Corp. aiming at FedEx Loadmaster planes project.
- Silicon Valley-based software house **Soltima** decided to transfer its research and development center to the Czech Republic. Soltima acquired Czech company 12snap to pursue its R&D activities, while sales and marketing will be conducted from the United States. According to Mr. Wally Green, Director of Soltima, the company has chosen the Czech Republic, because it is located in the GSM heart of Europe and there is a great number of information technology talents.

→ Focused on: Medical Equipment

• Medical Equipment Manufacturing

Medical equipment production in the Czech Republic has a long tradition. The first companies were established in the 1920's and manufactured simple surgical and dental instruments, hospital beds, laboratory equipment, and other devices for private physicians and hospitals. The range of products was gradually expanded with syringes, X-rays and other equipment.

Quality improvement and technological advancement were boosted in the 50's by an industrial application of electronics. By the 60's, Czech medical industry had scored many successes, such as the Gold Medal Award for a cardiac defibrillator at the 1958 EXPO Exhibition in Brussels. A substantial innovation was achieved in the production of sterilizers, electrocardiographs, pacemakers, dental equipment, respirators and anaesthetic apparatuses, and other products. The most notable achievement was Jaroslav Heyrovský's invention of polarograph, awarded with the Nobel Prize. Otto Wichterle gained the world's respect for his invention of soft-gel contact lenses.

In the 70's and 80's, Czech medical equipment manufacturing further developed and commenced manufacturing complicated technical systems, such as the non-invasive lithotripter, cobalt irradiators, and large-scale sterilization equipment. As the economic transformation spurred privatization and free market reforms in the 90's opened the way for private companies, medical equipment manufacturing industry was deeply affected. At present, the industry includes some 40 major domestic enterprises of large or medium size. Most of these companies, along with a majority of small-sized manufacturers, are members of the Medical Equipment Manufacturers and Distributors Association.

Although, a number of technologically advanced products are being imported and many foreign manufacturers have set a foothold on the Czech market, Czech products are very successful internationally, a fact well documented by many awards. Among the latest awardees are, for example: Beznoska company for non-cemented total hip joint replacements, BMT for steam sterilizer, and Linet for the multi-care resuscitation bed.

Foreign capital involvement in Czech companies is not large. However, with respect to the existing investment incentives, foreign capital involvement is expected in some areas such as silicate lenses, sanitary material, and catheterizing equipment.

• The Association of Medical Equipment Manufacturers and Distributors

The Association of Medical Equipment Manufacturers and Distributors was founded in 1992. At present, it has 56 corporate members representing design, manufacturing, engineering, and trade and service companies in the Czech republic.

Member companies manufacture a broad range of products, including injecting equipment, surgical instruments, incubators, sterilizing apparatuses, infusion dosers, joint replacements, dental equipment, hospital beds and furniture, X-ray equipment, EEG systems, lithotrites, and cobalt irradiators. They also supply technical gases, equipment for the integrated rescue systems, emergency ambulances, and military field hospitals. All members have already introduced the ISO 9000 quality management system, which guarantees a high quality of products.

The Association has been the key industry organization to provide assistance and counseling to companies on the changing legislative environment. It typically arranges professional workshops and conferences with a purpose to inform the industry leaders about new regulations and implications.

The medical equipment exports from the Czech Republic amounted to \$73 million in 2000, while imports were over \$204 million. Germany is the main trading partner, accounting for about 44 percent of exports, and 25 percent of imports. The second largest market for Czech products is Slovakia with 23 percent share. United States are an important exporter of medical equipment to the Czech Republic 17 percent.

Czech Trade in Medical Equipment (million CZK)

	1994	1995	1996	1997	1998	1999
Exports (current prices)	1,266	1,623	1,847	2,030	2,425	2,696
Imports (current prices)	8,076	7,660	7,901	7,506	7,536	7,569
Trade balance	-6,810	-6,037	-6,054	-5,475	-5,112	-4,872

• Aspects of EU Integration

One of the most visible acts of the Czech Republic's continuing integration to the European Union, is the recently signed Protocol on European Conformity Assessment and Acceptation (PECA), allowing for medical products to be sold on the EU markets if they were tested and certified by Czech laboratories, and vice versa.

Czech industry is being transformed and prepared for the single market entry on two levels. First, most companies have already applied the quality management system according to ISO 9000 industrial standard. Second, the government continues to issue legal norms that are harmonized with the EU legislation, such as following:

- Act No. 22/1997 on technical requirements for products;
- Act No. 123/2000 on medical equipment;
- Government Decrees No. 180/1998 and No. 130/1999 on technical requirements for medical equipment;
- Act No. 59/1998 on liability for damage caused by product defects.

→ Czech manufacturers of medical equipment

• Alfamedic

Alfamedic produces open radiant infant bed temperature control systems, hospital beds, heating mattresses, nebulizers, suction devices, medical stop-watch, photo therapy devices, monitors, accessories for infusion, and rehabilitation devices.

Trida 5. kvetna 458
373 72 Lisov

Phone: (+420) 38.799.4664

Fax: (+420) 38.799.4603

alfamedic@telecom.cz

web.telecom.cz/alfamedic

• Audy

Audy Company manufactures hospital beds, sanitary mattresses, beds for restless patients, bedside tables, rehabilitation and massage beds, lifters for immobile patients, electrical tricycles

and scooters, mechanical and electrical carriages, toilet chairs and toilet attachments, urinals, bath and shower seats, crutches, sticks, and walking frames.

Zivneho 1A
635 00 Brno
Phone/Fax: (+420) 5.4621.1469
audy@audy.cz
www.audy.cz

- **Beznoska**

Beznoska was founded by privatization of the Poldi Steelworks Company, producing surgical instruments and implants for traumatology and orthopedics since 1969. At present, Beznoska manufactures more than 2100 various products such as bone and joint implants, instruments and other surgical equipment for traumatology, orthopedics and bone surgery in general. The products include both internal and external osteosynthesis, arthroplasty, and intramedullary nailing.

Delnicka 2727
272 01 Kladno
Phone: (+420) 312.660.670
Fax: (+420) 312.660.216
mailbox@beznoska.cz
www.beznoska.cz

- **BMT**

BMT has a leading position among manufacturers of sterilizers-autoclaves, x-rays and temperature cabinets in all drying/heating, sterilization, and incubating and testing applications.

Cejl 48/50
656 60 Brno
Phone: (+420) 5.4553.7111
Fax: (+420) 5.4521.1750
www.bmt.cz
mail@bmt.cz

- **Chirana**

The company is the largest manufacturer of X-ray diagnostic equipment in the Czech Republic. Chirana recently introduced a new line of X-ray products, which were awarded a special prize at the International Trade Show MEFA in Brno in November 2000.

Modranska 1560
143 07 Praha 4
Phone: (+420) 2.6130.8741
Fax: (+420) 2.6130.8701
chirana@volny.cz
www.chirana.cz

- **CSO**

The company's mission is to simplify the care provided by medical staff and to make the work easier when nursing the patients in hospitals, retirement homes, social care institutions, short-term stay hospitals and home care agencies. CSO manufactures and distributes disinfecting equipment for bedpans and urinals, shower beds, shower tubs for homecare, moving equipment, shower disinfecting panels, Nervy™ stainless products, sterilizers, Miele™ laundry machines, and other products.

Ruskova 761
724 00 Ostrava-Stara Bela
Phone/Fax: (+420) 69.678.0538
cso@csoostrava.cz
www.csoostrava.cz

- **Ego Zlin**

Ego Zlin is a manufacturer and distributor of integrated system products for hospitals, ambulances, army, firefighters, medical rescue service, mountain rescue patrols, mine rescue departments, Red Cross, and other units acting in case of disaster. Ego also supplies equipment and products for immobile patients such as retirement homes, institutions for long-term care, psychiatric institutions, intensive care units, home care, and specialized work areas such as surgery rooms, oncology, and radiotherapy. Products are distributed in more than 20 countries including USA, Australia, New Zealand, Austria, Switzerland, and France.

763 14 Zlin - Stipa
Phone: (+420) 67.791.4366
Phone/Fax: (+420) 67.791.4363
egozlin@mbox.vol.cz
www.egozlin.cz

- **Gama**

In 1986, Gama Company succeeded former office supplies company Koh-I-Noor Hardmuth. The company develops and manufactures disposable medical, veterinary, and laboratory aids. Products are certified ISO 9002.

Manesova 3
370 67 Ceske Budejovice
Phone: (+420) 38.635.3841, 670.5311
Fax: (+420) 38.731.1327
prodej@gama.cz
www.gama.cz

- **Inset**

Inset manufactures infusion pumps Skala™, with two independently controlled pumping units in one box. The equipment allows flow rate calibration according to the type of infusion set as well as according to the viscosity of the dosed liquid. The infusion pump is equipped with the maximum known forms of protection from infusion backflow in case of application at high over-pressure. The double infusion pump can be easily changed into a syringe double doser or a combination pump and syringe doser.

Melnicka 13
150 00 Praha 5
Phone: (+420) 2.8186.5600-2
Fax: (+420) 2.8186.5603
vanek@inset.cz
www.inset.cz

- **Inter-Meta**

Inter-Meta is a manufacturer of Wafle™ antidecubital seating pads and mattresses, anti-slip stick adapters, socks, stockings and clothing put-on devices, pommels and seats for tubs and showers. The company also distributes rehabilitation, compensation and orthopedic aids and medical articles especially for handicapped persons.

Chelcickeho 10

702 00 Ostrava 1
Phone: (+420) 69.612.3650
Fax: (+420) 69.612.1976
intermeta@mbox.vol.cz
www.intermeta.cz

- **Jona**

Jona is a company dedicated to the development, production and distribution of devices and systems enhancing a healthy life style. The assortment includes feet massage products, air purifiers, and filtered ventilation systems for use at home by allergic individuals, smokers, and in highly polluted areas, or by hospitals, nurseries, schools, offices, workshops and other public institutions. Jona also manufactures potable water treatment for households, kitchens and restaurants.

Bartolomejska 90
530 02 Pardubice
Phone: (+420) 40.653.0296
Fax: (+420) 40.631.0345
jona@jona.cz
www.jona.cz

- **Linet**

The company offers the following hospital equipment: hospital beds, ICU beds, beds with X-ray transparent surface, beds with wooden linings, baby and childrens beds, maternity beds, mattresses and antidecubital mattresses, patients lockers, couches, transport and relaxation chairs, stretchers, services trolleys, bed screens, surgery tables, and other hospital furniture.

Zelevce 5
274 01 Slany
Phone: (+420) 314.576.111 or 524.139
Fax: (+420) 314.522.668
frolik@linet.cz
www.linet.cz
Mr. Zbynek Frolik, CEO

- **Lymfoven**

Lymfoven manufactures instruments designed to treat lymphatic swellings and venous insufficiency. It is also suitable for prevention of a deep thrombosis before and after surgery and for the rehabilitation of post-injury problems related to swelling of handicapped limbs.

Cs. Armady
250 67 Klecany
Phone/Fax: (+420) 2.685.7734
kopsa@lymfoven.cz
www.lymfoven.cz

- **Maxis**

Maxis is a joint-stock company that specializes in production of compression products for medical purposes. Maxis Compression Medical Stockings and Pantyhose are manufactured in three compression grades. Technological parameters fulfill the most stringent demands for prevention and curing of venous diseases. Healing effects of Maxis products are demonstrated by

reports of the International EMPA Testing Laboratory in Switzerland and certified by accredited laboratories in Germany. An assortment of Lipoelastic products includes medical supporting and compressive garments used during post-surgery treatment after plastic and aesthetic surgeries. Maxis products are ISO 9001 certified.

Krhova 53
757 01 Valasske Mezirici
Phone/Fax: +(420) 651.633.510- 512
maxis@maxis-medica.com
www.maxis-medica.com

- **MediCom**

MediCom is a leading Czech manufacturer and supplier of medical laser devices and systems. Top production technology is backed with high experience, domestic and foreign patents as well as with MediCom's own R&D facilities. A full-scale program of medical laser technology consists of several types of therapy bio-stimulation lasers for Low Level Laser Therapy [LLLT] in many modifications, with various accessories, and in affordable prices.

Dobropolska 12
102 00 Praha 10
Phone: +(420) 2.7100.1511
Fax: +(420) 2.7100.1515
laser@medicom.cz
www.medicom.cz

- **Medin**

Medin Corporation represents a long tradition of surgical tools production in the City of Nove Mesto na Morave.

Vlachovicka 619
592 31 Nove Mesto na Morave
Phone: +(420) 616.684.336
Fax: +(420) 616.684.385

- **ProCom**

ProCom develops software for quality processing of X-Ray films. The product has been designed for radio-diagnostic laboratories. It facilitates optimum setup of automatic X-ray developing machines and assures the highest-quality X-ray photographs. The software offers various useful functions. ProCom is currently developing a multi-language support for its international customers.

Spitalka 16
602 00 Brno
Phone: +(420) 5.4324.0545
Fax: +(420) 5.4323.4979
procom@procom.cz
www.procom.cz

- **Seiva**

Seiva is a manufacturer and distributor of medical diagnostic equipment. Since 1993, the company has become a market leader and its products have been rewarded at many international tradeshows. Seiva is certified ISO 9001 and its production meets European quality standards EN 46001. One of Seiva's products - JetCard - enables using a normal paper instead of expensive thermal-active paper.

Schnirchova 8
170 00 Praha 7
Phone/Fax: +(420) 2.8387.1557
Phone: +(420) 2.6671.1286

seiva@seiva.cz
www.seiva.cz

- **Trinom**

Trinom Brno is a firm established in 1993 as a specialized producer of protective and high visible clothing. The materials and products are developed in cooperation with the Czech Institute of Textile Engineering. The clothing and accessories are suitable for all types of emergency rescue work.

Kozi 4, Brno 60200
Czech Republic
Phone/Fax: +(420) 5.4221.6517
trinom@scmvd.cz
www.trinom.cz

- **VUP**

VUP is a leading Czech manufacturer of medical products such as implantable devices, special textile Klimatex™ products and a wide range of ballistic protective products. VUP manufactures Cortex™ implantable reinforcing felt, CHS surgical mesh, knitted vascular prostheses, dura mater substitute, alloplastic ligament substitute, hydrophobic dressing, and bacteria filters.

Šujanovo nam. 3
658 61 Brno,
Phone: +(420) 5.4316.0111
Fax: +(420) 5.4321.1236
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www.vup.cz

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info@bois-filtry.cz
www.bois-filtry.cz
Mr. Miloslav Tieff

- **Ego Zlin**

a manufacturer and distributor of >INTEGRATED SYSTEM PRODUCTS FOR HOSPITALS, AMBULANCES, ARMY, FIREFIGHTERS, MEDICAL RESCUE SERVICE, MOUNTAIN RESCUE PATROLS, MINE RESCUE DEPARTMENTS<, Red Cross, and other units acting in case of disaster. Ego also supplies equipment and products for immobile patients such as retirement homes, institutions for long-term illnesses, psychiatric institutions, units of

intensive care, home care, and specialized work areas such as surgery rooms, oncology, and radiotherapy. Products are distributed in more than 20 countries including USA, Australia, New Zealand, Austria, Switzerland, and France.

Stipa 438
763 14 Zlin - Stipa
Phone: +(420) 67.791.4366
Phone/Fax: +(420) 67.791.4363
egozlin@mbox.vol.cz
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www.guzu.cz
Mr. Jiri Sobek

- **Omnipol**

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Nekazanka 11
112 21 Praha 1
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omnipol@omnipol.cz
www.omnipol.cz

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Mr. Vaclav Janousek, Director

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Ms. Alena Machu

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Phone: (+420) 461.568.166
Fax: (+420) 461.568.300
svitap@svitap.cz
www.svitap.cz
Ms. Monika Vinklerova

- **Trinom**
established in 1993 as a specialized producer of >PROTECTIVE AND HIGH VISIBLE CLOTHING<. The materials and products are developed in cooperation with the Czech Institute of Textile Engineering. The clothing and accessories are suitable for all types of emergency rescue work.

Kozi 4
Brno 60200
Phone/Fax: (+420) 5.4221.6517
trinom@scmvd.cz
www.trinom.cz

→ Investment Update

- CzechInvest announced that **Chemopetrol** gained investment incentives to expand and modernize their current production unit for ethylene and high-density polyethylene, to build a new unit to produce polypropylene, and service operations for these units in Litvinov. The company was granted investment incentives in the form of 5-year relief on corporate income tax accruals and a subsidy for new jobs and employee retraining. Chemopetrol aims to become the largest producer of polypropylene and polyethylene in Central Europe.
- **Valeo** company (heat exchangers manufacturer) has been granted investment incentives to build a new production capacity for the manufacture of heat exchangers in Zebrač. Valeo intends to invest 722.2 million CZK and create 397 new jobs. Czech company is part of the multinational company Valeo Climate Control. Valeo is one of the leading world-class suppliers of original components and spare parts for the automotive industry. Valeo has 11 production units and more than 185 separate divisions with 75,000 employees in 25 countries. The company's main customers are Volkswagen, DaimlerChrysler, BMW, GM, PSA Peugeot Citröen, Renault - Nissan and Fiat.
- Japanese **Furukawa Electric** and **Furukawa Automotive Parts** are establishing a new company in the Czech Republic. The new company will be called Furukawa Electric Autoparts Central Europe and its main activity will consist of production and sale of steering roll connectors (SRC) for airbags systems and wiring harnesses. The total amount of investment will be CZK 30 million in the initial phase. So far the company has been supplying its European customers via outlets in Britain. The new company in the Czech Republic should strengthen its production and sales in the future enlarged EU markets.
- **Among potential Japanese investors, there are currently 34 companies at various stages of negotiations.** They are predominantly automakers, manufacturers of automotive components, and electronics and engineering companies. Most of them are interested in greenfield investment, some are searching for suitable Czech partners for joint ventures or suppliers. If we manage to attract all 34 of these projects to the Czech Republic it would represent an inflow of foreign direct investment worth over USD 2 billion and the creation of over 8,700 direct new jobs.
- **Kostal** has been granted investment incentives to expand current production of electric components in Zdice. The total amount of investment is CZK 900 million and will create 886 new jobs. The company was granted a 5-year income tax relief and customs duty exempt for machinery and equipment imports. Czech branch of Kostal is 100 percent owned Kostal GmbH in Germany. The company develops and manufactures switches, electronic and mechanical parts, and functioning units for car interiors.
- **Velveta** (premier Czech manufacturer of textile products) will receive investment incentives to expand production of cotton fibers and yarn. The total investment is CZK 359.5 million. A new manufacturing will match the Czech company with its main competitors from Germany, France, and Italy, and put it among the top cotton fiber producers in the world. According to Mr. Jelinek, Velveta's CEO, the investment will go almost exclusively into machinery. Velveta specializes in pile fibers, especially corduroy. The cloth is further processed in textile factories.

→ Czech Companies Looking for Partners/Seeking Distributors in the U.S.

- **Artin**
a software company developing custom applications is looking for business partners. Artin develops custom desktop and intranet/internet applications for financial and security industry.

Dornych 57
61700 Brno
Phone: (+420) 5.4553.6417
Fax: (+420) 5.4553.6417
artin@artin.cz
www.artin.cz
Mr. Tomas Ondracek

- **Hame**
a top quality producer of >PICKLED VEGETABLES, MEAT PATE, TOMATO

PUREE, FRUIT SALADS AND BABY FOOD< certified for export into the countries of the European Union, would like to expand its business into the United States. Established in 1920 and located in Babice (South Moravia), the company now employs over 2000 people in the region. The annual turnover of the company now exceeds \$100 million.

Babice 572
687 03 Babice u Uherskeho Hradiste
Phone: (+420) 632.534.700
Fax: (+420) 632.534.100
obchod@hame.cz
www.hame.cz
Mr. Bohumil Vrablik, Export Manager

- **Energoaqua**
is a company specializing in shaped pressing. The basic raw material for the shaped pressing is pressed wood substance with an addition of special adhesives. The pressed work is surfaced by impregnated decorative folios at a rich scale of decorations, which add an aesthetic appearance to them and ensure a high resistance of the surface. The company is looking for U.S. distributors.

1. maje 823
756 61 Roznov p. Radhostem
Phone: (+420) 651.603.782
Fax: (+420) 651.603.650
[hrdy@energoaqua.cz](mailto:hrody@energoaqua.cz)
www.energoaqua.cz/optalit

Mr. Jiri Hrdy

- **Intem**

Czech company specializing in connecting cable production is offering metallic cables, bunched cables and assembling. The company is looking for new customers.

Petra z Usti 1816
390 02 Tabor
Phone: (+420) 361.208.134
Fax: (+420) 361.496.113
belohoubkova@intem.cz
www.intem.cz
Ms. Katerina Belohoubkova

- **Kovarik Furniture**

a producer of more than 260 types of pure spruce-wood furniture. The furniture is ideal for bedrooms, lounges, children's rooms, living rooms, hotels and cottages.

Vodni 4201
760 01 Zlin
Phone/Fax: (+420) 67.721.2334
kovarik@avonet.cz
www.avonet.cz/kovarik
Ms. Lenka Foltynova

- **MUST CZ**

a profitable engineering company handling metal production (welding products, steel construction) and metal-working production (turning works, milling operations, grinding, production of gear wheels), production of grease removal tables, lines for new ecological technology and supplies in the areas of metallurgical product is looking for partners for business co-operation.

Olomoucka 7/9
656 66 Brno
Phone: (+420) 5.4821.2551
Fax: (+420) 5.4821.3218
mustcz@mbox.vol.cz
Ms. Klara Horniackova

- **N+N wooden toys**

is a manufacturer of wooden toys such as cars, trains or horse carts. Other range of products includes for example wooden modules of historical cars and steam engines. The company is looking for U.S. importers.

Mlyny 39

391 18 Chroustnik
Phone: (+420) 363 592 333
KvetaNovak@seznam.cz
Ms. Kveta Novakova

- **URC Systems**

The company develops special software, industrial and rugged computers and special equipment. The company also designs computer networks (structured cabling systems), security and monitoring systems and power networks

Dykova 4
796 01 Prostějov
Phone/Fax: (+420) 508.337.255
urc@urc-systems.cz
www.urc-systems.cz

- **Usovsko**

Czech company producing powder dyes for cement is looking for US importers.

Klopina 33
789 73 Usov
Phone: (+420) 648.435.109
Fax: (+420) 648.435.151
klopina@usovsko.cz
www.usovsko.cz
Mr. Jaroslav Havlik

→ Czech Companies and New Products in the U.S.

- **CZ-USA Inc.**

CZ-USA imports quality >WEAPONS, FIREARMS AND AMMUNITION< made by Ceska Zbrojovka and other world-class Czech manufacturers.

1401 Fairfax Trafficway, B/119
Kansas City, Kansas 66115
Phone: 913.321.1811
Fax: 913.321.2251
czusa@gvi.net
www.cz-usa.com
Ms. Alice Poluchova - Vice President

- **Czech Products Company**

imports >CRYSTAL, HAND BLOWN GLASS, CHRISTMAS DECORATIONS, PORCELAIN, CERAMIC TABLEWARE, WOODEN TOYS<. Products are made of 24 percent lead crystal and decorated with 24kt gold gild. >CUSTOM PRODUCTS - FURNITURE REPLICAS, CLOCKS, GLASS BEADS, JEWELRY, HOTEL GLASSWARE, AND HOTEL PORCELAIN<.

Phone: 703.404.2525
sales@CzechProducts.com
www.CzechProducts.com
Mr. Radoslav Pur

→ Upcoming Trade Fairs and Exhibitions

- **Major Organizers**

For more information on the listed events and a complete schedule of tradeshow and exhibitions in the Czech Republic, please contact the following organizers:

- **BVV**

Vystaviste 1
647 00 Brno
Phone: (+420) 5.4115.1111
Fax: (+420) 5.4115.3070
info@bvv.cz
www.bvv.cz

- **Incheba Praha**

Vystaviste Holesovice
170 90 Prague 7 - Holesovice
Phone: (+420) 2.2010.3482
Fax: (+420) 2.3337.8225
info@incheba.cz
www.incheba.cz

→ Brno

- **WOOD-TEC 2001**

International Fair of Machinery, Equipment and Materials for the Wood Industry
September 30 – November 2, 2001
Phone: (+420) 5.4115.3272
Fax: (+420) 5.4115.2992
Mr. Karel Torn, Project Director
wood-tec@bvv.cz

- **MEFA 2001 - International Fair of Medical Technology and Pharmacy and REHAPROTEX 2001 - International Tradeshow of Rehabilitation, Prosthetics and Health**

November 6 - 9, 2001
Phone: (+420) 5.4115.2818
Fax: (+420) 5.4115.3063
Ms. Bohuslava Knopova, Manager
mefa@bvv.cz, rehaprotex@bvv.cz

→ Prague

- **PRAGODENT - International Dental Apparatus, Instruments, Surgery Equipment and Service Fair**

October 31 – November 2, 2001
Phone: (+420) 2.2010.3490
Fax: (+420) 2.2010.3492
Hana Snohova
h.snohova@incheba.cz

- **Prago Interier/New Design - International Exhibition of Furniture, Interior Design, Lighting, Home Textiles and Interior Accessories**

February 14 - 17, 2002
Phone: (+420) 2.2010.3480
Fax: (+420) 2.3337.1517
Ms. Maria Wohlrabova, Manager
m.wohrlabova@incheba.cz

→ Czech Commercial Offices in the United States

For information on Czech products, companies, and/or investment opportunities in the Czech Republic, please contact:

Czech Embassy in Washington, D.C.: Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Nebraska, North Carolina, North Dakota, Ohio, Oklahoma, South Carolina, South Dakota, Texas, Tennessee, Virginia, West Virginia, Wisconsin (Midwest, South, and eastern portion of the West)
 Contact: Ms. Veronika Lukasova, Phone: 202.274.9104, Fax: 202.244.2147, eco_washington@embassy.mzv.cz

Consulate General in Los Angeles: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming (western portion of the West).
 Contact: Mr. Josef Dvoracek, Phone: 310.473.0889 x.229 Fax: 310.473.9813, losangeles@embassy.mzv.cz

Consulate General in New York: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont (Northeast).
 Contact: Mr. Jaroslav Remes, Phone: 212.717.5643 Fax: 212.717.5064, consulate.newyork@embassy.mzv.cz

CzechTrade - Chicago Office
 Contact: Ms. Jana Sevcikova, Phone: 312.644.1790, Fax: 312.527.5544, sevcikova@czechtrade.tpo.cz

CzechTrade - Miami Office
 Contact: Mr. Roman Matyas, Phone: 305.261.6313, Fax: 305.261.6314, matyas@czechtrade.tpo.cz

Czech Center New York
 Contact: Ms. Michaela Palkova, Phone: 212.288.0830 x.106, Fax: 212.288.0971, palkova@pop.net

CzechInvest - U.S. Operations East
 Contact: Ms. Hana Lasslerova, Phone: 312.245.0180, Fax: 312.245.0183, lasslerova@czechinvest.org

CzechInvest - U.S. Operations West
 Contact: Mr. Radomil Novak, Phone: 408.376.4555, Fax: 408.376.4557, california@czechinvest.org

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