



czech trade focus

GOOD NEWS FROM CZECH COMMERCIAL OFFICES IN THE USA – FEBRUARY 2002

ECONOMIC OUTLOOK

Government Proposed Strategy for Czech Steel

The restructuring of the Czech steel industry received a boost when the government adopted a radical restructuring plan for the sector on February 6th. The main feature of the latest plan is to launch exclusive talks over the sale of the largest Czech steel maker **Nova Hut** with Dutch-based multinational steel company **LNM Holdings**. Nova Hut is perceived as the key factor in the overall restructuring. LNM is part of the world's fourth largest steel producer. It includes international steel company **ISPAT** among its assets. LNM is a promising strategic partner for Nova Hut, according to Finance Minister Jiri Rusnok. The government does not expect huge proceeds from the sale but is seeking the maintenance of viable steel production in the Ostrava region of North Moravia. LNM's negotiating exclusivity expires at the end of May. LNM said they are interested in the entire Czech steel sector, adding that talks could be extended beyond Nova Hut. The government admitted this option but emphasized that exclusivity only applies to Nova Hut. Analysts and other involved parties mostly welcomed LNM's renewed interest in the Czech steel industry but attacked the government's decision not to hold a public tender. Other investors interested in the purchase of Nova Hut and **Vitkovice Steel** are U.S.-based **CMC**, **Duferco** of Switzerland, Israeli-based multinational **Shiran** and **U.S. Steel**

CNB Cuts Interest Rates

In a surprise move, the **Czech National Bank (CNB)** slashed key interest rates across the board on February 1st, the second time in

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nine days. The Czech National Bank trimmed discount, two-week repo, and Lombard rates following a government report this week that predicted a weak economy and slower-than-expected growth in 2002. Each new interest rate is an all-time low. CNB cut the overnight discount rate for commercial bank loans to 3.25 per cent. The central bank reiterated its commitment to fight the strengthening of the Czech currency, which has been frustrating Czech exporters. In a related motion, the **Finance Ministry** of the Czech Republic lowered its estimate for this year's national gross domestic product (GDP) growth to 3.4 percent, citing economic weakness in Germany and other Czech major export markets.

Unemployment Up in December

The Czech unemployment rate increased to **8.9 percent** in December 2001, up from 8.5 percent in November. The figure is the highest in the last ten months. The highest unemployment - in some counties over 20 percent - remains in the mining and heavy industry regions of North Bohemia and North Moravia. Prague and the surrounding districts have the lowest number of jobless population - around 3 percent.

COMPANIES & BUSINESS

> **Small and medium-sized businesses** are increasing their role in the Czech economy. Companies with under 250 employees rose from 88,000 in 1997 to 102,000 in 2001. Combined with sole proprietorship companies, 760,000 small and medium-sized were registered in the CR in 2001.

> **Siemens** subsidiary **SKV** paid CZK 750 million (\$21 million) to **CKD-Dopravný Systémy** for the company's assets, thus completing the takeover of the streetcar producer by Siemens. **CKD-DS** will soon compete with **Skoda/Inekon** for a CZK 1 billion (\$28.5 million) order from Prague's public transit authority for 20 low-floor streetcars.

> **Standard & Poor's** confirmed the biggest Czech savings bank **Ceska Pojistovna's** long-term financial strength and credit ratings at the BB+ level, combined with a stable outlook.

> The City of **Karlovy Vary** will sell its 3 percent stake in **Jan Becher-Karlovarska Becherovka** to **Salb**, a subsidiary of French **Pernod Ricard**, for CZK 68.8 million. **Salb** will, therefore, increase its stake in the Becherovka spirits producer to 97 percent.

> **Budejovicky Budvar** brewery established a subsidiary in London to distribute and promote Budvar beer all over Britain. UK is after Germany the brewery's second largest foreign market with annual sales of nearly 2.4 million gallons. The establishment of the

subsidiary in London is a great challenge for the brewery because of a large number of imported beers in the British market. Nevertheless, Budvar has managed to gain a foothold there. The government on January 9 ordered the Finance Ministry to reject already submitted proposals for the privatization of brewery **Budejovicky Budvar** and to exclude Budvar's assets from privatization. The Agriculture Ministry contends that the state-held **Budejovicky Budvar** should not be privatized before all trademark disputes, mostly with U.S. **Anheuser-Busch**, are resolved. In the United States, Budvar sells its beer with **Czechvar™** label.

> The country's two largest mobile phone operators have released figures showing a sharp increase in customer base in 2001. **Eurotel**, the country's largest network, said it gained just over a million new customers last year, while second **Paegas** fell slightly short of the million-mark. Figures were not yet available for the third network, **Oskar**. The Czech Republic now has just over 10 million inhabitants and a staggering seven million mobile phone owners. Analysts say mobile penetration could exceed staggering 80 percent by the end of 2002.

> **Cable Design Technologies**, the U.S. manufacturer of copper cables, fiber optic and a worldwide leader in innovative connectivity technology, recently acquired the company **Kabelovna Decin** in the Czech Republic. **Kabelovna** is the largest Czech maker of optical, telecommunication, control, and switchboard cables. **Cable Design Technologies**, based in Pittsburgh, Pennsylvania, operates 20 manufacturing plants worldwide.

FOCUSED ON: ELECTRONIC TRADING IN THE CZECH REPUBLIC

E-business ranks among the most dynamic instruments of effective business and trading in the Czech Republic. The recent surge in number of electronic transactions between enterprises has been impressive, especially when we take into account the worldwide economic slowdown. Companies started exploring advantages of electronic applications as they watch foreign trends and strive for custom-designed sophisticated solutions.

Electronic Data Interchange (EDI) is still the most popular type of electronic transaction, characterized as an exclusive (closed) connection of two business partners. The country has well-developed Enterprise Resource Planning (ERP) systems, which facilitate the recording of commercial documents in electronic form.

Several B2B electronic marketplaces have been established in the Czech Republic in the past years. The largest interest recorded in e-marketplaces for indirect material and closed private marketplaces, either in the form of visiting (rental of a platform of an existing e-marketplace, such as CenTrade of Czech Telecom: www.centrade.cz), or the establishment of one's own technological arrangement. Electronic marketplaces with the biggest chance of success use widespread standard software or specialized (vertical) e-marketplaces (such as Intelligo: www.intelligo.cz).

The future shape of electronic marketplace for commercial transactions of goods and services is still difficult to define. However, systems for electronic purchases (e-procurement) have already proved successful. The implementation of such systems by Czech companies is increasing, as they are frequently included in standard software packages.

The companies use the systems mostly for purchases. While the traditional procurement requires a number of time-consuming, error-prone and costly administrative operations, all electronic trading systems eliminate these problems.

E-business instruments can also help make internal activities and communication more effective. Many companies have their own systems serving as the employees' information portal – a company's Intranet. The transmission of intra-company data and information between management and employees (B2E, business-to-employee) by far exceeds the use of Internet, as it allows rapid exchange, transparent communication, and many other functions.

Beside the function of information source, B2E systems provide instruments that allow employees manage their own records, workflow (purchase and ordering of materials, travel orders, timesheets, requests for leave), active planning, and even training. However, these complex B2E systems are, for the time being, rare in Czech companies, and their introduction are rarely among corporate priorities.

On the other hand, electronic banking has developed very quickly in the last few months. Almost all banks on the Czech market have already introduced e-banking (i.e. banking via Internet instruments) and m-banking (financial transactions via GSM cellular phones). The first bank to introduce Internet banking – and still the leader in this respect – was E-Banka (www.ebanka.cz, formerly Expandia Bank). However, the competition is heating up the battle for customers. For instance, Komerční Banka is aggressively marketing its services (www.koba.cz, part of French Societe General).

Selling goods and services to consumers through the Internet (B2C, business-to-consumer) still does not perform at its full potential. Unlike in the United States, few Czech companies sell their products online. While small manufacturers and retailers use Internet to reach beyond their local customers, large distributors and retail chains use their homepages rather as

reference and online presentation. The most popular Internet retail is, Food deliveries (www.dodomu.cz), CDs, books (www.albumcity.cz, www.vltava.cz), consumer goods, such as home-appliances and consumer electronics, and airline tickets are the most popular products sold over the Internet.

Due to some unused potential of the Czech e-commerce market, compared to the United States, the Czech industry was more or less spared of the most severe impact of the worldwide downturn in 2000-2001, which gave Czech "dot.com" companies a useful lesson.

Hard and soft infrastructures, IT-related research, education, and skilled labor are already available. Future liberalization of Czech telecommunications market (pending privatization of Czech Telecom in 2002) and personal income growth (the country joins the EU in 2003) will be the key factors of further e-commerce expansion, as the use of computers and Internet at homes and offices will increase and modem/cable tariffs become less expensive.

The Czech market has a room for dynamic growth of e-business. Most companies have already started to implement or use various e-business tools. A foreign company should be aware that the market is already saturated to some extent (especially B2B and e-banking).

On the other hand, many businesses are conservative, cautious, and reluctant to use electronic applications. The market is, therefore, open to foreign entrants that would involve (or replace) those who hesitate. There is a need for more e-commerce promotion and examples to follow. Foreign business should also be ready to custom-tailor their products and services for the Czech market. Electronic products need to be modified for Czech-speaking users and content should reflect some local demands.

A significant boost to the development of electronic business and banking was the Act on Electronic Signatures (and relevant government regulations), ratified and signed into law among the first countries in the world. The Czech Republic adopted the law shortly after a similar legislation was signed in the USA. However, government agencies do not merely issue regulations; they can be active players in the digital economy. Czech authorities, for example, are quickly implementing the means of electronic interaction with businesses and general public.

The Czech Republic is at the starting line of B2G (business-to-government). The government announced that it is preparing a launch of its electronic services in many areas. Czech authorities plan to open a number of Internet databases and information sources to public. The Interior Ministry created a central portal website to navigate the electronic interaction with government at www.centralni-adresa.cz.

Various agencies plan or design various public databases and registers with either unrestricted or restricted access, such as the Commercial Register (already available at: www.justice.cz), civil registration and land register, electronic access to tax accounts, social insurance accounts, etc. It is possible that future public tenders will take place by e-mail and traditional sealed bids will be replaced by electronic auction. A project that would allow businesses to submit their tax returns electronically is also very promising.

The commitment of the Czech government to electronic services is one of the criteria of the country's accession to the European Union. The European Commission typically sets rules and issues recommendations that govern changes to the domestic legislation. In some cases, the EU explicitly requires the development of the government's electronic services and therefore directly stimulates their development in the Czech Republic.

TOP 20 SUPPLIERS FOR ELECTRONIC INDUSTRY

CzechInvest announced that 20 companies would proceed to the final phase of its pilot supplier development program. The program focuses on bringing more international contracts to Czech manufacturers of electronic components by integrating them into multinational companies' supply chains. World-renowned companies have been increasingly attracted to the Czech Republic in recent years. The program started in 2001 and is targeted at Czech-owned small and medium-sized companies.

The total of 45 Czech companies have been advised and educated during a series of business reviews and workshops on various management techniques. Companies have also been evaluated according to the European Quality Model (EFQM). At the end of the preliminary stage, only the 20 companies were selected for a final intensive support, based on their performance, commitment, and capability to improve. The list includes following companies.

AEV

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ul. J.Silneho 2783
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www.pvtnet.cz/www/AEV/

Cube CZ

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Ferdinandov
463 62 Hejnice
Czech Republic
cube@cube.cz
www.cube.cz

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elmech@elmech.cz
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www.kastek.cz
kastek@kastek.cz

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Mr. Karel Matejcek, Director
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INVESTMENT UPDATE

> The consortium of **Toyota** and **Peugeot/Citroen** announced their decision to build a new car manufacturing facility in **Kolin** in Central Bohemia. As Prime Minister Zeman pointed out, the new plant will be bigger than Volkswagen's investment in Skoda and also the new Phillips electronics factory in the town of Hranice na Morave. The project is valued at 1.5 billion (\$1.3 billion). When complete in 2005, the plant will provide 3,000 jobs and create another 7,000 in services and supplies. According to Mr. Jean-Marc Nicolle, the Vice President of PSA Peugeot Citroen, the plant will produce a new range of very small and inexpensive cars.

> **Czech Republic attracted \$2 billion in foreign direct investment in 2001**, including the planned investment by Toyota and PSA Peugeot Citroen of about \$1.35 billion. Toyota-PSA could qualify for up to \$203 million in incentives. The single largest incentive of CZK 1.62 billion (\$46 million) went to Bosch Diesel, which plans to spend CZK 8.5 billion enlarging its manufacturing plant in Jihlava. The cabinet is expected to expand the investment incentives by mid-year to include projects in the area of research & development.

> According to the CzechInvest agency, **Japanese investors have invested and are planning to invest a total of 2 billion USD since 1991** to employ a total of 20,000 Czech workers. The volume makes Japanese investment the second largest, with neighboring Germany maintaining the lead. Japanese companies choose the Czech Republic to build their production centers for European markets here mainly due to the strategic location of the country and the availability of skilled and relatively cheap labor, and a simple but attractive system of investment incentives.

> **Black & Decker Corporation**, the U.S. manufacturer of power tools, home improvement products, and outdoor equipment, is building a new plant for power tools production in **Trmice**, Czech Republic. The investment will reach 5 million USD and hopefully create 600 new jobs in the region with high unemployment. Power tools will be mostly exported. Trmice will also become a European distribution center for all Europe. Black & Decker Corporation, based in Towson, Maryland, employs 22,000 people worldwide and its annual revenue exceeds 4 billion USD. The company was granted investment incentives.

> **Kimberly-Clark Corporation**, the U.S. manufacturer of personal care, consumer tissue, and professional healthcare products, is building a new distribution center in **Jaromer**, Czech Republic. The investment will reach 4.2 million USD. The new center will distribute woman's personal care products, diapers, toilet paper and other products in Central and Eastern Europe. Kimberly-Clark Corporation, based in Irving, Texas, operates two manufacturing plants and employs 800 people in the Czech Republic. The U.S. company has 55,000 employees worldwide and its annual revenue exceeds 13 billion USD.

> Japanese company **Tokai Rika** will invest \$82.9 million (CZK 3.03 billion) in a plant to produce auto parts in the **Lovosice** industrial zone. The plant should provide 250 new jobs by 2004 and up to 400 jobs by 2007. In the Czech Republic, Tokai Rika is going to produce advanced products, such as multi function switches with electronic control.

> **Arrow International**, the U.S. manufacturer of critical care products, cardiac assist products, and implantable drug delivery systems, expanded its medical equipment production in **Hradec Kralove**, Czech Republic. The investment in plant expansion was completed in December 2001 and created 180 new jobs. The U.S. company started its production in Hradec Kralove in 1996 and the total investment reached 20 million USD. Arrow International, based in Reading, Pennsylvania, employs 3,200 people worldwide (650 in the Czech Republic) and its annual revenue exceeds 350 million USD. The company was granted investment incentives.

> **Toyoda Gosei**, which announced their first investment in **Klasterec nad Ohri** in January 2001, is planning to invest another \$15-20 million to expand current production of airbag systems and to construct a new production line for rubber sealing products for the automotive industry. Toyoda Gosei's total investment in the Czech Republic should thus reach USD 40 million over 3 years. The expansion of the original plant would create 200 new jobs and the second plant will employ additional 400 people. With a total of 700 workers Toyoda Gosei will become one of the largest employers in the Chomutov region (northwest Bohemia). The company was granted investment incentives of 10-year relief from corporate tax, a job-creation grant of CZK 200,000 for each new job, and a re-training grant up to 35 percent of total re-qualification costs

> Japan-based **Fujikoki Corporation** was granted investment incentives to build a new plant to manufacture thermostatic expansion valves used in air-conditioning units for automobiles. The new plant in Louny is valued at over CZK 370 million and should launch operation in September 2002. According to the Japanese investor, the reason for the company's first European facility is the marked increase of demand for AC-equipped cars in Europe. Over 90 percent of output will be geared for export. Fujikoki is the largest supplier of thermostatic expansion valves for the automobile industry in Japan. Their major customers include Denso Corporation, Nissan, Honda, Mitsubishi and Mazda.

> **Acesame Benchmarking** will establish their new branch in Prague. The Czech Republic was chosen as their sixth facility (three in Europe, two in the U.S. and one in Japan). Acesame Benchmarking is the French-based leader in competition analysis for the auto industry. The company develops databases containing information on market competition. For their Prague office, Acesame Benchmarking will invest about 4 million euros in the first three years.

EU WATCH

> After accession to the European Union, the **Czech Republic will be able to use support from the EU's cohesion and structural funds** amounting to around 2.5 percent of Czech GDP. According to the Deputy Minister for Regional Development, Mr. Cestmir Sajda, the EU requires countries to double the requested amount of money from its own resources to finance development projects and subsidies.

> Delegation of the **European Commission in the Czech Republic launched a new twinning project between Italy and the Czech**

Republic called "Improvement of Legal and Institutional Environment for Business". The task of the project is to create a better business environment and better administration efficiency in this area. The project, which will end in November 2002, has a total budget of approximately 1.2 million euros and is financed by the European Union's Phare program. Due to the wide range of areas covered, it is considered a very important twinning project. Mr. Roberto Ulisi, Director General of the Italian Ministry of Economy and Finance was named the Head of the project for the Italian side.

CZECH COMPANIES LOOKING FOR PARTNERS, REPRESENTATIVES, IMPORTERS, DISTRIBUTORS

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Fax: (+420) 321.723.440
pelech.petr@altiskolin.cz
www.dianella.cz www.altiskolin.cz

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ardent@telecom.cz
www.ardent.cz

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Mr. Pavel Ponizil

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crayomine@gandalf.infoset.cz

Hlocky-ITC

The company is a manufacturer of >SMALL BUILDING MACHINES (KID STEER LOADERS), MACHINE TOOLS, AND ELECTRIC SCOOTERS<. Hlocky-ITC looks for U.S. importers and distributors.

Mr. Vladimír Hlocky, Owner
Podolska 50
147 00 Praha 4, Czech Republic
Phone/Fax: (+420) 241.431.620
hlocky-itc@volny.cz
www.ec21.com/hlocky-itc

Keramik Studio Kout

The studio offers >HANDMADE INTERIOR DECORATIVE CERAMICS (VESSELS, BOWLS, PLAQUES, RELIEVES)<. The studio

was awarded various tradeshow awards such as "Gold Medal" in Germany (1986), "Gold Award" in Japan (1995), and "Special Prize" in South Korea (2001). The company is looking for wholesale distributors in the U.S. as well for companies involved in a corporate-gifts industry.

Mr. Vaclav Hornych
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www.labernkop.cz

Lensi

specializes in manufacturing of >BOBBIN LACE PICTURES AND JEWELRY< with both classical and modern themes. Lensi is looking for U.S. distributors.

Ms. Lenka Mozna
Palackeho 604
793 26 Vrbno pod Pradedem
lensi@cetrum.cz
www.sweb.cz/lenka.mozna

Mija Styl

offers "a different kind" of >KNITWEAR<. The products are made on knitting machines using the cutting-edge >TECHNOLOGY OF ROUGH/COARSE DIVISION<. Each product contains a substantial share of forming and finishing handwork. The company uses only the best materials such as pure natural silk, hemp and high-glittering metallic yarn.

Mr. Mirko Snejdar
Na Nabrezi 9
74601 Opava 1, Czech Republic
Phone/ Fax: (+420) 653.628.519
snejdar@mijastyl.cz
www.mijastyl.cz

Neria

is a long-time Czech manufacturer of >BATHROOM HEATING UNITS<. Most of their production is exported to the EU, Russia,

Romania, Israel etc. Neria has a wide assortment of modifications.

NERIA a.s.
Vinarska 2
693 01 Hustopece u Brna, Czech Republic
Phone: (+420) 626.411.271
Fax: (+420) 626.411.231
info@neria.cz kudlacek@neria.cz
www.neria.cz

Royal Dux products

The company offers >COLLECTIBLE PORCELAIN FIGURINES< imported from the Czech Republic. All products are shipped directly from factory to customers. Royal Dux Bohemia has been doing business since 1853.

The famous "Pink Triangle" is a signature guarantee of authenticity. All figurines are individually numbered, handcrafted, and exquisitely detailed.

Mr. Walter J. Swietlik
Phone: 773.330.6567
Fax: 847.669.1376
info@justdunix.com
www.justdunix.com

Strojirenska spolecnost W+D

is an engineering company that produces >WOOD PRESSING MACHINES<. The company also manufactures >METAL

CONSTRUCTIONS, FURNITURE AND MACHINE SPARE PARTS<.

Mr. Jan Poslusny
Mladonovicky areal A.G.
538 21 Slatinany, Czech Republic
Phone/Fax: (+420) 455.685.368
jan.poslusny@tiscali.cz

TransgasNet

is a telecommunication company providing seamless backbone connection through the Czech Republic to Poland, Slovakia, Hungary, Austria, and Germany by means of either HDPE ducts (conduits) or dark optical fiber mainly in the safe corridor of laid gas pipelines with enhanced security. Telecommunication services based on IP protocol will be gradually introduced in 2002. The company Transgas, a major European gas distributor, owns TransgasNet. Investors or partners interested in telecommunications business development in the Czech Republic and Central/Eastern Europe are most welcome.

Mr. Vojtech Ludvik
Limuzska 12/3135
100 31 Praha 10, Czech Republic
Phone: (+420) 2.6797.2701
transgasnet@transgasnet.cz
www.transgasnet.cz

NEW CZECH PRODUCTS AND SERVICES IN THE U.S.**APEX Trading**

has been importing food products and beverages into the United States since 1991. The assortment includes products for both processing industry and retail. Among major imported commodities are: >CHEESE, BUTTER, MILK POWDERS, CONDENSED MILK, WHEAT GLUTEN, JAMS AND PRESERVES, CANNED FRUITS AND VEGETABLES, CONFECTIONARY, HOPS, AND BEVERAGES<. As the newest addition to its retail line, Apex has recently started importing famous >"ZNOJMIA" PICKLES<.

Mr. Jiri Rais
710 Holly Court
Norwood, NJ 07648
Phone: 201.750.7380
Fax: 201.750.7381
jdrais@optonline.net

Bohemia Flowers

was established in 1995 and specializes in >FLOWER AND GIFT DELIVERIES< in Central Europe. Today, Bohemia Flowers has two offices in Prague and Warsaw (Poland). Bohemia Flowers describe their purpose as to deliver love for those who cannot do so in person.

Mr. Michal Kasprowicz, Director
Phone: (+420) 222.722.000
m.kasprowicz@flowers.cz
www.flowers.pl www.flowers.cz

Gebruder Weiss

is interested in >FORWARDING, SHIPPING, AND LOGISTICS< cooperation in both sea and air cargo transportation between the Czech Republic and the USA.

Mr. Jiri Tares
Gebruder Weiss Czech Republic
Aviaticka 1048/12
P.O.Box 132
160 08 Praha 6 – Ruzyně, Czech Republic
Phone: (+420) 220.113.329
Fax: (+420) 224.281.054
jiri.tares@gebr-weiss.com
www.weisslogistics.cz

Mr. Jan Dvoracek
Gebruder Weiss
c/o Transgroup Worldwide Logistics
235 Trumbull Street
Elizabeth, NJ 07206
Phone: 908.345.0555
Fax: 908.345.0554
jan_dvoracek@seznam.cz
www.transgroup.com

FEATURED TRADESHOWS AND EXHIBITIONS

**MSV 2002 “Technology for the Future” and IMT 2002
“Machining and Forming World”**

The 44th Annual International Engineering Fair (MSV) will feature also 3rd International Machine Tools Exhibition (IMT) and a special independent project “Automation“ focusing on measuring, control, automation, and regulating technology. Both tradeshows rank among the most important events of that kind in Europe. In 2001, there were over 2,500 participants (33 percent foreign); exhibition area reached 75,000 sq. meters. More 100,000 business professionals, government officials, and media attended the event. The Czech Republic is the 14th largest producer of machine tools and forming machinery in the world and 7th in Europe.

September 16-20, 2002

Brno Exhibition Center

Phone: (+420) 541.152.926

Fax: (+420) 541.153.044

msv@bv.v.cz imt@bv.v.cz

www.bv.v.cz/msv www.bv.v.cz/imt

Tooltec 2002

The 9th Exhibition of Machines, Tools, and Iron and Steel Articles will specialize in “Garden-Cottage” goods and tools. The tradeshow takes place at over 7,200 sq. meters of the Prague Exhibition Grounds. More than 12,000 people and 270 companies attended the show in 2001.

March 7-10, 2002

Prague Exhibition Grounds

Phone: (+420) 220.103.464

Fax: (+420) 233.376.444

v.vrablik@incheba.cz

www.incheba.cz/angl/tooltec/veletrh.htm

Major Organizers

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

BVV

Vystaviste I

647 00 Brno

Phone: (+420) 5.4115.1111

Fax: (+420) 5.4115.3070

info@bv.v.cz

www.bv.v.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

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. Michal Korycanek, 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

SUBSCRIPTION INFORMATION

If you would wish to receive free **Czech Trade Focus**© by e-mail, or if you would like to send this newsletter to someone else, please fax the request the Economic and Commercial Section of the Czech Embassy in Washington, DC, at: 202.244.2147. You can also submit your request by e-mail to: eco_washington@embassy.mzv.cz