

# Czech Trade Focus

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

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## MACROECONOMIC DATA OF THE CZECH REPUBLIC

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INDICATORS	2008	2009	2010	
GDP (% , y-to-y)	2.3	-4.0	<b>2.8</b>	<b>Jul-Sep '10</b>
Inflation (% , y-to-y)	6.4	1.0	<b>1.5</b>	<b>last 12M</b>
Unemployment (% , y-to-y)	6.0	9.2	<b>9.6</b>	<b>Dec '10</b>
Industrial Production (% , y-to-y)	-1.5	-13.4	<b>15.9</b>	<b>Nov '10</b>
Trade Balance in Millions of USD	3,948	7,731	<b>657</b>	<b>Nov '10</b>
Exchange Rate CZK/USD (average)	17.0	19.4	<b>19.0</b>	<b>Dec '10</b>

Source: Czech Statistical Office

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## CZECH-US ECONOMIC DIALOGUE LAUNCHED

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Czech Minister of Industry and Trade Martin Kocourek and US Secretary of Commerce Gary Locke officially launched the Czech-US Economic Dialogue during their talks in Washington, DC, on December 6, 2010. Both sides agreed that intensive bilateral economic cooperation will be one of the pillars of their mutual relations. The Ministers have agreed that they will actively promote measures that will lead to increased mutual commercial exchange and investments, flowing both ways. As a priority, the partners will focus on supporting innovation and investment into science and research, designating IT and energy as being key sectors as well.

Minister Kocourek and Secretary Locke approved a plan for regularly holding economic missions from the Czech Republic to the US and vice versa. These missions, which will always concentrate on a specific sector of the economy, will be an ideal opportunity for representatives of the business communities to gain commercial contacts with their international partners. Minister Kocourek informed his partner in the discussions that the Czech Republic plans for the focus of the first economic mission to be on the energy sector and expects that it will take place in the spring of the year 2011.

Minister Kocourek and Secretary Locke together with US Secretary of Energy Steven Chu signed a Joint Declaration Concerning Industrial and Commercial Cooperation in the Nuclear Energy Sector. The signing of this declaration confirms both countries' priority interest in the nuclear energy sector and launches intensive bilateral cooperation on the commercial basis as well as in the science-technology field.

As a follow up to these discussions, the first round of the Economic Dialogue took place on December 7. It was led by Deputy Minister of Industry and Trade Milan Hovorka on behalf of the Czech Republic and Deputy Assistant Secretary Juan Verde on behalf of the US. During these discussions, the partners discussed specific investment and commercial opportunities in their respective countries and also specific steps that could be taken by the governments in order to remove the remaining barriers of bilateral trade and investment.

The next round of the Economic Dialogue will take place in the second half of the year 2011 in Prague.

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## CZECH TRADE MISSION TO TEXAS

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Chargé d'Affaires, a.i., of the Embassy of the Czech Republic, Daniel Kostoval, and his Head of the Economic and Commercial Section, Josef Dvoracek, traveled to Texas at the end of the year 2010 to meet with important leaders and members of government and the business community in Houston and Dallas and discuss the newly launched Czech-US economic dialogue. Their visit generated much input and interest in strengthening Czech-US economic and commercial ties, so much that a trade mission from the Czech Republic to Texas is being planned for the first half of 2011. The mission will especially focus on the energy and IT sectors.

The Embassy of the Czech Republic sincerely appreciates the support provided by Honorary Consul General of the Czech Republic Ray Snokhous, Mr. Paul C. Geczi, American Sokol and Czech Center Museum Houston during this transatlantic business out-reach trip to the Lone Star State.

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## ECONOMIC BRIEFS

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**Foreign direct investment** into the country reached CZK 117.4 billion (\$6.4 billion) in the first three quarters of 2010, according to the Industry and Trade Ministry, double the amount recorded for 2009. Of this amount, CZK 62.5 billion (\$3.4 billion) represents reinvestments into the Czech Republic.

According to Prime Minister Petr Necas, the Czech Republic will **adopt the euro** when it meets the Maastricht criteria, the eurozone becomes stable and the new currency is more advantageous than maintaining the crown.

The Czech Republic's **state debt** rose by nearly CZK 166 billion (\$ 9.1 billion) to CZK 1,344 billion (\$73.5 billion) last year, according to the Finance Ministry. Per capita debt is almost CZK 128,000 (\$7,000). In 2009, the state debt grew by CZK 179 billion (\$9.8 billion). Among the reasons for the debt growth were state bond issues. The Finance Ministry issued state bonds worth CZK 167.4 (\$9.2 billion) on the domestic market and state bonds worth CZK 49.7 (\$2.7 billion) on foreign markets last year, keeping its plan for 2010. The government also drew loans from the European Investment Bank (EIB) totaling CZK 10.4 billion (\$568.9 million) during the year.

The majority of leading **real estate companies** reported a slight growth in Czech homes sales last year largely due to lower prices of older homes.

Sales dropped for both **gasoline and diesel** last year, to a seven- and 10-year low, respectively. The drop was due to savings by motorists, a growth in alternative fuels and a fuel tax that encouraged truckers to refuel outside of the country.

**Domestic industrial output** grew an unexpected 15.9 percent in November, on the year, according to the Czech Statistical Office. The boost was driven primarily by exports to Germany totaling CZK 76.8 billion (\$4.2 billion), making up 32.2 percent of all exports in November.

**Tourism to Czech nuclear plants** is on the rise, with around 58,500 visitors in 2010. Nuclear power plant Temelin was visited by nearly 32,000 tourists, and the Dukovany plant in south Moravia, was visited by 26,535. Temelin's tourist information center expects to see its 400,000th visitor and 25,000th foreigner before the end of spring 2011.

The Czech Republic's health care minister Leos Heger is appealing to thousands of **doctors** to abandon a plan to quit their jobs at regional

hospitals in protest of low salaries. The Czech doctors union says some 3,800 doctors have handed in their resignations effective March 1, 2011.

According to the Doing Business 2011 study, the Czech Republic has moved up 19 spots to the 63rd position among 183 in ranking of **business environment quality**. The study was completed by the World Bank Group in cooperation with the International Finance Corporation. The Czech Republic came in 130th on the list of countries in which starting a business is easiest.

**The site of the administrative part of the navigation system Galileo** will be in Prague, according to the spokesman of the Permanent Representation of the Czech Republic to the EU. The agency will move to Prague from Brussels within a year or two. It will be headquartered in the building formerly occupied by the Czech bail-out agency Ceska konsolidacni agentura in the Prague-Holesovice district. The Galileo system will probably start to operate in 2014.

**The Czech economy** should grow by 1.8 percent on average in 2011, and by 3 percent in 2012, according to the Czech Banking Association.

**The Czech national gross median wage** in the private sector grew 1.7 percent on the year to CZK 21,675 (\$1,186) per month in the first three quarters of 2010, according to data released by the Labor and Social Affairs Ministry. Gross median wage divides paid wages into two equal halves and is therefore not influenced by extreme outliers as is the average wage.

**Czech agriculture** will show a profit of only around CZK 1 billion (\$54.7 million) for 2010, which is the worst result since the Czech Republic's entry in the European Union in 2004, according to estimates of the Agricultural Association. In 2009, Czech farmers generated a profit of CZK 2.6 billion (\$142.2 million). The drop in profit, which farmers will see despite higher purchasing prices, is mainly due to a lower volume of subsidies paid to agriculture.

**The number of self-employed** Czechs grew by 45,000 to 991,000 in the third quarter of 2010, according to the Czech Social Security Administration. In 2009, the number grew by 17,000 to 956,000. Many firms employ only people who have trade licenses which raises the number of self-employed.

**Unemployment** in the Czech Republic grew by one percentage point to 9.6 percent in December against November, the Labor and Social Affairs Ministry announced. The number of job applicants rose again and labor offices registered 561,551 jobless at the end of the month, 54,911 more than at the end of November. The number of vacancies fell further.

**Czech industrial output** accelerated annual growth to 15.9

percent in Nov from October's 6.9 percent and seasonally adjusted industrial output was 2 percent higher on the month.

**Czech foreign trade** showed a surplus of CZK 11.8 billion (\$645.5 million) in November, down by CZK 2.7 billion (\$147.7 million) yr/yr, with imports growing faster for the 9th straight month in November, according to the Czech Statistical Office (CSU). Exports rose by 21 percent on the year at current prices in November and imports increased by 24.1 percent, according to preliminary data. The November figure was affected negatively by higher deficit in trade in mineral fuels, up by CZK 2.1 billion (\$114.9 million), and in trade in chemical products, a growth of CZK 1.4 billion (\$76.6 million).

Auctions were used for **foreclosures** in 140 cases in 2010, and the number is expected to grow more this year. Bank Ceska sporitelna expects foreclosure auctions to rise from 15 to 25 per month as more customers are expected to default on mortgages.

**Insolvencies** filed by individuals rose 149 percent on the year in 2010, to 10,559. December's numbers were the second highest of the year, after November, at more than 1,000 petitions.

**Czech Purchasing Managers Index (PMI)** is at its highest level in the past three years as orders have increased. The index reached 58.4, its highest level since August 2007. An index reading more than 50 is an indication of overall growth.

The floods of 2010 have had dire effects on people, property and the environment, and an unfortunate delayed effect on **regional wine**: Bad grape harvests caused by

suboptimal weather will make for lower-quality wine at prices 10 percent higher.

**The Czech Republic's three biggest automakers** produced more than 1 million cars for the first time in 2010. In the period between January and November, Skoda, Hyundai Nosovice and TPCA Kolin produced 984,000 cars.

**Skoda Auto** sold a record 762,600 cars last year, an annual rise of 11.5 percent, and raised its market share and expects further growth in sales in the years to come. Car sales reached 684,200 units at Skoda Auto, the largest Czech car maker, in 2009.

**The Czech National Bank (CNB)** last year lost CZK 9.7 billion (\$580.6 million), while in 2009 it made a profit of CZK 18.5 billion (\$1 billion). Accumulated losses of previous years decreased thanks to profits made in 2009 to CZK 152.1 billion (\$8.3 billion) by the end of 2010 from CZK 170.6 billion (\$9.3 billion) the previous year. The entire profit was used to cut the losses of previous years. The Czech National Bank is the central bank of the Czech Republic and the supervisor of the Czech financial market.

**Retail parks** will be the largest growing segment in retail development in 2011 with an expected 56,000 square meters of development in the country. Shopping centers, on the other hand, will stagnate with no new supply expected this year.

**Forty percent of managers** expect revenues to rise in 2011, according to a survey of 56 larger companies. Another 40 percent expect business to stagnate this year, and 9 percent expect profits to fall.

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## INVESTOR OF THE YEAR 2009 - GREATEST INNOVATION POTENTIAL

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In October 2010, Honeywell was named the Investor of the Year 2009 in the Greatest Innovation Potential category. Representatives of the company received the award from Minister of Industry and Trade Martin Kocourek. The second and third place winners in the Greatest Innovation Potential category were Meopta – optika and DYNTEC. This tenth edition of Investor of the Year was organized by CzechInvest and the Ministry of Industry and Trade in cooperation with the Association for Foreign Investment.

**Honeywell** chose the Czech Republic in 1993 as the location for the construction of its first research and development centre outside the United States. Since that time, the company has further developed its investment activities in the Czech Republic. Honeywell won the Investor of the Year award in the Greatest Innovation Potential category for a project involving the expansion of its research and development centre in Brno.

**Meopta – optika** received second place in the Greatest Innovation Potential category. This company, with a rich tradition in the manufacture of precision optical and mechanical instruments and devices decided in 2009 to expand its capacities for implementing research, development and innovation activities and constructed a modern research facility with laboratories and prototype workshops in Prerov.

**DYNTEC**, one of the largest Czech producers of veterinary drugs, received the third-place prize for its project to construct a new centre for research and development of vaccines against bacterial diseases in animals. With the expansion of its research and development capacities, this purely Czech company, which was originally established as a research institute in 1949 in Terezin, is responding to increased demand for its products in the Czech Republic and abroad.

Investor of the Year is a competition organized each year by CzechInvest and the Ministry of Industry and Trade in cooperation with the Association for Foreign Investment. The general partner of this year's Investor of the Year competition is the CEZ Group; the partners are CSOB, the National Gallery, QUIX and Zatisi Catering. The media partners of the event are Euro, Z1, E15 and Strategie.

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## INVESTMENT BRIEF

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**The Investor of the Year 2009 in the Processing Industry** group went to Job Air Painting for its plan to build an aircraft paint shop on the grounds of Leos Janacek Airport in Ostrava. **The Investor of the Year 2009 title in the IT and Strategic Services** category was Atento Ceska Republika for opening a modern customer care center in Brno. Agrostroj Pelhrimov was the winner in the **Subcontractor of the Year 2009** category for its contract with a Japanese manufacturer of professional mowers.

The most successful business property, which was created thanks to the redevelopment of an unused property in 2009, is the Frantisek Industrial Zone. Second and third place in the Brownfield category in the **Business Property of the Year 2009** contest went to Ceske

Budejovice's Hotel Budweis and DinoPark Ostrava.

**CzechInvest**, the agency for the support of business and investments, supported 200 projects successfully in 2009 and helped create 200,000 jobs over its entire existence.

The government agency CzechInvest has launched the **CzechLink project**. The aim of the project is to facilitate Czech companies' access to foreign capital. Within the project, the agency will process for free a prospectus with the analysis of the financial results of the firms that sent their applications, and will offer the prospects actively abroad and in the Czech Republic. The agency expects demand for acquisitions and/or mergers

primarily from companies from Germany, France, Japan, China, the US, UK or India. CzechInvest will aim to connect entities active in priority sectors, such as the aviation industry, electrotechnics and electronics, shared services, IT technologies and software development, automotive industry and engineering.

**Lego** wants to expand production at its complex in Kladno. The plan includes the construction of a functional monoblock. The production halls will create roughly 600 jobs and roughly 490 will be employed in the administrative section. Completion is scheduled for the first quarter of 2013. The built up area will total 46,230 square meters. The main parts of the project will consist of four production halls, storage hall II, a warehouse and manipulation

hall, and administrative buildings. A total of 320 parking spaces for cars will also be built. The Central Bohemian regional authority is currently assessing the environmental impact of the project.

**Cisco** opened its Center of Excellence in Prague, adding the city to its list of five countries around the world that host a similar communications IT center. The center will offer 40 jobs; this number will increase to 80 in one year. Cisco's employees will offer support to customers in 27 countries of Central and Eastern Europe and the Commonwealth of Independent States.

**Aero Vodochody** opened its composites development and production workplace. The company is now preparing the second phase of the project, into which it wants to invest CZK 105 million (\$ 5.7 million). It should be completed in April 2012. It will result in the opening of a workplace for large-scale mass production of composites on an area of 5,400 square meters.

**Wolters Packaging Czech**, which produces automobile parts, wants to build a new production facility in the municipality of Kostenice. Construction should commence next year and be completed in 2012. The built-up area will total roughly 12,000 square meters. The plan will also include the creation of more than 100 parking spaces. The Pardubice regional authority is currently assessing the environmental impact of the project (EIA).

**Medical material distributor Martek Medical** will build a Business, Logistic and Training Center on the greenfield in the "G" industrial zone in Prostějov. The total investment will reach CZK 70 million (\$3.8 million) and the

center is scheduled to be completed in May 2011. The Center will employ about 50 people.

**Gerresheimer Horsovsky Tyn's** plan for the construction of a production hall in Horsovsky Tyn has gotten environmental approval from the Environment Ministry. The hall is designed for the production of plastic pressings, subsequent assembly of products and completing works for medicine technology. Some 140 jobs in four-shift operation will be created. The capacity of the facility foresees processing of 2,318 tons of raw materials per year. It should be completed by November 2011.

The European Investment Bank will give the **Zlin Region** a loan worth CZK 800 million (\$43.8 million) for the modernization of regional infrastructure. The EIB funds will be used in combination with EU grants primarily to finance smaller investment projects. Their aim will be to improve the quality and safety of the local road network and to modernize infrastructure in the education, social and health care, culture and tourism sectors.

**Semmelrock Colorbeton** will invest more than EUR 8 million (\$10.6 million) into the construction of a new plant in Ledčice near Prague. It will specialize in the production of concrete tiles and other accessories to stabilize surfaces.

The Regional Authority of the Hradec Kralove Region has given a go ahead to **KSK Bono** for the construction of a new production hall in the municipality of Hermanice. The purpose is to boost the existing canning production capacity from 10,000 to 40,000 tones a year. The investor estimates the costs at about CZK 108 million (\$5.9 million). The implementation is expected to be

launched in September and completed in December 2011.

**The Energy Cluster** and its subsidiary research organization BTP at Milovice have completed the preparatory work on the Science and Technology Park Milovice project. The park will focus on the development, research and testing in the area of energetic and automotive industry. The investment costs total over CZK 800 million (\$43.8 million). Construction is foreseen to begin in 2011.

**The firm Kermi**, which is a part of the Swiss company AFG Arbonia-Forster-Holding, plans to expand the production of heating units in Stribro by twenty percent. A new production and dispatch hall will be built. The costs of the implementation of the infrastructure will total CZK 136 million (\$7.4 million). A total of 140 new job positions will be created.

Based on a request filed by **BGP CZ I**, the Municipal Authority for Prague 20 has issued planning permission for the completion of stage one of the **Industrie Park Sever** project in Prague 20-Horní Poceru. The project comprises four rental and logistics halls offering storage premises of the maximum of 9,284 square meters, commercial premises of 1,070 square meters and office premises of 710 square meters. It also comprises three industrial sites with the total built-up area of 28,428 square meters. There will be 310 parking spaces.

**The American company Shape Corporation** will open its first European plant for manufacturing automobile impact energy management systems and other structural roll formed assemblies in Plzeň – Skvrňany. Shape Corporation will also seek

production employees, as well as suppliers in the areas of the automotive industry, logistics and packaging services in the Plzen region. The first production line will begin operating in January 2011; full operation will start a year later, when 125 employees should work there. Shape Corporation chose the Czech Republic due to the country's location in the heart of Europe, its industrial past and the abundance of workers with experience in the automotive industry. The new plant will be opened in January 2011 in the Skvrnany suburb of Plzen. Shape will have a capacity of approximately four million manufactured parts per year.

**DuPont** opened a new plant for the production of Butacite G (polyvinyl butyral (PVB) foil) in Holesov. Investment costs reached \$14 million (242.2 million CZK). The plant will create 70 jobs. Butacite G is used to manufacture layered security glass laminates for the automobile, construction and photovoltaic industries. It is made by completely recycling PVB and represents an environmentally friendly alternative to original PVB products.

**The CzechGlobe Project** of the Institute for Systemic Biology and Ecology at the Czech Academy of Sciences has received financial support from Operating Program Research and Development for Innovation. CzechGlobe will receive a subsidy of CZK 650 million (\$35.5 million) to research global climate and climate change effects. The causes of the hundred year waters which the Czech Republic experienced three times in a twenty year period will be among the focal topics.

**The firm Grupo Antolin Bohemia**, which produces interior ceilings for automobiles, has rented over 20,000 square meters of production, warehouse and

administrative premises in the VGP Park in Liberec. New production is scheduled to start in Liberec in mid- 2011.

**Medis International** has opened a new production facility in the Bolatice municipality near Opava. The plant's main activity will be the production of primary and secondary drug packages and nutritional supplements. The plant, which will be equipped with the latest technology, represents an investment of roughly CZK 200 million (\$ 10.9 million).

**Zlinstav** will build the first stage of scientific and technical park Technopark Klimentov in the municipality of Velka Hledsebe for CZK 388.7 million (\$21.3 million). The contract comprises construction of buildings and backrooms for a park with research and development laboratories or premises to locate innovative, counseling and service companies. The park will focus on the support of research, development and innovative business in the processing industry.

**The Cheb Industrial Park** plans to expand by a further 25 hectares next year. The second phase of the park was originally supposed to cost CZK 95 million (\$5.2 million). The budgets have been recalculated to lower costs by roughly CZK 20 million (\$1.1 million). There are currently 660 employees at the park which is home to nine companies. The highest number of employees is accounted for by plastic toy manufacturer Playmobil CZ, which is preparing to build another hall.

**The Regional Authority of the Central Bohemia Region** has approved the plan of Kofola to construct a new warehouse in Mnichovo Hradiste from the viewpoint of its environmental impact. The warehouse will replace

the original buildings that were removed due to their non-conforming technical condition. The plan's total area is approximately 4,968 square meters. The warehouse will serve mainly for storing finished projects as well as packaging and raw materials. The implementation should begin this autumn and the completion is expected three months later.

**AVG Technologies** opened a new research center and office space in the Spielberk Office Center complex in Brno in the Czech Republic. The center is located in three buildings and will employ roughly 400 people with the possibility of expanding as needed.

**The Regional Advanced Technologies and Materials Center** opened in Olomouc. The new Center will offer up to 104 jobs. The center will be researching new nanomaterials. The center has obtained a subsidy of EUR 544.815 million (\$724.2 million) from the Research and Development for Innovations Operational Programme. Six research groups will focus the results of their scientific work into many environmental, medicinal and industrial applications. The scientists in the center will deal also with modern technologies for water treatment, using iron nanoparticles, and antibacterial treatment of surface through silver nano-particles.

**Czech-Israeli Technology Days**, hosted by agency CzechInvest and the Czech Foreign Ministry were organized in Israel in November. Talks between representatives of technology centers and companies from the CEE region and Israel took place at the event. The primary motivation was to gain information about how to manage research technology centers and how to effectively use finance coming from Operating Program

Research and Development for Innovation. This also involves promoting existing projects, such as CEITEC, BioMedreg and ICRC,

and gaining information about the possibilities of existing technologies. In the past, Japan, Korea, Switzerland and Mexico

have been involved in such cooperation with the Czech Republic.

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## COMPANIES AND BUSINESSES

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**Mining company NWR** was the best performer on the Prague Stock Exchange in 2010. For the whole of 2010, the stock exchange gained 9.6 percent, in pace with European and U.S. stock exchanges. NWR's share value was up 65 percent this year.

**Skoda** signs deal to produce Yeti at a Volkswagen plant in Shanghai beginning in 2013. The Fabia, Octavia and Superb models are currently produced at the Shanghai plant. Sales in China will make up one-fourth of Skoda Auto's total sales, up from one fifth in 2009.

**Skoda Auto India**, a subsidiary of Czech Skoda Auto a.s., is riding a wave of sales on the Subcontinent, with a year-on-year sales increase of 29 percent reported for November. Skoda sold 1,814 units in November 2010, compared with 1,425 cars during the same period last year. Board members attribute the success to the well-received launches of the new Skoda Fabia and Skoda Yeti models and an aggressive expansion model implemented throughout India.

**The largest Czech lottery company Sazka** is in insolvency proceedings as entrepreneur Radovan Vitek filed an insolvency proposal against it and the Municipal Court in Prague started the insolvency proceedings by announcement in the insolvency register.

**The share of Czech search engine and market leader Seznam** dropped 3.4 points last year, to 53.2 percent of the market. Google's share meanwhile grew 7 points, but its numbers include the website Centrum.cz, which uses Google technology. The Czech Republic is one of only four countries in which Google is not the market leader.

**Czech market leader Student Agency's Orbix** unit sold CZK 1.96 billion (\$107.2 million) worth of airline tickets in the first 11 months of 2010, down 3.3 percent on the year. Asiana, the second leader, had sales growth of 20 percent, with CZK 1.05 billion (\$57.4 million) worth of tickets sold.

**Qisda**, a Taiwanese LCD television and monitor maker, has announced it will close its plant in the Czech Republic and move production to China. The decision affects fewer than 100 workers at its operations in Brno. The plant had employed 1,000 when operations began in 2005.

**The state-run Export Guarantee and Insurance Company (EGAP)** issued 8 percent more contracts in 2010, totaling contracts worth CZK 66.9 billion (\$3.7 billion) in 2010. The largest amount, worth a total of CZK 36 billion (\$2 billion), was used to insure bank loans taken out by export companies to pay for export contracts.

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## VEHICLE MANUFACTURER TATRA SHOW AT THE CZECH EMBASSY

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The Embassy of the Czech Republic welcomes you to attend an antique Tatra vehicle model exhibition held on its grounds on May 6- 7, 2011. Tatra, a vehicle manufacturer based in Koprivice in the Czech Republic, is the third oldest car maker in the world.

The Embassy will showcase pre-WWII and post-WWII Tatra vehicles, namely the T77 and T87, among others. The famous T77 is the first serial-produced aerodynamically designed automobile, powered by a 75 horsepower (56 kW) rear-mounted, 3.4-liter air-cooled V8 engine. It was followed by the unique, rear-mounted 2.9 liter air-cooled engine T87, which has a fin slopping the rear of the vehicle to divide the air pressure on both sides of the car, a technique used in later aircraft. Due to this superb technology and as these vehicles are virtually unknown in the US due to the aftermath of the Cold War, the 1941 Tatra T87 was declared the winner of the 2010 Collectible Car of the Year Contest by the New York Times.

The high point of the exhibition will be on Saturday, May 7, 2011. On that day, all the Embassies of the European Union (EU) in Washington DC will open their doors for the annual EU Open House Day, during which some 96,000 total visits were recorded last year. For more information, please contact us at [eco\\_washington@embassy.mzv.cz](mailto:eco_washington@embassy.mzv.cz).

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## **VELOREX VEHICLES TO BE MANUFACTURED IN THE US**

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A new model of the legendary, three wheeled Czech manufactured vehicle Velorex may soon be produced in the US, according to the interest it sparked at the premier automotive 2010 Sema Show in Las Vegas. The 200 power horse engine model, made in the Czech Republic by the company Motoscoot, was revealed at a show in Brno, Czech Republic, in celebration of the micro vehicle's 60<sup>th</sup> anniversary. It is called "Velor-X-Trike" and has many of the features of luxury, such as Lamborghini style vertical doors. The company is currently in negotiations with a US partner in Indianapolis and the cars are expected to be popular on the market in Florida and California. The Velorex has obtained a fervent following among its owners. Please visit the following website for more information: <http://www.velor-x-trike.com/>

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## **CZECH COMPANIES LOOKING FOR US PARTNERS**

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### **Ravak a.s.**

Ravak a.s. is the biggest manufacturer of acrylic bathtubs and shower enclosures in Central and Eastern Europe. Among its standard products are also shower trays, acrylic bathtubs and hydro-massage bathtubs and systems, sinks, bathroom furniture and bathroom radiators.

The company is seeking US partners for distribution of its products.

Contact: Bohuslav Klimes, Export Area Manager

Address: Obecnicka 285, 261 01 Pribram 1, Czech Republic

Telephone: +420-318-427-236, fax: +420-318-427-286

E-mail: [bohuslav.klimes@ravak.com](mailto:bohuslav.klimes@ravak.com)

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

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### **Walmark a.s.**

This company manufactures and distributes nutritional supplements and pharmaceuticals and is a market leader in the Czech Republic. Walmark also covers the region of Central and Eastern Europe by subsidiaries in another eight European countries (Slovakia, Poland, Hungary, Romania, Bulgaria, Lithuania, Latvia and France) and exports to other more than 20 countries in the world.

The company is seeking for US partners – distributors in pharmaceutical sector.

Contact: Antonis Epikaridis, Export Marketing Manager

Address: Oldrichovice 44, 73961 Trinec 1, Czech Republic

Telephone: +420-558-301-249, fax: +420-558-301-366

E-mail: [antonis.epikaridis@walmark.eu](mailto:antonis.epikaridis@walmark.eu)

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

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### **Addex, s.r.o.**

The company, founded in 1997, specializes in market research, marketing and advertising. It is interested in working with US companies on the market in the Czech Republic and Central Europe.

Contact: Ing. Zdenek Broz

Address: Zakourilova 3, 149 00, Praha 4 – Chodov, Czech Republic

Telephone: +420-241-021-481, fax: +420-241-021-489, mobil: +420-605-299-199

E-mail: [broz@addex.cz](mailto:broz@addex.cz)

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

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### **American Motorcycle/American Dream Machines Europe Ltd. – Czech Republic Branch, a. s.**

The company manufactures patented machines for deformation-free punching of closed profiles. The company is seeking US partners for importing its products.

Contact: Tomas Marek



Address: Na Strži 65/1702, 140 62, Praha 4 – Pankrac, Czech Republic  
Telephone: +420-608-367-423, fax: +420-315-626-656  
E-mail: admltd@email.cz  
Web: www.admltd.eu

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#### **Cargo Partner CR, s.r.o.**

Cargo-partner is a dynamically growing, midsized specialist for transportation and integrated logistics with particular strength in overseas solutions. Being a family owned company, their business model is based on personalized and global partnership with and for clients.

The company is represented in thirty countries including the US in New York City. To contact Cargo Partner CR, s.r.o. and its representative in NYC, please contact Zdenek Sima, Route Development Manager.

Contact: Zdenek Sima

Address: Tulipan park, Archeologicka 1377, 253 01 Hostivice, Czech Republic

Telephone: +420-235-002-630, fax: +420-235-7002-631

E-mail: zdenek.sima@cargo-partner.com.

Web: www.cargo-partner.com

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#### **Elpa Kupecek, s.r.o.**

The company offers complex customized projection and manufacturing of machinery, electric equipment and software, controlled movable mechanisms, handling manipulators, modular work cells with robots for the assembling, handling, painting and welding areas, assembling work benches and sectional technological workplaces, single-purpose machine tools and various customized technologies, conveyers and overhead, pallet, belt and roller conveyer systems. The company employs quality components of renowned European manufactures only and their products comply with international standards IEC, EN, CSA, UL quality control system in compliance with ISO9001:2000, certified by the Swiss SQS authority.

Elpa Kupecek, s.r.o., is interested in exporting to the US and technically representing a US company in the Czech Republic.

Contact: Ing. Zdenek Kupecek, Manager

Address: Dolni nabrezi 3139, 407 47 Varnsdorf, Czech Republic

Telephone: +420-412-370-391, fax: +420-412-370-953, mobil: +420-602-468-286,

E-mail: elpakupecek@telecom.cz

Web: www.elpakupecek.cz

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#### **KUP Art Glass**

The KUPArt Division is an independent part of the firm ELPA KUPECEK, spol. s r.o. The KUPArt Division is engaged in hand-made production of decorative glass in several product categories, offering elegance and modern design. This division is equipped with electrical industrial kilns for glass processing with a technology called „fusing“, as well as other modern technological facilities. The design drafts are elaborated by external designers as well as their own staff. Products equipped with electrical installment and metal mechanical parts (decorative lamps, mirrors with lighting, photoframes) are made and professionally assembled in the parental company ELPA KUPECEK, spol. s r.o., implementing the quality management system ISO9001:2008 certified by Swiss certification body SQS.

The company is interested in finding an importer and distributor in the US. It offers good prices and is able to accommodate large orders.

Contact: Ing. Jana Kupeckova, Manager

Address: Dolni nabrezi 3139, 407 47 Varnsdorf, Czech Republic

Telephone: +420-412-370-391, fax: +420-412-370-953, mobil: +420-777-569-064

E-mail: kupart@kupart.com

Web: www.kupart.com

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**Iguassu Software Systems, a. s./Czech Space Alliance Praha**

The company excels in design and development of technology software applications and in aerospace marketing consultancy for Latin America and Central Europe. Its core business is with the European Space Agency (ESA) and other space customers.

ISS works predominantly on space R&D projects, both from the Prague base and on sites of its partners or primes abroad. It participates in international consortia in aerospace and EU projects. At times ISS also provides its consultants on a time and material basis. The focus and the bulk of its space experience since the start of the Czech participation in ESA in 2005 has been on *satellite positioning technologies* and *GRID technologies and efficient processing of earth observation data* (e.g. SAR).

ISS is seeking US partners.

Contact: Petr Bares, Managing Director/Czech Space Alliance Leader

Address: Evropska 120, 160 00 Praha 6, Czech Republic

Telephone: +420-235-351-000, fax: +420-235-351-934, mobil: +420-603-854-477

E-mail: petr@iguassu.eu

Web: www.iguassu.eu, www.czechspace.eu.

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**Orbis Avia**

This modern, commercial and aviation-technology company was founded in 1999 and has become an important and efficient manufacturer, repairer and operator of aircraft technology. It is a conceptual development and research company, focused on the implementation of effective aircraft maintenance, modifications and changes in aircraft design, development and production of commercially interesting aircraft. The company specializes in the production of light aircraft of all types, including the "Cessna" as well as the "Beaver."

The company is seeking US partners. It is interested in manufacturing EASA certified light aircraft "Zlin" in the US.

Contact: Patrik Joachimczyk, or manager, Martin Kopacek, CEO

Address: U Krize 632/24, 158 00 Praha5, or Kvitkovic 155, 765 02 Otrokovice, Czech Republic

Telephone: +420-577-923-511, fax: +420-577-922-940, mobil: +420-731-564-622, +420-602-292-709, +420-777-107-510

E-mail: info@orbisavia.cz

Web: www.orbisavia.cz

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**Gimborn Ceska republika s.r.o.**

The company produces and distributes pet supplies and accessories and is looking for US, Canadian and Mexican business partners.

Contact: Dusan Pirc, export manager

Address: Do Certous 2634/7, Horni Pocernice, 193 00 Praha 9, Czech Republic

Telephone: +420-255-734-555, fax: +420-255-734-502

E-mail: d.pirc@gimborn.cz

Web: www.gimborn.cz

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**Cervinka Czech Republic s.r.o.**

The producer of fire suppression equipment (extinguishers, firefighting technologies and accessories) is looking for US partners – importers, exporters, trading companies, wholesalers and car accessories producers.

Contact: Kristyna Habova

Address: Rostislavova 1265, 686 01 Uherske Hradiste, Czech Republic

Telephone: +420-572-570-961, fax: +420-572-570-961

E-mail: cervinkaczechrepublic@email.cz

Web: www.hasicitechnika.com

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March 29- April 1, 2011

**OPTONIKA - PRAGUE**

An international fair of optical technologies and applications  
Industry focus: Apparel & Clothing

Prague Exhibition Grounds

Organized by Terinvest S. R. O.

Legerova 15, CZ, Praha 2, Czech Republic

Tel: +(420)-(221)-992148

Fax: +(420)-(724)-612075

March 31- April 3, 2011

**FOR TRAVEL EXPO**

A best platform for tour and travel industry professionals to meet and develop their business network

Prague Exhibition Centre

Organized by ABF, a.s.

Mimonska 645, Prague, Czech Republic

Tel: +(420)-(222)-891111

Fax: +(420)-(222)-891197

April 12-15, 2011

**FOR ELECTRON**

Being held in Prague, the Trade Fair of Electromechanics, Electronics and Power Engineering is one of the most renowned trade fairs to be held in Czech Republic.

Organized by ABF, a.s.

Mimonska 645, Prague

Czech Republic

Tel: +420 222 891111

Fax: +420 222 891197

April 12 – 16, 2011

**BUILDING FAIRS BRNO**

Energy efficient construction /energy saving

The largest presentation of building machinery in Central and Eastern Europe 2011

Inspiration and consultation from interior architects

Exhibition Centre Brno / Czech Republic

BVV Trade Fairs Brno

Tel: +420 541 152 888

E-mail: ibf@bvz.cz, shk@bvz.cz

www.stavebniveletrhybrno.cz

www.ecologicalfairs.com

April 12 – 16, 2011

**URBIS TECHNOLOGY FAIR**

International Fair of Communal Technology and Services

Town movables, mechanization for the maintenance of public spaces

Waste management, energy sources (water, heating, alternative sources of energy)

Transport, finance, asset management, city management

Brno Exhibition Centre, Czech Republic

Tel.: +420 541 152 888

E-mail: urbis@bvz.cz

www.urbisinvest.cz

April 12-16, 2011

**URBIS INVEST FAIR**

The international investment fair specializes in investment opportunities and development in the regions of Central and Eastern European countries. This is the largest show of investment opportunities in all the regions of the Czech Republic, active regions and cities in Slovakia, and a number of foreign regions (in 2010 Poland, Russia), and a gathering of investors, developers, financial institutions, real estate professionals and all groups in the municipal and state sphere.

Brno Exhibition Centre, Czech Republic

www.urbisinvest.cz

April 19-21, 2011

**PRAGOMEDICA**

Trends in medical and laboratory equipment, pharmaceuticals and optics

Prague Exhibition Grounds, Prague  
Organizer: Incheba Praha Spol, s.r.o.

Areal Vystaviste 67, P. O. BOX 44, Vystaviste Praha 7, Holesovice, Czech Republic

Tel: +420 220 103111

Fax: +420 233 379450

April 30, 2011

**MOTORTECHNA BRNO**

Exhibition of Antique Vehicles

Veveri 52, 602 00 Brno

Czech Republic

Tel.: +420 736 210 200

E-mail:

lubomir.slavicek@email.cz

May 3-6, 2011

**PRINT EXPO**

26th International Trade Fair for Printing Technologies, Signmaking and Signage

Veletrhy Brno, a.s.

Vystaviste 1, 647 00 Brno

Tel.: +420 541 152 818

Fax: +420 541 153 063

E-mail: hvildomcova@bvz.cz

May 3-11, 2011

**FOR WASTE**

An entrusted place for Waste Handling, Recycling, Industrial and Municipal Ecology sector  
Prague Exhibition Centre (PVA)

Organized by ABF, a.s.

Mimonska 645, Prague, Czech Republic

Tel: +(420)-(222)-891111

Fax: +(420)-(222)-891197

May 3-11, 2011

**FOR SURFACE**

Showcase of surface treatment and industrial finishing market  
Prague Exhibition Centre (PVA)

Organized by ABF, a.s.

Mimonska 645, Prague, Czech Republic

Tel: +420 222 891111

Fax: +420 222 891197

May 11 - 13, 2011

**IDET 2011**

11th International Exhibition of Defense and Security Technologies  
Veletrhy Brno, a.s.

Vystaviste 1, CZ - 647 00 Brno

Tel.: +420 541 152 944

Fax: +420 541 153 054

E-mail: idet@bvz.cz

May 12 - 14, 2011

**PYROS / ISET 2011**

International Fair for Fire Fighting Equipment, Security Technology and Services

Veletřhy Brno, a.s.  
Vystaviste 1, 647 00 Brno  
Czech Republic  
Tel.: +420 541 153 272  
Fax: +420 541 153 054  
E-mail: pyros-iset@bvvcz

May 17 - 18, 2011  
**STAINLESS 2011**  
6th International Stainless Steel  
Congress  
Exhibition Centre Brno / Czech  
Republic  
Veletřhy Brno, a.s.  
Vystaviste 1, 647 00 Brno  
Czech Republic  
Tel.: +420 541 152 926  
Fax: +420 541 153 044  
E-mail: stainless@bvvcz

May 24 – 26, 2011  
**INTERNATIONAL WATER  
MANAGEMENT AND  
ECOLOGICAL FAIR**  
International Water Management  
and Ecological Fair rank among  
the largest fairs in Central and  
Eastern Europe focusing on water  
management, waste management  
and protection of all aspects of the  
environment. They are regularly  
attended by most market leaders

from the Czech Republic and  
abroad.  
Trade Fairs Brno a.s.,  
Vystaviste 1, 647 00 Brno  
www.bvvcz/vodka  
E-mail: vodka@bvvcz  
June 3 – 9, 2011

**AUTOSALON BRNO 2011**  
International Auto Show  
Exhibition Centre Brno/ Czech  
Republic  
Veletřhy Brno, a.s.  
Vystaviste 1, CZ - 647 00 Brno  
Tel.: +420 541 152 994  
Fax: +420 541 153 042  
E-mail: autosalon@bvvcz

June 7-8, 2011  
**MOTORSPORT EXPO 2011**  
International Fair of Parts and  
Equipment for Professional  
Motosport  
Trade fair Motorsport Expo is a  
unique and specialised Central  
Europe trade fair, dedicated to the  
suppliers of parts, equipment and  
accessories for the professional  
motosport trade. The fair will take  
place as part of the well-  
established Autosalon Brno 2011  
fair.

Veletřhy Brno, a.s.  
Vystaviste 1, CZ - 647 00 Brno  
Tel.: +420 541 153 297  
Fax: +420 541 153 042  
E-mail: expo2010@bvvcz

June 2011  
**PROPET 2011**  
The International Pet Supply and  
Horse Equipment Exhibition  
The International Fair of Breeders'  
and Riders' Equipment PROPET is  
the largest specialized contracting  
and sales show in the Czech  
Republic and one of the most  
important branch-related  
exhibitions in Central Europe. A  
usual part of the exhibition is the  
show of dogs of all races  
INTERCANIS, the International  
Dog Competition INTERCANIS  
AGILITY and the International Cat  
Show INTERFELIS.  
Brno – Exhibition centre / Czech  
Republic  
Veletřhy Brno, a.s.  
Vystaviste 1, 647 00 Brno  
Czech Republic  
Tel.: +420 541 152 168  
Fax: +420 541 153 068  
E-mail: propet@bvvcz

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## CZECH COMMERCIAL OFFICES IN THE UNITED STATES

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

**Consulate General in Chicago:** Illinois, Indiana, Iowa,  
Kansas, Michigan, Minnesota, Missouri, Nebraska, North  
Dakota, South Dakota a Wisconsin.  
Phone: 312.861.1037, Fax: 312.861.1944  
Contact: Ms. Dana Hunatova, chicago@embassy.mzv.cz

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

**Consulate General in New York:** Connecticut, Delaware,  
Maine, Massachusetts, New Hampshire, New Jersey, New  
York, Pennsylvania, Rhode Island, Vermont.  
Phone: 646.422.3303, Fax: 646.422.3311  
Contact: Mr. Tomas Hart, newyork@embassy.mzv.cz

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

**Czech Tourism**  
1109 Madison Avenue, NY, NY 10028  
Phone: 212.288.0830, Fax: 212.288.0971  
Contact: Mr. Pavel Kosar, info-usa@czechtourism.com  
www.czechtourism.com  
www.traveldeals.czechtourism.com

**CzechTrade**  
**The Czech Trade Promotion Agency/CzechTrade** was  
established by the Ministry of Industry and Trade of the  
Czech Republic in May 1997. CzechTrade's main objective

is to promote international trade and cooperation between Czech and foreign companies. CzechTrade's professional information, assistance and consulting services accompany Czech exporters to foreign markets. The agency is a contact partner for firms entering the Czech market, seeking interesting and reliable business partners and suppliers.  
Chicago Office  
Phone: 312.644.1790, Fax: 312.527.5544  
Contact: Zuzana Pittnerova, [chicago@czechtrade.cz](mailto:chicago@czechtrade.cz)

#### **CzechInvest**

**CzechInvest** was established in 1992 by the Ministry of Industry and Trade and is the investment and business development agency of the Czech Republic whose services and development programs contribute to attracting foreign investment and to developing Czech companies.

CzechInvest provides the following services free-of-charge: Comprehensive services for investors - full information assistance, handling of investment incentives, business property identification, location of Czech suppliers, aftercare services; Business infrastructure development; Access to structural funds.

#### **USA - West Coast Operations Office**

Sunnyvale, California  
Contact: Lenka Kucerova  
Phone: 408.524.1690

Email: [california@czechinvest.org](mailto:california@czechinvest.org)

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

New York, NY  
Contact: Mr. Jan Fried

Email: [jan.fried@czechinvest.org](mailto:jan.fried@czechinvest.org)

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### **BUSINESS AND TRADE WEBSITES**

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General Information	<a href="http://www.czech.cz">www.czech.cz</a>	CzechInvest	<a href="http://www.czechinvest.org">www.czechinvest.org</a>
Czech Supplier	<a href="http://www.supplier.cz">www.supplier.cz</a>	Tradeshows	<a href="http://www.veletrhyavystavy.cz">www.veletrhyavystavy.cz</a>
CzechTrade	<a href="http://www.czechtrade.cz">www.czechtrade.cz</a>	Czech Embassy	<a href="http://www.mzv.cz/washington">www.mzv.cz/washington</a>

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### **DISTRIBUTION INFORMATION**

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