

Czech Trade Focus

News from the Czech Commercial Offices in the United States / Fall 2011

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MACROECONOMIC DATA OF THE CZECH REPUBLIC

INDICATORS	2009	2010	2011	
GDP (% , y-to-y)	-4.0	2.2	2.2	April-June
Inflation (% , y-to-y)	1.0	1.5	1.9	October '11
Unemployment (% , y-to-y)	9.2	9.6	7.9	October '11
Industrial Production (% , y-to-y)	-13.4	10.2	2.5	September '11
Trade Balance (millions of USD)	7,731	6,344	1,154	September '11
Exchange Rate CZK/USD (average)	19.4	19.1	18.2	October '11

Source: Czech Statistical Office

CZECH TRADE MISSION IN WASHINGTON



Prime Minister Necas speaking to the Audience at the Business Breakfast Seminar at the University Club Washington; Photo courtesy of Ludek Krusinsky

companies that had a unique opportunity to introduce themselves to US partners.

The companies visited the National Institute of Science, Washington Board of Trade, and Honeywell's technology center. There was also a meeting with the Mayor of the District of Columbia Vincent Gray. The Embassy of the Czech Republic organized a **Business Breakfast Seminar** on Friday, October 28 at the University Club, where the main speakers were Czech Prime Minister Petr Necas, US Deputy Secretary of Energy Daniel Poneman, Ambassador of the Czech Republic Petr Gandalovic and Czech Deputy Minister of Industry and Trade Milan Hovorka.

Prime Minister of the Czech Republic Peter Necas visited Washington, DC, during the days of

October 26 to 28 to meet with US President Barack Obama. The Prime Minister was accompanied by Czech

In his speech, Prime Minister Petr Necas stressed that the US remains among the Czech Republic's top 3 trading partners outside of the

European Union and has been designated as a priority country within the Czech pro-export policy. He also expressed the full commitment of both the Czech and the US government to look for ways to strengthen and deepen their economic cooperation and emphasized the official “Economic and Commercial Dialogue between the Czech Republic and the US,” which was launched in 2010. He also informed that the Czech government and its American partners agreed on the need for continuous improvement of market mechanisms, investment environment, and the flow of merchandise and capital. He also noted the identified areas of common interest, especially within fields of long-term potential such as innovation, science and technology, and research and applications.



Ambassador of the Czech Republic Petr Gandalovic speaking to the Audience at the Business Breakfast Seminar at the University Club Washington; Photo courtesy of Ludek Krusinsky

After a questions and answers session, the companies had an opportunity to network with their US partners from Westinghouse, Southern Nuclear, Honeywell, Lockheed Martin,

Sikorsky, and the Mayo Clinic and representatives from the US administration, including the Department of Energy, Department of Commerce, and the District of Columbia).

The trade mission included companies from the field of civil nuclear energy, transport systems, medical technologies, armament industry, and ICT industry. A brief introduction of the Czech companies follows below.

Brno University of Technology

www.vutbr.cz

Brno University of Technology, with a proud 110-year tradition, is an internationally recognized institution offering cutting-edge education based on the latest scientific and professional knowledge delivered at eight faculties and three university institutes covering a broad spectrum of fields ranging from technical and scientific disciplines from economics to arts.

Attention is given to research projects that are clearly defined and supported by contracting authorities such as the Czech Science Foundation, grant agencies of the ministries of the Czech government, international grant agencies, and scientific and research programs. A major part of applied research is initiated directly by industrial companies, both domestic and international.

The University is involved in the activity of a number of research centers, whose creation was supported by subsidies from the operational programs of the European Union. Some of the centers were founded directly on the soil of the University and are linked to the scientific basis of faculties. The University also participates on the development of others with other universities or research institutes.

Ceska zbrojovka a.s.

www.czub.cz

Ceska zbrojovka a.s., Uhersky Brod is a longstanding manufacturer of small arms. The original orientation of the company was to produce military small arms, but the product range was expanded over time with products for civilian use, both for sports and hunt shooting arms and automotive and aircraft engines engineering. Ceska zbrojovka permanently increases the volume of its production, while expanding its assortment of small arms – both individual product types and modifications.

The prominent feature of firearms made by Ceska zbrojovka is their quality, long-run reliability, and accuracy. These features bring a lasting interest to the purchase and use of these products. At present, Ceska zbrojovka represents one of the biggest small arms producers in the world, based on sales to about 100 countries around the world. The excellence of Ceska zbrojovka's products have created an image of high quality over the span of its existence both on the domestic and world markets; for this reason, the company considers its responsibility to be to ensure that the parameters of its products will be the best possible at all times. The company's technical development and production of pistols, rifles, rim-fire rifles, shotguns, and air guns constantly create a wide assortment of products. Ceska zbrojovka invests considerable financial assets into the purchase of state-of-the art technology each year, especially in the fields of computer numerically controlled machining centers and computing techniques so as to improve its arms' qualities and properties.

CEZ Group

www.cez.cz

CEZ is the leading Central European power utility with more than 9 million customers and generation portfolio over 15,000 MW of installed capacity. CEZ Group ranks among the top 10 largest utility companies in Europe.

In addition to the generation, trading, distribution, and supply of electricity and heat, CEZ Group operates on gas whole and retail market. Apart from its home base in the Czech Republic, the CEZ Group is active in more than 10 countries in Central and Southeastern Europe (CSEE) and in Turkey.

The shares of the parent company of the concern, CEZ, a.s. are traded on Prague and Warsaw stock exchanges, and form a significant part of the stock exchange indexes there. The majority in the company (69.78%) is owned by the Czech state.

Honeywell Service and Engineering s.r.o.

www.honeywell.com/sites/cz/

Honeywell Service and Engineering s.r.o. was established in 1991, with fewer than 10 people. Twenty years later, more than 3,500 professionals are working for Honeywell in the Czech Republic, more than half of them based in Brno.

The Czech Republic is the cornerstone of Honeywell's global engineering strategy to support growth in the region. The Prague Laboratory opened in 1993 as the first Honeywell R&D unit outside the US, and the Brno Design Centre followed ten years later. In 2006, the Brno Design Centre was integrated into Honeywell Technology Solutions' (HTS) international network of Research, Development, and Engineering (RDE) centers, located in the US, China, India, and now the Czech Republic. HTS provides support to the different business divisions such as Aerospace, Automation and Control Solutions, and Transportation Systems, on a global level.

Honeywell is producing and testing world-class technologies in the Czech Republic. Among them are Turbo technologies to help improve the energy efficiency of the world's Automotive Industry and Air Traffic Modernization Technologies within the European SESAR (Single European Sky Air Traffic Management Research) program.

Honeywell also has manufacturing facilities in the Czech Republic for the Aerospace and the Automation and Control Businesses, and Prague is increasingly becoming the center for Shared Corporate Services covering all Honeywell businesses in Europe, Middle East, and Africa.

INEKON Group

www.inekon.cz

The INEKON Group is a commercial and production holding focused on three areas of business activity:

- rail vehicles and railway tracks
- chemical products and waste-water treatment
- export of investment units

INEKON Group has a design studio for rail vehicles (KOLEJOVA DOPRAVA Company) and a production site in Ostrava (INEKON TRAMS).

The majority of chemical production is based on activities of the Druchema Company. A new sphere of activity is the sale of biological water-treatment plants.

The INEKON GROUP parent company organizes exports of investment units and of industrial equipment. The INEKON POWER subsidiary company specializes in deliveries of power plants and industrial technological equipment.

Besides the above-mentioned activities, the Group trades chemical and metallurgical products, provides repairs and modernization of rail vehicles and the construction and renovations of railway track superstructures. A relatively new field of activity is the delivery of turn-key contracts for hospitals and health-care facilities.

The INEKON SYSTEMS subsidiary company is active as an implementer of management information systems and of projects focused on the support of managerial decision-making.

The International Clinical Research Center of St. Anne's University Hospital

www.fnusa-icrc.org

The International Clinical Research Center is an integral part of St. Anne's University Hospital in Brno; the Center uses the acronym FNUSA-ICRC.

FNUSA-ICRC is an innovative science and research center and a top-quality public health-care center focusing on prevention, early detection, and cure primarily of cardiovascular and neurological diseases. The corporate motto of FNUSA-ICRC: "Creating the future of medicine".

FNUSA-ICRC is based on almost ten years of successful cooperation between St. Anne's University Hospital in Brno and Mayo Clinic in Rochester, Minnesota (USA).

FNUSA-ICRC represents a multi-functioning unit combining the following elements:

- an innovative international research and development center, a European Center of Excellence
- an international educational center, disseminating the latest knowledge in health care
- a state-of-the-art center for public health care providing clinical, therapeutic, and preventive care in the areas of cardiovascular medicine and neuroscience
- a technology cluster for companies collaborating in research and development

Light Aircraft Association of the Czech Republic

www.laacr.cz

Light Aircraft Association of the Czech Republic is a competent authority for Certification, Licensing, and Operation of microlights in the Czech Republic. This covers paragliding, powered paragliding, hang gliding, gyroplanes, helicopters, weight shift, aerodynamically controlled microlight, amateur built microlight up to maximum take-off weight of 600kg, and microlight gliders. In this respect it is unique in Europe. It has 6,400 members and registers 7,900 aircraft and 10,000 pilots.

Association of Aviation Manufacturers

www.alv-cr.cz

ALV, the Association of Aviation Manufacturers in Czech Republic, has more than 40 members, from major prime contractors and systems suppliers, through aircraft aggregates and components manufacturers to small specialist companies. They cover the whole spectrum of skills from design, development and production of the aerospace systems to maintenance and operation including marketing and sales. Activities range from military and civil aircraft, aircraft engines and weapon systems, to the space research, aircraft systems components and aggregates production, including respective software.

LINET s.r.o.

www.linnet.cz

LINET s.r.o. manufactures specialized equipment for hospitals, nursing homes, and home care, primarily beds and other furniture. Today, it is the most dynamically expanding company in its sector in Europe. LINET is the largest European manufacturer of hospital beds, and No. 4 in the world. It exports 85% of its production to 93 countries on all continents.

LINET has:

- patents for 50 construction designs and has registered a number trademarks
- has the 13th-highest product appreciation at international trade fairs
- has received 6 major product design awards, including the supreme award – the 2000 Czech National Award from the Design Centre
- won the 2006 Design Prestige Award for its long-term promoting of aesthetics in industrial product design (Czech Design Centre)
- has repeatedly been ranked among the 100 best Czech companies (Comenius, 2003-8)
- was announced the best company in the Other Czech Manufacturing Industry category in the 2003 CzechTOP100 awards, followed by 3rd place in 2004 and 1st place again in the years 2005-8
- won the Czech Head – Industry Award from the Czech Ministry of Trade and Industry in 2006
- was the Czech Year Company of the Year 2006
- was several times voted among TOP 10 most admired companies in the Czech Republic in the CzechTOP100 awards (2011, 2010, and 2008)
- won the 2007 Innovation of the Year Award

Mitas a.s.

www.mitas.eu

Mitas is an important manufacturer of off road tires (agricultural and construction equipment) and forms a part of Czech Rubber Society (CGS). In 2004, the representatives of the CGS a.s. and the representatives of the Continental Concern signed performance contracts for the “Basic Agreement on Purchase and Sale”, which accomplished the first phase of transferring the AGRO business unit from the Continental Concern into the group of the CGS. In this first stage, complete manufacture in Otrokovice (about 500 employees) has been transferred to the CGS as well as the first (Mexican) one from the eight foreign branches. The other foreign business companies (the USA, Austria, Germany, Italy, France, Spain, the UK) and the head office of the AGRO division in Hannover have been transferred to CGS on November 1, 2004. In 2005, a foreign branch was established in Switzerland. With the effect from October 1, 2004, the MITAS company has acquired the right to use the trademarks Continental, Semperit, and Euzkadi for agricultural tires. In this way, the CGS has significantly strengthened again its long-term strategy, in which it is aiming at the development, manufacture and sale of off -road tires, in particular agricultural tires. Mitas has currently three plants in the CR (Praha, Zlin, and Otrokovice) and one in Serbia (Ruma), and the plant in the US (Charles City Iowa) is under construction. Mitas has thirteen sales subsidiaries worldwide, including the US.

SKODA JS a.s.

www.skoda-js.cz

For 50 years from now, SKODA JADERNE STROJIRENSTVI (Skoda Nuclear Engineering) has been active in supplies for the nuclear energy industry.

The main fields of company activities are:

- engineering for nuclear power plants
- servicing for nuclear power plants
- production; manufacture equipment for:
 - spent nuclear fuel storage (compact storage racks and casks)
 - equipment for VVER and PWR type power plants (tensioning units, cable penetrations, fresh fuel components, flange joint gaskets, reactor internal parts, special structures...)

UNIS COMPUTERS

www.uniscomp.cz

UNIS COMPUTERS company has been on the market since autumn 1995.

The company has two divisions:

- PRYTANIS – this is a complex information system with modular architecture, designed for transport, spedition, logistics, repair and business firms. The first installation was performed in 1993 and nowadays the system has over 50 customers in the Czech and Slovak Republics.

■ Technical division - offers solutions in the area of server and storage systems (Intel, Risc, SAN and NAS solutions), network operating systems, IP telephony, wireless network (licensed and nonlicensed zone), computer network LAN, WAN, structured cabling systems, support services, analyze of LAN, security audit, TomoCon Pacs - flexible system for management, storage, handling and visualization of images in digital form (CT, MRI, PET, angiography, skiagraphy...) etc.

VITKOVICE MACHINERY GROUP

www.vitkovice.cz

VITKOVICE MACHINERY GROUP is the most important Czech engineering group with a strong position in selected segments of machinery production and in the area of supplies of large investment assemblies. It incorporates approximately thirty companies. Vitkovice is currently a European leader in steel cylinder production with a state-of-the-art production line. It occupies almost one-fifth of the global market with special crankshafts for large sea vessels. The company dynamically develops the project for switch of the car drives from standard fuels to alternative drive using compressed natural gas (CNG).

Vitkovice develops creative and innovative potential also in the course of preparation and realization of investment actions like retrofits of thermal power plants of CEZ in Tusimice and also within the program of production of components for nuclear power engineering. In the past, VITKOVICE was an important supplier of components for nuclear power plants. Volume compensators and steam generators manufactured in VITKOVICE serve in Temelin and Dukovany, but also in other nuclear power plants abroad.

AZD PRAHA s.r.o.

www.azd.cz

AZD Praha group of companies is the most significant, exclusive Czech supplier of railroad signaling systems, wayside components, telecommunications, automation, and information technologies. Due to its long tradition and history dating back to 1954, the company has gained a leading position on worldwide markets, including Europe, and the Near and Far East countries and entered the markets of North and South America in 2009.

In the year 2010, a US sales office was opened in Chicago, followed by an incorporation of a technical subsidiary AZD Signaling Inc. With successful installation of a Grade Crossing in Tennessee in 2010, the company is looking forward to participation in upcoming projects of railroad infrastructure modernization.

AdvaICT

www.advaict.com

AdvaICT, Inc. is a company providing complex solutions in monitoring, administration and computer network security areas. The company has been operating in Europe since 2006 and the US since 2011. The founding of the company was preceded by long-term research and development of Network Behavior Analysis technology, co-financed by the Ministry of Defense and Armed Forces of the Czech Republic, European Union and the US Army. The company concentrates experts from the network security area with wide experience from academic research and industrial environment.

INSTAR ITS Ostrava

www.instarits.com

INSTAR ITS Ostrava, Inc. has been providing innovative energy management systems and solutions for over 20 years based on the proprietary ENERGIS product suite. Customers include some of the world's largest companies and energy users in the field of power generation, energy distribution and manufacturing. In addition to its home office in the Czech Republic, INSTAR has corporate offices in Europe, the United States and Japan. ENERGIS is a comprehensive software tool for enterprise business process control and can help maximize the efficiency of the production and distribution process. It is a highly cost-effective way for businesses of all sizes to reduce their energy costs and improve their operational efficiency.

ECONOMIC BRIEFS

Foreign trade of the Czech Republic ran a surplus of 21 billion CZK (1.15 billion USD) in September, an annual increase of 10.4 billion CZK (571 million USD) and the second largest surplus in history, the Czech Statistical Office reported. Exports rose by 7.8 percent at current prices to 252.8 billion CZK (13.89 billion USD) and imports by 3.5 percent to 231.8 billion CZK (12.74 billion USD) in annual terms, according to preliminary results.

In an attempt to move the Czech export-oriented economy away from its dependence on the European Union the Ministry of Industry and Trade has introduced the **New Export Strategy**. The strategy should boost both the overall volume of exports as well as help the Czech companies to enter markets outside the EU. The strategy, which was unveiled in its draft version October 31, looks to cut the share of Czech exports in the EU to 70 percent from the current 83 percent by 2020, while increasing exports out of the EU by 25 percent and those coming from small and midsize companies by 50 percent.

Czech unemployment decreased in October to 7.9 percent from 8 percent

in September and employment offices registered 470,618 job seekers, the lowest number since June 2009. The number of the unemployed went down by 4,497 on the month. The number of vacancies dropped as well. The number of the registered unemployed decreased by 24,543 on an annual basis. As many as 451,968 job seekers were ready to work immediately, down by 6,188 on the month and by 30,752 on the year.

The Ministry of Finance of the Czech Republic expects the **public finance deficit to fall** to 3.7 percent of GDP this year, while thus far its estimates counted on a 4.2 percent gap, according to the ministry's new macroeconomic forecast.

The Czech government's National Economic Council recommends that the government should not solve **euro adoption** under the current conditions but should support eurozone stabilization and prepare plans for the worst possible development. **Prime Minister Petr Necas** has reiterated several times that his government will not set the date of euro adoption. According to Necas, the Czech Republic will adopt the euro only after it fulfils the Maastricht criteria, the

eurozone becomes stable, and the new currency is more advantageous than keeping the crown.

This year's harvest is one of the best in the last decade, according to the Czech Statistical Office. Based on data as of September 15, there was a year-on-year increase of 19.4 percent by cereals. Potato harvest grew by 18.2 percent, sugar-beet harvest by 13.2 percent and rape-seed harvest by 3.3 percent. A total of 8.2 million tones of cereals were harvested this year, as well as 786,000 tones of potatoes, 3.471 million tones of sugar beet and 1.077 million tones of rape seed.

Annual inflation in the Czech Republic accelerated to **1.8 percent** in September from 1.7 percent in August. Compared with the previous month, consumer prices fell by 0.2 percent, mainly due a drop in seasonal prices of recreation. The year-on-year increase in inflation was the result of an acceleration of price growth mainly in the categories of food and non-alcoholic beverages, transport, catering and accommodation.

INVESTMENT BRIEFS

The year's top investors and business properties selected by government ministries and trade associations were honored in six categories at a November ceremony at Prague's Ecotechnical Museum. The top winners were vacuum products manufacturer **Edwards**, vehicle brake parts manufacturer **Brembo Czech** and business software company **NetSuite CR**.

The Czech Finance Ministry made a **pilot issue of state bonds** of 20.4 billion CZK (1.12 billion USD) for citizens, which is more than double the originally planned volume. Almost 33,000 natural persons from the Czech

Republic, 76 foreign natural persons and 57 non-profit organizations have ordered the bonds. The highest demand was seen for one-year bond (2 pct yield), which made up 9.5 billion CZK (522 million USD) or 46 percent of the bond issue. Around 9 billion CZK (495 million USD) has been invested into five-year reinvestment bonds and the remaining 1.9 billion CZK (104 million USD) into five-year coupon bonds, both bonds with a yield of over 3 percent. The ministry originally planned to be selling the bonds until November 1 but thanks to the high interest was accepting orders only between October 3 and October 7.

Investment incentives will be offered in the Czech Republic to companies involved in the development and research spheres and for strategic services, such as software development. The period during which these corporations will be able to enjoy discounted tax rate will be ten years.

The municipality of **Nove Sedlo** is building an **industrial zone**, with six new premises planned to be created by the end of 2013. The municipal authority's investment officer Sarka Pojarova has stated that the municipal authority hopes that the zone will help to reduce unemployment. The

preparation of the zone will cost 176 million CZK (9.67 million USD). First parties interested in potential investments have contacted the authority. Areas sized 9,000-15,000 sq m should be formed on a total territory of 4.8 ha and used exclusively for

light and medium industry.

The Moravia and Silesia Regional Authority has given an EIA go-ahead to the plan of Tempo Training & Consulting to build a **business incubator Tempo Ostrava**. It will

include office operations, a lecture room and fast food. It will offer 200-250 job opportunities. The capacity of the conference hall will be approx. 100 seats.

BECHEROVKA LAUNCHED IN THE US



Embassy staff at the Becherovka launch event; Photo courtesy of Russell Hirshon

The Czech Embassy was delighted to welcome and hold a special evening to launch Becherovka®, a traditional bitter herbal Czech liqueur, imported by Pernod Ricard USA®, a premium spirits and wine company, with a specialized few in the Washington DC community on November 14. The golden amber Becherovka has a distinctly complex and incomparable flavor, blended with more than twenty herbs and spices with aromatic oils, alcohol, and the mineral-rich water from Czech spa town Karlovy Vary. Being first created in 1807, it is the number one exported spirit from the Czech Republic and its recipe remains top secret and closely guarded by the Becher family to this day.

The 76 proof spirit is now experiencing rapid popularity in the

US, including DC with almost 70 bars and restaurants serving the legendary Becherovka, including the Lincoln, Bar Pilar, Bier Baron Tavern & Restaurant, Jack Rose Dining Saloon, Pearl Dive Oyster Place, and the Passenger. These bars and restaurants specialize in handcrafting each and every cocktail with the finest liqueurs and fresh ingredients.

Among the drinks introduced at the event was a delicious apple flavored specialty, consisting of Becherovka as the main ingredient (2oz), lime juice (1/2oz), apple cider (2oz), ginger beer (top off) and an apple slice.

Becherovka is available for purchase at several DC locations, such as Calvert Woodley Fine Wines &

Spirits and Magruder's. The spirit will also be offered in other major US cities. For more information, please visit www.becherovka.com or contact Adam Gold, Brand Manager, Pernod Ricard USA, Inc., 401 Park Avenue, New York, NY 10018, tel.: +1-646-746-9016, email: adam.gold@pernod-ricard.com.

The Czech Embassy will continue to partner with Pernod Ricard USA to make Becherovka a household name. Becherovka was already featured at the Embassy's Christmas Market this month and will be at other upcoming events, such as the heavily visited EU Open House on May 12, 2012.



Becherovka® - traditional bitter herbal Czech liqueur; Photo courtesy of Russell Hirshon

The amount **telecoms** spent on **advertising** fell slightly this year in the first three quarters. Telecoms are usually among the biggest advertisers but invested only 1.78 billion CZK in the first three quarters of the year, a year-on-year drop of 6.3 percent according to data of company Admosphere, which monitors spending on ads in list prices. The biggest amount of advertising space worth 608 million CZK (33.41 million USD) was bought by **Telefonica CR** between January and September. **T-Mobile** came in second with 577 million CZK (31.7 million USD) in space bought, followed by **Vodafone** with 451 million CZK (31.7 million USD) worth of spending on ads.

On October 31, contenders in the tender for completion of the **Temelin nuclear power plant** in south Bohemia received tender documentation from power utility CEZ on the basis of which they will prepare their bids. The contenders are the U.S. company **Westinghouse**, the French company **Areva** and the Czech-Russian consortium of Skoda JS, Gidropress and **Atomstroyexport**. The deadline for submitting bids is July 2, 2012.

Car maker **Skoda Auto** doubled pre-tax profit year on year to 4.6 billion CZK (253 million USD) in January-September this year and its sales rose by a fifth to 188.7 billion CZK (10.37 billion USD). Operating profit increased by over 83 percent to 14.3 billion CZK (786 million USD). The largest car maker in the Czech Republic raised sales by 16.8 percent to 664,800 cars in the period. Skoda Auto wants to raise its sales, including exports, to 1.5 million cars or more a year by the year 2018. To achieve this, it will produce more car models.

Czech President Vaclav Klaus officially opened a **gas transfer station in the Ore Mountains** (Krusne hory) in the north of Bohemia to bring to the Czech Republic gas from the north. The 600 million CZK (33 million USD) worth project connects the old gas transit network leading from the east to the west with new Baltic gas pipeline **Nord Stream**. All the gas passing now through the station is from Russia and is being transferred further abroad.

Japanese company **Amcon** will assemble components for facilities for the cleaning of wastewater in production and in wastewater treatment plants in the industrial park in Chrastany near Prague. Amcon has thus opened its first European branch in Prague. The company has concluded contracts with 20 Czech suppliers exceeding 50 million CZK (2.75 million USD). The information was provided by CzechInvest, which found the required suppliers.

The firm **Dixons Retail**, specializing in retail and services in electronics, is expanding its activities in Brno. A total of over 150 job opportunities will be created in the city. The expansion concerns the existing Shared Services Centre, which will offer work to 80 people. E-shop **Pixmania** will open its new headquarters for 14 European countries.

Japanese air conditioning manufacturer **PC International** has leased almost 5,000 sq m of industrial space including offices at Airport Logistic Park in Knezeves. 82 jobs will be created in three shifts that will produce new products. The company will transfer its production of insulation for air conditioning equipment to the park.

Vitkovice Machinery Group launched the operation of the new fast forging facility, **Vitkovice Hammering**. According to the company, the fast forging technology line is the highest investment into this type of engineering technology made in the Czech Republic in the last 20 years. The building costs of the new operation exceeded 20 billion CZK (1.1 billion USD). The new line brought 80 jobs. More job positions will be formed in follow-up subsidiary companies that will use and process the products further.

Bosch will invest 300 million CZK (16.5 million USD) into the extension of the production plant Robert Bosch in Ceske Budejovice. The project will make it possible to raise the production and extend the current development and testing centre. The construction of a new hall covering 9,000 sq m will be completed by 2012.

The firm **Delta Projektconsult** has completed the construction of a production hall in Ostrava for Diton, a concrete products manufacturer specializing in concrete paving. Diton has invested 150 million CZK (8.24 million USD) into the implementation of the project.

In an EIA procedure, the Central Bohemia Regional Authority has approved the installation and operation of a new line for applying cuts at the existing production plant of **Faurecia Interior Systems Bohemia**, a producer of automobile dashboards, in the eastern industrial zone in Mlada Boleslav. The subject of the project is to increase the overall capacity to 178,000 sq m of peg area per year.

CZECH COMPANIES LOOKING FOR US PARTNERS

HEALTHY CARE, a.s.

Healthy Care a.s. is a sales company of medications for treatment of arthritis. Currently, the company offers a medication registered under the trademark Arthro Ex. It is looking for potential business partners among pharmaceutical companies that would be interested in a high quality product related to the treatment of arthritis.

The company offers two options for cooperation:

1. Sale of license and assignment of the contract with the purchase price by the supplier.
2. Import and sale of the product at the agreed price that is derived from the number of orders per year.

Contact: Vlastimil Prokes – Chairman of the Executive Board
Address: Belehradská 858/23, Prague 2, 120 00, Czech Republic
Telephone: +420 777 920 299
E-mail: vprokes@healthycare.cz

MUJ SPERK

The company produces Czech handmade jewelry – necklaces, earrings, bracelets and jewelry sets. It is looking for a partner in the USA that would be interested in its products.

Contact: Michaela Burianova
Address: Brnenska 58, Slapanice, 66451, Czech Republic
Telephone: +420 607 533 220
E-mail: mujspark@email.cz
Web: www.mujsperk.com

PRODEZ, a.s.

Prodez, Corp. is an engineering company that deals with “turn key” deliveries mainly in the field of technologies for chemical industry. Its activity is connected with the old tradition of chemical production in Valasske Mezirici in the Czech Republic. The company focuses on projects in build-up, engineering activities, projection of electrical equipment and construction of buildings, including their modifications, maintenance work and withdrawing.

Prodez, Corp. is able to provide the function of general builder of various investment ventures by its own technical capabilities, process the complete documentation from a study to the project of the construction fulfillment, with the realization as well as with engineering. Also, the company provides the cooperation in the provisions of larger reparations of technological equipment. All these services are being provided in the fields of chemistry, petrochemical use, environmental science, energetic and metallurgy.

Prodez, Corp. would like to expand onto the US market and offer its services and cooperation to US customers.

Contact: Ing. Vladimir Koubek, Lenka Holisova, Ing. Martin Kozel
Address: Masarykova 810, 757 01 Valasske Mezirici, Czech Republic
Telephone: +420 571 694 343
Email: info@prodez.cz
Web: www.prodez.cz

TRADESHOWS AND EXHIBITIONS IN THE CZECH REPUBLIC

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

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

January 12 – 15, 2012

GO Fair

International Travel Trade Fair
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Tel: +420541152823
Fax: +420541153062
E-mail: rhmela@bvv.cz
Web: www.bvv.cz/go

January 23 – 26, 2012

For Hunting

Hunting Trade Fair

For Fishing

Fishing Trade Fair
Venue: PVA Letnany, Prague
Organizer: ABF, a.s.
Tel.: +420 222 891 135
Fax: +420 222 891 199
E-mail: sedlacek@abf.cz

February 8 – 11, 2012

For Wood

Trade fair focused on use of wood in the building industry
Venue: PVA Letnany, Prague
Organizer: ABF, a.s.
Tel.: +420 225 291 132
Cell: +420 739 003 172
Fax: +420 225 291 198
E-mail: urbankova@abf.cz

February 9 – 12, 2012

Holiday World 2012

Tourism Industry Show
Venue: Prague Exhibition Grounds
Organizer: Incheba Expo Praha
Tel.: +420 220 103 325
Fax: +420 220 103 113
E-mail: L.Patocka@incheba.cz

February 12 – 14, 2012

STYL and KABO

International Fashion Footwear and Leatherwear Fairs
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Tel.: +420 541 152 951
Fax: +420 541 153 060
Email: gvargova@bvv.cz
Web: www.bvv.cz/en/styl-kabo

February 16 - 19, 2012

PRAGOINTERIER

International exhibition of interior and office furniture, flooring, lighting, and accessories,
Venue: Prague Exhibition Grounds
Organizer: Incheba Expo Praha
Tel.: +420 220 103 498
Cell: +420 602 293 620
Fax: +420 233 371 517
Email: m.hollanova@incheba.cz
Web: www.pragointerier.cz

February 24 – 26, 2012

OPTA

International Fair for Eye Optics, Optometry and Ophthalmology
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Tel.: +420 541 152 818
Fax: +420 541 153 067
Email: bknopova@bvv.cz
Web: www.bvv.cz/en/opta

February 28 – March 3, 2012

Salima

International Food Fair
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Tel.: +420 541 152 818
Fax: +420 541 153 067
Email: salima@bvv.cz,
ddarmopilova@bvv.cz
Web: www.salima.cz

February 28 – March 3, 2012

Vinex

International Wine Fair
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Phone: +420 541 152 745
Fax: +420 541 153 067
Email: vinex@bvv.cz,
dpelikan@bvv.cz
Web: www.vinex.eu

CZECH COMMERCIAL OFFICES IN THE UNITED STATES

Czech Embassy in Washington, D.C.

3900 Spring of Freedom St. NW, Washington, DC 20008
Consular jurisdiction: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia.
Phone: 202.274.9104, Fax: 202.244.2147
Contact: Mr. Josef Dvoracek
Assistant: Ms. Lenka Slavinska
Email: eco_washington@embassy.mzv.cz

Consulate General in Chicago

205 N Michigan Ave, Suite 1680, Chicago, IL 60601
Consular jurisdiction: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin.
Phone: 312.861.1037, Fax: 312.861.1944
Contact: Ms. Dana Hunatova
Email: chicago@embassy.mzv.cz

Consulate General in Los Angeles

10990 Wilshire Boulevard, Los Angeles, CA 90024

Consular jurisdiction: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.

Phone: 310.473.0889 x.229, Fax: 310.473.9813

Contact: Mr. Michal Sedlacek

Email: losangeles@embassy.mzv.cz

Consulate General in New York

321 East 73rd Street, New York, NY 10021

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

Phone: 646.422.3303, Fax: 646.422.3311

Contact: Mr. Stanislav Benes

Email: newyork@embassy.mzv.cz

Czech Center New York

321 East 73rd Street, New York, NY 10021

Phone: 646.422.3399, Fax: 646 422-3383

Contact: Ms. Pavla Niklova

Email: info@czechcenter.com

Czech Tourism

1109 Madison Avenue, NY, NY 10028

Phone: 212.288.0830, Fax: 212.288.0971

Contact: Mr. Pavel Kosar

Email: info-usa@czechtourism.com

CzechTrade

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

The Czech Trade Promotion Agency CzechTrade was established by the Ministry of Industry and Trade of the

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

Phone: 312.644.1790, Fax: 312.527.5544

Contact: Zuzana Pittnerova

Email: chicago@czechtrade.cz

CzechInvest

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

USA - West Coast Operations Office

440 N Wolfe Rd., Sunnyvale, CA 94085

Phone: 408.524.1690

Contact: Lenka Kucerova

Email: california@czechinvest.org

USA - East Coast Operations Office

321 East 73rd Street, New York, NY 10021

Phone: 347.216.9355

Contact: Mr. Jan Fried

Email: jan.fried@czechinvest.org

BUSINESS AND TRADE WEBSITES

- General information about the Czech Republic
- Trade promotion agency CzechTrade
- Investment and business development agency CzechInvest
- Tradeshows
- Czech Embassy in Washington
- Ministry of Foreign Relations of the Czech Republic
- Ministry of Industry and Trade of The Czech Republic

www.czech.cz
www.czechtradeoffices.com
www.czechinvest.org
www.veletrhyavystavy.cz
www.mzv.cz/washington
www.mzv.cz
www.mpo.cz

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