

Czech Trade Focus

News from the Czech Commercial Offices in the United States / Spring 2012

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MACROECONOMIC DATA OF THE CZECH REPUBLIC

INDICATORS	2010	2011	Latest available data	
GDP (% , y-to-y)	2.6	1.7	0.6	Oct. – Dec. '11
Inflation (% , y-to-y)	1.5	1.9	2.4	March '12
Unemployment (% , y-to-y)	9.6	8.6	8.9	March '12
Industrial Production (% , y-to-y)	10.2	6.9	4.7	February '12
Trade Balance (millions of USD)	6,344	10,825	1,496	January '12
Exchange Rate CZK/USD (average)	19.1	17.7	18.7	March '12

Source: Czech Statistical Office

US – CZECH RECIPROCAL DEFENSE PROCUREMENT AGREEMENT SIGNED

The Czech Minister of Defense Alexander Vondra and US Secretary of Defense Leon Panetta signed a **Reciprocal Defense Procurement Agreement** (RDP) during a NATO meeting in Brussels on April 18. This

will enable Czech businesses to compete for contracts from the US Armed Forces and other agencies.

The signing was preceded by Minister Vondra's visit to Washington, DC, on

January 23. During his stay, Minister Vondra met with Secretary Leon Panetta and members of both chambers of the US Congress.

Minister Vondra was accompanied to



Minister Vondra at a Business Breakfast at the Embassy; from left: Emily Clarke (US DOD), Minister Vondra, Ambassador Gandalovic; Photo courtesy of Mary Fetzko



Secretary Leon Panetta and Minister Vondra signing the RDP; Photo courtesy of Jan Pejsek

Washington by a group of representatives from the Czech defense industry, which attended the Czech Defense Business Breakfast Seminar at the Embassy and met with their US counterparts to discuss new possibilities for cooperation that this agreement will present.

The US Department of Defense signed RDPs with 21 countries. The purpose of the RDP is to promote rationalization, standardization, and interoperability of conventional defense equipment with allies and friendly governments. The RDP provides a framework for ongoing

communication regarding market access and procurement matters that affect effective defense cooperation.

ECONOMIC BRIEFS

Czech companies exported a record number of goods last year. More than CZK 2.9 trillion (\$153.6 billion) worth of goods were exported last year, with around 83 percent of exports going to European Union countries. In line with booming exports, industrial production rose 6.9 percent year on year, with automobile production increasing 21.2 percent.

The value of **goods sold over the Internet** to customers continued to grow last year, though by a much slower margin. This does not signal a slowdown in sales but rather a growth in purchases of cheaper goods. The value of goods sold on the Internet rose by 12 percent in 2011 to CZK 37 billion (\$1.96 billion), after rising 22 percent the previous year and 23 percent in 2009.

As many as **5.2 million tourists visited Prague last year**, the highest number on record. Economic recovery and reduced hotel prices were the main factors contributing to the growth. The number of overnight stays also increased as tourists spent 13.2 million nights in Prague hotels and accommodation facilities last year, breaking the 2006 and 2007 records of roughly 12.2 million nights.

While the **mortgage market** grew 47 percent in the Czech Republic last year, this growth could be deceiving as some experts estimate around 30 percent of all new mortgages are refinancing of existing mortgages. Data from the Regional Development Ministry reported banks granted more than 71,000 new residential mortgage

loans worth CZK 119 (\$6.3 billion) billion to individuals in 2011.

The Czech Republic ranks 24th in a list of the most advanced markets for **foreign mergers and acquisitions**, placing it on the same level as Israel, Chile and Malaysia, and higher than other countries in the CEE region, according to a study done by the Cass Business School in London in cooperation with Ernst & Young. The study compares 175 countries around the world and is based on 36 factors in six categories: economic, financial, political, regulatory, socio-cultural and technological. The Czech Republic was assessed as the best in socio-cultural aspects.

The number of **entrepreneurs** in the Czech Republic grew by 59,767 year on year to 2.29 million last year, continuing the fast growth that started in 2008. However, the number of really active entrepreneurs is much smaller, as many people have several licenses, and some do business only for additional income or are not using the license at all.

Czech farmers reported a record CZK 16.4 billion (\$868.6 million) profit last year. Czech agriculture has been profitable since the Czech Republic's entry into the European Union in 2004, with the highest previous profit reaching CZK 10.1 billion in 2008. The total volume of subsidies to Czech agriculture grew nearly CZK 2 billion (\$105.9 million) to CZK 32.4 billion (\$1.72 billion) last year, according to data from the Czech Statistical Office.

Industrial production is back to pre-crisis levels, new data from the Czech Statistical Office shows. Production rose year on year 6.9 percent in 2011, returning to levels last seen in 2007. Automobile production carried the sector with year-on-year growth of 21.2 percent. Analysts, however, expect production output growth to slow to 2 percent or even dip into negative territory this year.

78 percent of the population trusts the **Czech National Bank (CNB)**, making it one of the most trustworthy institutions in the country, according to a poll made by the STEM agency. Confidence in the International Monetary Fund (IMF), on the other hand, is falling and currently less than half of the Czech population trusts the IMF. Trust in the CNB and IMF is higher among people with university education, good financial standing and among voters of the center-right Civic Democratic Party and Top 09.

The Czech Republic's **claims on other countries** totaled CZK 22.35 billion (\$1.18 billion) at the end of 2011, compared with CZK 21.95 billion (\$1.16 billion) the year before. Cuba is the biggest debtor, according to the Finance Ministry's report. Other big debtors are Iraq, former Yugoslavian countries, Russia and Sudan.

Consumer prices climbed 3.8 percent year on year in March, following a continuing price increase in fuel, food and nonalcoholic beverages, and particularly a dramatic 65.3 percent jump in the price of eggs. The "**egg bubble**" was caused by a combination

of factors including new European Union regulations that require more room for caged hens, a ban on imports from Poland and a spike in retail margins. However, analysts say prices have already started to ease and the year will end with lower inflation.

The Czech government approved an

updated version of the **convergence program** which reckons with a fall of public finance deficit to 3 percent of the gross domestic product (GDP) this year. Overall public debt increased by more than CZK 131 billion (\$6.94 billion) to CZK 1,570 billion (\$83.16 billion) last year standing at 41.15 percent of economic output, up from

38.05 percent in 2010.

The **Czech banking sector** is sufficiently resilient even to very unfavorable development, according to the latest stress tests of the country's banking sectors made by the Czech National Bank (CNB) on data as of the end of 2011.

CZECH NATIONAL BANK GOVERNOR VISITS THE US

Czech National Bank Governor **Miroslav Singer** attended **IMF's spring meeting** in Washington on April 20 - 23, 2012. He then travelled to Boston for a seminar organized by **Boston University**, where he spoke on "The Debt Crisis in Europe and New Europe's Two Decades of Catch

Up." He also visited the recently opened **CzechAccelerator in Boston**, where he met with Czech start-up companies. The CzechAccelerator is a project created by CzechInvest, the Czech government's investment and business agency whose services and development programs contribute to

attracting foreign investment and developing Czech companies. Additionally, CzechInvest established a CzechAccelerator in 2010 in the technological heart of the world in America's Silicon Valley in California.

INVESTMENT BRIEFS

According to the **European Cities and Regions of the Future 2012/2013** ranking, Czech cities and regions are very well positioned in terms of supporting foreign direct investments. Brno, Ostrava and Cheb ranked in the top ten Eastern European cities with the best investment support. Three Czech regions – Central Bohemia, Plzen and Pardubice – hold leading positions among the top ten Eastern European regions in this category.

The \$2 billion **Alpha Associates** fund of Switzerland sold a 7.5 percent share in Czech anti-virus software company **AVG** in an IPO for \$64 million. The Swiss fund had invested 400 million euros in Central and Eastern Europe since 1998, buying a stake in AVG 11 years ago. Its other investments include Equa bank, Kofola, Centrum.cz and Elmarco.

Red Hat, the world's leading provider of open source solutions, is expanding its development centre in Brno. Professional Facility Management has begun the construction of a building

for 200 people. Six years ago Red Hat established its operation in Brno with the support of CzechInvest and this office has grown to be one of its largest development centers globally. Today, Red Hat employs close to 400 people in the Czech Republic.

The **TPCA plant**, joint venture between PSA Peugeot Citroen and Toyota Motor Corporation, celebrated the production of its two millionth vehicle. In the Czech Republic TPCA produces the Toyota Aygo, Peugeot 107 and Citroen C1. Operations started with CzechInvest's support in February 2005.

US Federal Aviation Administration has awarded Type Certificate to **GE Aviation's** turbo-propeller engine H80. The engines manufactured in the Czech Republic may thus be put into operation in Q4 2012. Thrush 510G will be the first aircraft to use the engines, followed by L410 from Kunovice based Aircraft Industries.

The **Goodman Group** will build a production facility for SAS

Autosystemtechnik in Mlada Boleslav. Cockpits for cars will be manufactured on location and supplied to the Skoda Auto plant for assembly. Investment totals CZK 444.6 million (\$23.55 million). Roughly 500 new jobs will be created.

Olomouc City Council has decided about the location of the new building of the VTP UP Olomouc **Start-up Business Incubator**, based upon a request from Palacky University Olomouc. The structure will house 22 offices and 22 laboratories.

Central Bohemia Region Office has approved the plan of the firm PV Roztoky for the building of the **Roztoky II Science and Technology Plan** in the environmental impact assessment (EIA). The plan covers the expansion of the new state-of-the-art science and technology complex for the purpose of science and applied research. Work on the project is scheduled to start in the summer of 2012.

EU UN - PROCUREMENT SEMINAR

The 9th annual **EU UN - Procurement Seminar** was held at the Bohemian National Hall, the seat of the Consulate General of the Czech Republic, on April 23 - 25, 2012 in New York City. The seminar focused on companies interested in learning how to do business with the UN and

on specific industries. More than 50 UN representatives, 130 EU companies and 200 participants partook in the overwhelmingly successful, three day conference filled by presentations, workshops and networking. The interest in the seminar is high as the UN annually

purchases over \$14.5 billion in goods and services. The Czech Republic seeks that the seminar takes place again at the Bohemian National Hall in 2013. For more information, please visit www.eupf.org.

COMPANIES AND BUSINESSES

New **passenger car sales** grew 3.58 percent year on year to 43,529 cars in the first quarter of this year, and imports of used cars dropped 2.7 percent to 29,096 units, the Car Importers' Association announced. Researchers at the automotive division of PricewaterhouseCoopers expect growth to slow in the coming months, and that corporate clients who make bulk purchases to upgrade their fleets will play an important role.

Domestic **beer sales** on the whole were up 1 percent last year, though market leader Prazdroj, brewer of Pilsner Urquell, posted flat domestic sales in 2011. At the same time, the company's global output was up 1 percent to 9.9 million hectoliters. The number 2 producer, Staropramen, saw a 9 percent increase in domestic sales and an 8 percent rise in global output. Number 4 Budvar had sales growth of 5.5 percent.

After a two-year boom, the number of **discount websites** is falling fast in the Czech Republic. At the height of the boom last year, there were around 200 sites offering vouchers and discount coupons, mostly to restaurants and wellness centers, the most popular of which has been Slevomat.cz.

Skoda Auto agreed with unions to a 5 percent wage increase, a one-time bonus of CZK 20,000 (\$1,059.32) and a CZK 700 (\$37) per month raise of

the current CZK 100 pension supplements in April after weeks of tense negotiations and strike threats. Skoda's suppliers are not happy about the wage increases because their workers will now push for the same increase.

Molson Coors Brewing, producer of Carling and Coors Light beers, has acquired StarBev from CVC Capital Partners for USD 3.54 billion. This acquisition will enable Molson Coors to add popular brands like **Staropramen** to its portfolio and to expand outside its main regions of North America and the United Kingdom where lingering unemployment, aggressive competition and a growth in cocktail consumption have curbed demand for beer.

UK retail giant **Tesco** launched its online shopping portal Tesco Grocery Online (Tesco Potraviny online) in Prague and surrounding areas in January placing around 20,000 products, including groceries, household and office items, and products for children and pets on the market for online order and home delivery. The most popular e-shops in the Czech Republic are online department stores Alza.cz, Mall.cz and Kasa.cz, while the most popular category of products purchased by internet users in e-shops is consumer electronics and home appliances.

The number of smart-phone and tablet users continued to grow last year in the Czech Republic. About 10 percent of the population had a mobile Internet connection last year, according to the SPIR Association. Despite slipping out of favor on the global market, **Nokia smart phones** are still the favorites among customers and accounted for 45 percent of the market in 2011.

Czech fruit has been granted protected geographical status under EU law, making fruit the 32nd Czech food product that has been put on the list. Czechs had been seeking the status for the **Chelcice-Lhenice fruit**, which is grown in south and southwest Bohemia, for seven years. The Czech Republic ranks ninth among the EU members by the number of the protected products and is second after Poland among the EU newcomers.

Letiste Praha, operator of Prague's Ruzyně Airport, is officially part of the Cesky Aeroholding Group. The Finance Ministry signed a contract March 19 putting all shares into the group, making it the fourth company to be integrated into the holding company structure. The government had decided early last May that the airport would be incorporated into the holding company in two stages, so as not to violate the law prohibiting the sale of the airport.

The **biggest advertiser** in the Czech Republic last year was the company **Henkel** which bought advertising space worth CZK 1.39 billion (\$73.62 million) in list prices, followed by Procter & Gamble Czech Republic and Unilever CR. Procter & Gamble Czech Republic bought advertising space worth CZK 1.3 billion (\$68.86 million) and Unilever CR spent CZK 1.19 billion (\$63.03 million) on ads in 2011. The list price value of advertising bought by all the three companies was lower last year than in 2010. In contrast, advertising activity of companies Hyundai Motor Czech and Wrigley Confections CR showed the sharpest growth on the Czech

market in 2011. The value of their advertising in list prices more than doubled against 2010.

Tattoos have been growing in popularity over the past few years, especially among young professionals and women, according to the Association of Professional Tattooers and Piercers (APTP). Czechs spent around CZK 315 million (\$16.68 million) on tattoos last year, according to estimates from APTP, and despite the closure of a handful of parlors as a result of the crisis, the number of artists with business licenses for tattooing continues to grow, reaching around 450 last year.

Czech tram manufacturers are still among the most successful exporters, with new orders from the United States just signed and sales in Germany likely on the way. **Skoda Transportation** trams also run in Warsaw, Riga, and the Sardinian city of Cagliari, and the company recently won a tender to supply 31 trams to Miskolc in Hungary. Fellow Czech rival **Inekon Group** has been targeting markets further a field, and in February signed a contract with the US city of Seattle for the delivery of six new trams and an option for the city to buy 20 more, a deal worth \$26.6 million.

CEITEC - CENTRAL EUROPEAN INSTITUTE OF TECHNOLOGY

CEITEC - Central European Institute of Technology is a European centre of scientific excellence in the fields of life sciences and advanced materials and technologies. It is being developed by universities and research institutes in Brno, Czech Republic. CEITEC will create new working positions, ensure conditions for research excellence and enable effective cooperation with innovative companies.

CEITEC will grow to the worth of CZK 5.2 billion (\$275.4 billion) in Brno within the next three years. The institute will be utilized by up to 600 scientists and by over 1200 students, and also by Czech and foreign companies. It will also help the existing basic and applied research in the whole of the Czech Republic to achieve top levels. The state-of-the-art instruments and facilities will also be utilized by scientists and companies from the whole of the Czech Republic and abroad.

New modern laboratories of an area of 25,000 m² will grow in the University



Campus of Masaryk University in Brno - Bohunice and in the Brno University of Technology Campus "Pod Palackeho vrchem". Almost 700 special instruments and unique facilities will be selected and acquired based on the specific needs of scientific teams.

Multi-field CEITEC is in fact the first type of a scientific centre in the Czech Republic to integrate research and development in the fields of life sciences, advanced materials and technologies in such a large range. The research is divided into seven Research Programs: Nanotechnology and Microtechnology, Advanced

Materials, Structural Biology, Genomics and Proteomics of Plant Systems, Molecular Medicine, Brain and Mind Research and Molecular Veterinary Medicine.

The uniqueness of the centre is, apart from the integration into the international research network, based on the system of management stemming from the experience of the most significant world research institutions. The management and setting of the project is assessed by important foreign experts according to strict international standards; the internal language is English.

CZECH COMPANY MITAS OPENS PLANT IN IOWA

Mitas Tires North America, subsidiary of the Czech company MITAS, opened its newest radial farm tire factory in Charles City on April 26. Among the people who attended the grand opening were Ambassador of the Czech Republic Petr Gandalovic, Consul General Dana Hunatova, Iowa Governor Terry Branstad and Charles City Mayor James Erb. Mitas announced it would accelerate its \$52 million investment to achieve the full production capacity of 13,500 metric tons of tires a year by 2013, which is three years earlier than originally anticipated.

“Mitas is now an American-made brand,” said Tomas Nemeč, the chairman of Mitas’ parent company, CGS. “Mitas invites all farmers to buy tires made in the tractor town.”

The newly opened plant makes all common agricultural tire sizes and will eventually produce sizes of up to 54” diameter and 1,200 mm width. The last curing press will be installed by mid-2013. In April, the factory employed 76 full-time employees recruited locally, and by 2013 the plant will employ 237 local residents.

The Charles City facility received its ISO 9001 in March, and the National Safety Council has awarded it Gold-level Recognition for Incident Rate Excellence during 2011. The project



*Cutting of the ribbon;
from left: Ambassador Gandalovic; Tomas Nemeč (CEO of CGS), Governor Terry Branstad, Oldrich Slemr (CGS), Mayor James Erb; Photo courtesy of Mitas*

has received support from the Iowa Economic Development Authority, Charles City Development Corporation, Floyd County and North Iowa Community College.

“The American farmer will benefit from increased competition,” Nemeč added as Mitas has become the third radial agricultural tire producer in the United States. “Good tractor tires are worth their weight in gold,” said Senator Chuck Grassley (R) in his video message to Mitas. “A quality product is exactly what we need,” he added.

Mitas Tires North America, Inc., is a subsidiary of MITAS a.s. which is one of Europe’s leading producers of agricultural tires. Mitas manufactures and sells tires under three brand names: the company’s own Mitas and Cultor, and Continental under license. In addition, Mitas produces and distributes a wide range of Mitas-branded industrial and motorcycle tires. Mitas is a member of CGS a.s. Holding and operates three production plants in the Czech Republic, one in Serbia and one in the USA, and maintains a global sales and distribution network.



*Mitas plant in Charles City
Photo courtesy of Mitas*



*Tour of the Plant
from left: Tomas Nemeč (CEO of CGS), Governor Terry Branstad, Pavel Charvat (director of the Mitas plant); Photo courtesy of Mitas*

CZECH COMPANIES LOOKING FOR US PARTNERS

CBIC a.s.

CBIC, a.s., was founded in 2010 as a daughter company of the AGRA GROUP a.s. (www.agra.cz). One of the long-term goals of CBIC a.s. is the production of a Czech Pilsner-style beer in the USA.

For the purpose of the implementation of this challenging project, the company is looking for a person who could contribute to moving the project forward (any form of participation is welcome).

If you are interested in joining its team, then it would be preferable that you have US citizenship and would undergo a 3-6 month work internship in the Czech Republic. The company seeks that the person speaks at least some Czech in addition to English. Experience in marketing, business or finance in the area of FMCG would be a strong advantage. If this opportunity has sparked your interest and you would be interested in obtaining more information, then please do not hesitate to contact CBIC at info@cbic.cz.

EGO Zlin, s.r.o.

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

The company is looking for business partners and distributors in the US in order to provide first aid services to potential customers.

Contact: Ms. Jitka Suchankova
Address: U Pekarny 438, 763 14 Zlin, Czech Republic
Telephone: + 420 577 100 031
Fax: + 420 577 914 363
E-mail: js-export@egozlin.cz
Web: www.egozlin.cz

Glass beads, s.r.o.

Glass beads, s.r.o., is a one of the leading producers of traditional Czech glass beads – fire polished glass beads, round pressed glass beads, shaped pressed glass beads, table cut beads, imitation pearls and fashion costume jewelry. Beads are manufactured in a variety of colors (transparent, opal, opaque and specially mixed colors). The company also offers a wide range of finishes and decorations (vacuum coatings, color luster, color delays holes, etc.).

The company is seeking new customers and distributors on the US market.

Contact: Mr. Ales Drmla, Managing Director, Sales Manager
Address: Pelechov 59, 468 22 Zelezny Brod, Czech Republic
Telephone: +420 724 034 299
Fax: +420 483 392 666
Email: ales@glass-beads.cz , info@glass-beads.cz
Web: www.glass-beads.cz
E-shop: www.koralky-glass4u.cz

HAKEL-TRADE s.r.o.

HAKEL-TRADE, s.r.o., is a company representing the manufacturer of surge protection devices up to 1000V, ground fault detectors and measuring equipment for the SPD, under the brand name Hakel. Hakel has been in operation in the Czech market for 18 years and operates in 57 countries.

The company's goal is to find a strong and reliable partner for the distribution of its products on the US market.

Contact: Ms. Aneta Scebelova
Address: Bri Stefanu 980, 500 03 Hradec Kralove, Czech Republic
Telephone: +420 494 942 303
E-mail: info@hakel-trade.com
Web: www.hakel-trade.com

NEOGRAPH, a.s.

NEOGRAPH, a.s., manufactures mainly paper secured against counterfeiting and other types of graphic paper. It is the main and oldest security paper mill in the Czech Republic and Slovakia. It exports 80% of its production to more than 70 countries worldwide.

NEOGRAPH produces:

- more than 800 kinds of various security papers having different technical specification
- paper for passports, ID cards, driving licenses, spirit and tobacco tax labels, shares, transport tickets, post stamps (also self adhesive), checks, vouchers, entrance tickets, various certificates and many others
- paper secured by means of watermarks, fibers (visible or UV visible), full chemical protection, micro wires, security threads, holograms
- and has an internationally accredited laboratory for analysis of customers' samples

NEOGRAPH keeps the certificate ISO 900: 2009 for „Production, converting and sale of security papers.” The company's products also meet the strictest EU norms on security paper. The company is certified as an approved supplier e.g. by companies like Giesecke & Devrient (Germany) or Tullis Russell (Great Britain).

The company is looking for U.S. importers, distributors and wholesalers of its products.

Contact: Mrs. Stepanka Rysankova, Key Account Manager
Address: Litomericka 272, 41108 Steti, Czech Republic
Telephone: +420 326 539 126
Fax: +420 326 539 127
GSM: +420 724 262 391
Email: Stepanka.rysanekova@neograph.cz, neograph@neograph.cz
Web: www.neograph.cz

Magsy, s.r.o.

Magsy, s.r.o., is a magnetic separators manufacturer. It is currently looking for a Sales Representative for the US market.

The company requires:

- Technical expertise is of an advantage
- Must be willing and able to travel around the US
- Must have excellent interpersonal and communication skills and analytical skills
- English is a must, Czech is an advantage
- Flexibility

- Advanced knowledge of Microsoft Office: Outlook, Word and Excel

The company offers:

- Motivating job in a strong European company, which is fully independent and not driven by foreign corporate headquarters
- High level of independence
- Interesting salary + commission on sales
- In the future, the company expects to establish an office in the US

- To apply, please send your CV to magsy@magsy.cz

Moravska Ustredna Brno (MU Brno)

MU Brno is the biggest producer of textile and plush toys in the Czech Republic. It delivers its products to more than 27 countries in the world. Its product range consists of:

- Textile and plush toys
- Costumes and promotional masks
- Souvenirs and promotional gifts
- Functional wear – NanoSilver

Its experienced designers are specialized in the above-mentioned assortment. It is able to execute an order from the first idea to the final product. They produce many licensed products. The best world wide known license motif of its collection is Mole © Zdenek Miler.

The company is looking for distributors on the US market.

Contact: Ms. Vera Macikova
Address: Bohunicka 52, 619 00 Brno-Horni Herspice, Czech Republic
Telephone: +420 547 101 981
Fax: +420 547 101 999
Email: macikova.vera@mubrno.com, export@mubrno.com
Web: www.mubrno.com

Pavol Floris

Pavol Floris develops and produces wind-powered, mobile and manual pumps for pumping drinking or non-drinking water with the possibility of connection to a storage tank. It also produces small wind power plants. The company is looking for new customers on the US market.

Contact: Mr. Pavol Floris
Address: Levobrezni 8, 19000 Praha 9, Czech Republic
Telephone: +420 724 840 937
E-mail: p.floris@centrum.cz
Web: p.floris.sweb.cz

PERLEX

Perlex is a producer and exporter of wax beads - glass imitation of sea pearls. Perlex was founded 1995 in Jablonec nad Nisou, a region well-known for its traditional production of costume jewelry. It exports semi-finished or finished products, fire polished and pressed beads.

The company is looking for new customers on the US market.

Contact: Ms. Martina Kolarova
Address: Chelcickeho 5, 466 02 Jablonec nad Nisou, Czech Republic
Telephone: +420 483 312 671
Email: bittner.perlex@volny.cz
Web: www.perlex-jablonec.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/.

May 17, 2012

SDFI 2012

IT Service Desk Forum International
Venue: Holiday Inn Brno
Organizer: BVV Trade Fairs Brno, Q4IT
Phone: +420 602 203 156
Email: info@Q4IT.cz
Web: www.sdfi.eu

June 5 – 6, 2012

Brnosafety

International Conference on Road Safety
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Phone: +420 541 152 915
Fax: +420 541 153 042
Email: autosalon@bvv.cz,
brnosafety@bvv.cz
Web: www.bvv.cz/en/brnosafety

June 23 – 24, 2012

INTERCANIS

International Dog Show
Venue: Brno Exhibition Centre
Organizer: BVV Trade Fairs Brno
Phone: +420 541 152 168
Fax: +420 541 153 068
Email: etomaskova@bvv.cz
Web: www.bvv.cz/vystavy-psy

August 19 - 21, 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

May 17 – 20, 2012

Book World Prague

International Book Fair
Venue: Palace of Industry, Prague Exhibition Grounds
Organizer: Svet knihy
Phone: +420 224 498 236
Fax: +420 224 498 754
Email: info@svetknihy.cz
Web: www.bookworld.cz/en

May 17 – June 2, 2012

Czech Beer Festival

Venue: Exhibition Center Prague Holesovice
Organizer: Cesky pivni festival
Phone: +420 224 214 775
Email: info@pivnifestivalpraha.cz
Web: www.cesky pivnifestival.cz/en

May 25 – 27, 2012

Tattoo Convention Prague

Venue: Palace of Industry, Prague Exhibition Grounds
Phone: +420 777 818 082
Email: info@tattoo-convention.cz
Web: www.tattoo-convention.cz

June 5 – 7, 2012

Pragoalarm/Pragosec

International Fair for Security & Fire Protection
Venue: Exhibition Center Prague Holesovice
Organizer: Incheba Praha
Phone: +420 220 103 111
Fax: +420 233 379 450
Email: alarm@incheba.cz
Web: www.pragoalarm.cz/en

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 a 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: Ms. Zuzana Pittnerova
Email: chicago@czechtrade.cz

CzechInvest

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

USA - West Coast Operations Office

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USA - East Coast Operations Office

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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

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