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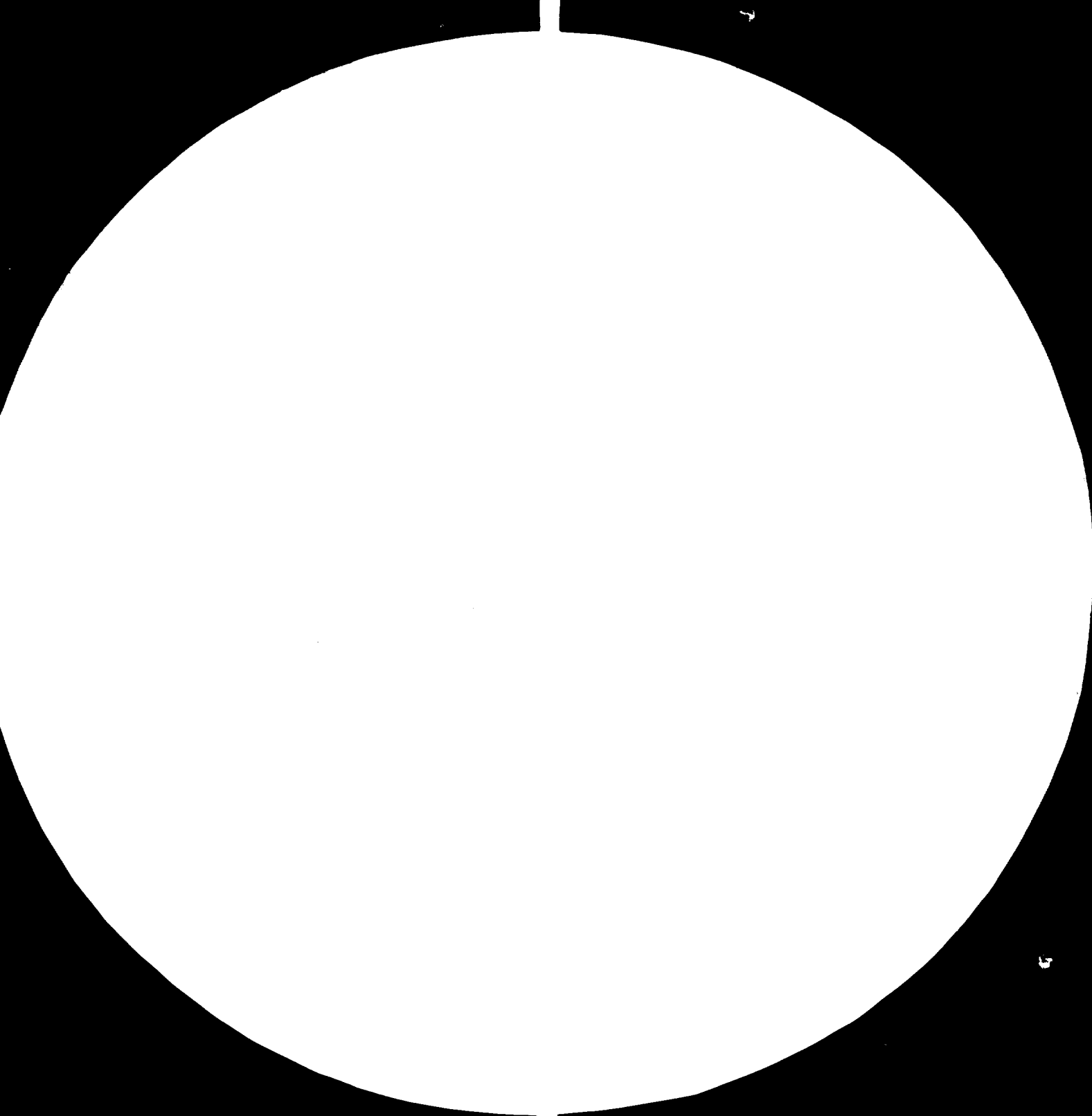
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F I N A L R E P O R T

on the assignment UC/INT/78/120/B/11.01/31.1.B "To screen and list enterprises in Czechoslovakia which are suitable and willing to co-operate in industrial projects in developing countries"

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Prague - September 1982

Czechoslovakia is an industrially advanced country. It has achieved a high level of industrial production output whose per capita volume four times exceeds the world's average figure.

Czechoslovak engineering products are of long tradition; same holds true for the products of its glass, ceramic and textile industries.

A considerable portion of national income is generated through external economic relations. Their core is represented by economic co-operation with socialist countries, above all with the member countries of the Council for Mutual Economic Assistance /CMEA/, which are responsible for some 70 per cent of the Czechoslovak foreign trade turnover. This creates prerequisites for a planned, dynamic development of the Czechoslovak national economy through securing the required raw materials and certain engineering products in exchange for products of the Czechoslovak engineering industry and other industrial sectors.

The remaining portion of the Czechoslovak foreign trade turnover is effected with non-socialist countries, out of which one-third is represented by trade with developing countries. Czechoslovakia is interested in further developing and deepening its economic relations with developing countries on a mutually advantageous and long-term basis. At present, some 60 per cent of Czechoslovak exports to these countries consist of machinery and equipment. Prevailing in Czechoslovak imports from developing countries to date are raw materials and tropical foodstuffs.

Present stage of the economic co-operation with developing countries can be characterized as a stage of transition to more advanced forms, e.g. purchase of licences and their repayment in the form of licensed products, joint production and specialization, subcontracting, joint ventures, co-operation on third markets. Exchange of goods and services as well as delivery of complete industrial plants including massive technical

assistance still remain, however, important components of industrial co-operation schemes between Czechoslovakia and interested developing countries. The interest in advanced forms of industrial co-operation has been clearly manifested during the present project.

Czechoslovak external economic policy stems from the needs of the development of its national economy and is based upon the principle of the development of economic co-operation with all countries, irrespective of their political and economic system.

The forms, methods and tools of the management of Czechoslovak external economic relations stem from the basic principles of its socialist economy, based upon socialist production relations. The above principles include planned development of external economic relations.

The plan of foreign trade is drawn up upon the basis of the State national economic plan. Its basic indicators are interlinked with the economic plans of those sectors of national economy which take part in the international division of labour. Foreign trade plans /both five-year plans and annual plans/ set forth the foreign trade perspectives on the basis of the development of national economy as determined by the respective plan, of the expected development of the partner countries' economies, of the expected trends of development of international economic and trade relations, foreign markets, etc.

The present economic policy in Czechoslovakia is aimed at saving and concentrating capital investment on most effective output through the intensification of national production results, and more active participation in the international division of labour through economic complementarity.

The elaboration of the foreign trade plan and, in particular, its effective implementation is influenced by a number of tools - budgetary tools, tools of foreign-exchange, financial

and credit policy, pricing policy.

Responsible to the Government for the implementation of foreign trade in accordance with the policy targets of the national economic plan is the Minister of Foreign Trade. The management of foreign trade is based upon the principle of the State monopoly of foreign trade.

Foreign trade policy /i.e. the State's economic policy in the field of foreign trade/ covers economic relations with all countries of the world with which Czechoslovakia maintains mutually advantageous and equal relations as well as with various international economic organizations, etc. Czechoslovak foreign trade is based upon mutually advantageous bilateral and multilateral agreements and treaties.

In accordance with the State monopoly of foreign trade, practical implementation of foreign trade transactions and operations is in Czechoslovakia entrusted to specialized foreign trade corporations, subordinated to the Federal Ministry of Foreign Trade, which assume full responsibility for the fulfilment of targets and obligations in the field of external economic relations with respect to both foreign and Czechoslovak partners. All organizations entrusted with the carrying of foreign trade activities are independent legal entities.

The following are the main principles which guide the activities of the above corporations:

- In principle, one type of product is sold and/or purchased /exported and/or imported/ by a single relevant corporation, the aim being to ensure a single foreign trade policy for all Czechoslovak manufacturers and consumers;

- Each foreign trade corporation /both commodity-oriented and service-oriented/ is entrusted to deal with a compact assortment of products /or services/ belonging, as a rule, to a single branch. Exceptions concern mainly the deliveries of large complete plants, etc.

Basically, the following types of foreign trade corporations exist in Czechoslovakia:

1. Foreign trade corporations which represent independent socialist organizations established for the implementation of foreign trade operations. In carrying out such operations, they assume obligations in their own name and account. They cannot be held responsible for obligations assumed by the State as well as the State does not assume any responsibility for their obligations.

2. Joint-stock foreign trade corporations or enterprises which are of the nature of socialist organizations, too. These are established by Czechoslovak manufacturing organizations /usually by several such organizations jointly/ with the aim of ensuring exports of their products or imports of certain goods which they need. Participation of other socialist organizations, e.g. banks, is also possible.

3. Foreign trade corporations which represent an immediate part of large manufacturing organizations.

4. Co-operative foreign trade corporations which carry out foreign trade for Czechoslovak manufacturers' or consumers' co-operative societies. These corporations are above all active in the trade with co-operative organizations abroad.

All the above corporations take methodological and trade policy guidance from the Federal Ministry of Foreign Trade, and operate in accordance with the Czechoslovak State plan of foreign trade.

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In accordance with the instructions by the UNIDO Secretariat and in consultation with the respective foreign trade corporations, I made a selection of some 50 Czechoslovak manufactur-

ing enterprises and plants which I considered suitable for and presumed their interest in the participation in industrial projects in developing countries.

As explained in the introductory part, these manufacturing enterprises can, in accordance with valid Czechoslovak regulations, co-operate with partners in developing countries only through the mediation of corporations entrusted with foreign trade. What is important, however, is the fact that such co-operation is based upon the design, technological and manufacturing capabilities of respective Czechoslovak manufacturing enterprises and plants. From the technological point of view, all requests are above all considered by specialists from manufacturing enterprises and this is also true for field analyses.

Czechoslovak manufacturing enterprises are integrated into large manufacturing organizations - concerns, trusts and associations. As derived from the State economic plan, these organizations determine manufacturing programmes for their individual enterprises to provide both for the satisfaction of domestic needs and for exports. In order to fulfil the detailed targets in the field of exports and imports, individual enterprises conclude contracts with relevant foreign trade corporations.

On the basis of the above selection, I visited the following general managements and, with their consent, also some of their manufacturing enterprises or plants:

1. Československé automobilové závody - ČAZ 'Czechoslovak Automobile Works/, a group of enterprises manufacturing road transport equipment, e.g. ŠKODA and TATRA passenger cars, trucks and lorries of various types /ŠKODA-LIAZ, TATRA, AVIA, PRAGA/, JAWA and CZ motorcycles, bicycles /ESKA, VELAMOS, FAVORIT/, and parts and accessories thereof as well as garage equipment.

The ČAZ group consists of 20 manufacturing enterprises and their products are exported by foreign trade corporations MOTOKOV, PRAGOINVEST, STROJEXPORT, STROJIMPORT and MERKURIA.

Apart from the ČAZ General Management, the following enterprises were visited and interviewed:

1.1. AVIA Letňany. Main manufacturing programme: AVIA trucks /manufactured under a licence from M/S SAVIEM, France/ and PRAGA trucks.

1.2. LIAZ Jablonec /Liberec Automobile Works/. Main manufacturing programme: trucks, truck frames, chassis for special vehicles, Diesel engines for trucks.

1.3. Brandýské strojírný a slévárny /Brandýs Engineering and Foundry Works/. Main manufacturing programme: dump trucks, city sweeper and flusher cars, truck trailers and semi-trailers, malleable cast iron castings.

2. Československé vagónky Praha /Czechoslovak Railway Wagon Works/, a group of enterprises manufacturing passenger coaches and wagons, including special-purpose wagons. They also manufacture pumping stations for oil and gas pipelines.

Their products are exported by the STROJEXPORT Foreign Trade Corporation, Praha.

3. Československé vzduchotechnické závody /Czechoslovak Air Engineering Works/, a trust of enterprises with General Management in Prague.

The trust comprises five manufacturing enterprises which produce dust removing equipment, pneumatic haulage equipment, air engineering installations of all types, including high-comfort air conditioning equipment, axial and radial fans, separators, filters, bulk transport containers, driers, smoke houses, etc.

Their products are exported by foreign trade corporations STROJEXPORT, TECHNOPOL and MOTOKOV.

I visited the Works' General Management and two of their enterprises:

3.1. Liberecké vzduchotechnické závody /Liberec Air Engineering Works, Liberec/

Main manufacturing programme: ventilation systems, heating installations, atmospheric air filters, terminal elements for high-pressure air conditioning installations.

3.2. JANKA ZRL, Radotín

Main manufacturing programme: air conditioning equipment, ventilation and exhaustion equipment, air heating equipment, fans for nuclear power plants.

4. CHEPOS, Závody chemického a potravinářského strojírenství, Brno /CHEPOS Group - Chemical and Food Industry Engineering Works, Brno/ consists of 14 manufacturing enterprises.

Main manufacturing programme:

/a/ Chemical industry equipment - equipment for oil refineries and petrochemical industry, tyre production equipment, machinery and equipment for the plastics industry.

/b/ Food industry equipment - machinery and equipment for beet and cane sugar mills, breweries, flour mills, silos and fodder plants, milk processing, refrigerating plants, equipment for bottling shops and commercial kitchens.

/c/ Other fields - cranes, foundry machinery and equipment, central heating equipment, lifting mechanisms, etc.

I visited the Works' General Management at Brno and four enterprises:

4.1. Královopolská strojírna /Královopolská Engineering Works/.

Main manufacturing line: equipment for chemical and petrochemical industries, water installations, special cranes, steel structures, etc.

4.2. ZVÚ Hradec Králové /ZVU Engineering Works, Hradec Králové/

Main manufacturing programme: plants and equipment for breweries and sugar mills, urea production plants, etc.

4.3. Továrny mlýnských strojů, Pardubice /Flour Milling Machinery Plant, Pardubice/

Main manufacturing programme: fodder plants, silos, flour milling machinery, conveyor furnaces for bakeries, rendering plants, installations for post-harvest grain treatment.

4.4. Chotěbořské strojírny, Chotěboř /Chotěboř Engineering Works/

Main manufacturing programme: bottle filling equipment, tanks for chemical and food industries.

Products manufactured by the CHEPOS group of enterprises are exported by foreign trade corporations TECHNOEXPORT, TECHNOPOL, STROJIMPORT, MOTOKOV, MERKURIA and ŠKODAEXPORT.

5. ČKD Praha /ČKD Group Praha/

The group consists of 9 manufacturing enterprises and a specialized foreign trade corporation - PRAGOINVEST.

The ČKD group's manufacturing programme includes Diesel locomotives, machinery and equipment for the processing of minerals, Diesel engines and Diesel generating sets, trams, compressor plants, compressors, cooling and deep-freeze plants, electrical machines and equipment, rail vehicle electrical equipment, transformers and rectifiers, semiconductor components and applications, mobile and portal cranes, deep-mining equipment, gearboxes and electromagnetic couplings.

I visited the group's General Management in Prague, its PRAGOINVEST Foreign Trade Corporation and four manufacturing enterprises:

5.1. ČKD Praha, závod Kompresory /ČKD Compressor Works, Praha/

Main manufacturing line: stationary water-cooled piston compressors, horizontal turbo-compressors, positive displacement compressors and vacuum pumps, compressor houses.

5.2. ČKD, závod Chocẽň /ČKD Works, Chocẽň/

Main manufacturing programme: cooling and freezing plants and piston engine /Diesel/ accessories.

5.3. ČKD SLAVIA Napajedla /ČKD SLAVIA Diesel Engine Works/

Main manufacturing programme: Diesel electric sets and small SLAVIA Diesel engines.

5.4. ČKD Přerovské strojírny, Přerov /ČKD Engineering Works, Přerov/

Main manufacturing programme: complete cement plants, cement plant machinery and equipment, ceramic plants, lime and brick-making plants.

6. ELITEX, koncern textilního strojírenství, Liberec /ELITEX, Textile Engineering Concern, Liberec/

The group comprises 11 manufacturing enterprises and its manufacturing programme includes:

Machines and equipment for wool, cotton and synthetic fibre spinning mills, for yarn preparation departments of weaving and knitting mills, for cotton, silk and synthetic fibre weaving mills, for the manufacture of non-woven textiles, hosiery mills, equipment for linen, underwear and leather garment industries, for the production and processing of artificial fibres, etc.

The concern's products are exported by the INVESTA Foreign Trade Corporation, Praha and the TECHNOPOL, Foreign Trade Corporation, Bratislava.

I visited the concern's General Management and two of their main enterprises:

6.1. ELITEX Works, Ústí nad Orlicí

Main production line: spindle-less spinning machines, crimping machines.

6.2. ELITEX Works, Týniště nad Orlicí

Main manufacturing programme: weaving technology - hydraulic jet looms, gripper looms.

7. SIGMA Concern, Olomouc

SIGMA Concern, Olomouc associates 14 firms manufacturing pumps, pumping equipment and stations, fittings, pipings, boilers, irrigation systems, water treatment plants and equipment. It also comprises a corporation exporting these products - INTERSIGMA, Praha and designers and suppliers of complete plants in the field of pumping technology - SIGMA, Inženýrsko-projektová koncernová organizace, Olomouc /SIGMA Engineering and Design Organization, Olomouc/.

I visited the group's General Management, the Engineering and Design Organization at Olomouc and the INTERSIGMA exporting organization in Prague.

8. PRAGO-UNION - Trust podniků strojírenského spotřebního zboží, Praha /PRAGO-UNION, Group of Manufacturers of Industrial Consumer Goods, Praha/

The group manufactures domestic electric appliances /vacuum cleaners, mixers, electric irons, razor blades, electric shavers, bicycles, baby-carriages, etc./

9. SLP - Stavební strojírenství a lehká prefabrikace, Praha-Zličín /SLP - Contractor's Machinery and Light Prefabrication Elements, Praha - Zličín/, a trust of enterprises which supplies machinery and equipment for the building industry. Their manufac-

turing programme comprises machines and processing equipment for silicate prefabrication, brick-making plants, ceramic plants, equipment for the stone industry, fly ash processing, for the exploitation of gravel sands and for the production of expanded perlite. They also manufacture drying units, gantry cranes, building lifts, quarry drills, straighteners, benders and cutters of building iron and wires, palsterring machines, bucket-wheel excavators, etc. They deliver complete light prefabrication complexes, including their design.

The group's products are exported by foreign trade corporations STROJEXPORT, PRAGOINVEST, MERKURIA and KOVO.

A visit was made to the group's General Management at Zličín, near Prague.

In this connection, a mention should be made of the activities pursued by the UNIDO-Czechoslovakia Joint Programme for International Co-operation in the Field of Ceramics, Building Materials and Non-metallic Minerals Based Industries, Plzeň, Czechoslovakia. The Programme carries individual training of technicians and engineers from developing countries, testing of raw materials together with related geological and technological research, pilot plant demonstration, economic evaluations, selection of appropriate technology, energy conservation studies in silicate industries, etc. Thus, industrial co-operation available from the above manufacturing group in the field of silicate industries and their plant and equipment can usefully be complemented by the services offered by the Joint Programme.

10. STROJOBAL, Branch Enterprise, Hradec Králové

STROJOBAL manufactures food-industry machines, e.g. machines for sugar mills and distilleries, exported by the TECHNOEXPORT Foreign Trade Corporation, as well as wrappers and cans for food products.

11. TESLA Concern Praha

This group of 8 enterprises manufactures electronic equipment for investment purposes, e.g. broadcast and TV transmitters, studio equipment, etc. Their products are mainly exported by foreign trade corporations INVESTA and KOVO.

I made a visit to the TESLA Praha General Management and to one of its enterprises located in Prague:

11.1. TESLA Strašnice

This is an enterprise specializing in the manufacture of telecommunication technology.

12. TESLA Concern Brno

This concern comprises 8 enterprises specializing in the manufacture of measuring and laboratory equipment and apparatus. Its manufacturing programme includes electronic microscopes, apparatus for nuclear power engineering, laser measuring instruments, measuring instruments for medical purposes, technological equipment for microelectronics, etc. These products are mainly exported by the KOVO Foreign Trade Corporation.

Apart from the concern's General Management in Brno, I visited one of its enterprises located at Liberec.

12.1. TESLA Liberec

The enterprise specializes in the manufacture of electronic equipment for textile machines as well as of electronic devices for fire-protection systems.

13. TESLA Concern Bratislava

The above group consisting of 6 enterprises manufactures domestic electronic appliances, e.g. black-and-white and colour TV sets, radio receivers, record players, tape recorders, etc. The group's products are mainly exported by foreign trade corporations KOVO and MERKURIA.

14. TESLA Concern Rožnov

The above group of 9 enterprises specializes in the manufacture of electronic components. They manufacture integrated circuits, semiconductors, vacuum technology, X-ray picture technology, time meters as well as special-purpose equipment for the manufacture of semiconductors.

15. Továrny strojírenské techniky, TST Praha /TST Machine-Building Engineering Works, Praha/

The group associates 19 manufacturing enterprises and a specialized organization - INPRO.

Manufacturing programme: machine tools, forming machines, shoe-making machinery and equipment, surface finishing equipment, etc. They also deliver complete engineering plants.

The group's products are exported by foreign trade corporations STROJIMPORT, STROJEXPORT, INVESTA, MERKURIA, PRAGOINVEST, TECHNOEXPORT and MARTIMEX.

I visited the group's General Management in Prague, its INPRO specialized organization and the following manufacturing plants:

15.1. TST - Šmeralovy závody, Brno /TST Šmeral Works, Brno/

Main manufacturing line: various types of presses and forming machines, transfer lines made up of forming machines, screw-making automatic machines.

15.2. TST - Závody přesného strojírenství, Gottwaldov /TST - Precision Engineering Works, Gottwaldov/

This enterprise manufactures machine tools of various types, e.g. turret lathes and multi-spindle automatic machines, and shoe-making machines.

15.3. TST - TOS Čelákovice /TST - Machine Tool Works, Čelákovice/

Main manufacturing line: gear-making machines, medium-size centre lathes /diameter: 1,000 - 1,200 mm/, tool-room milling machines.

15.4. TST - TOS Trenčín /TST - Machine Tool Works, Trenčín/

This enterprise manufactures various types and sizes of centre lathes.

15.5. TST - TOS Hostivař /TST - Machine Tool Works, Hostivař/

This is an enterprise specializing in the manufacture of grinding machines of different types and sizes.

15.6. TST - INPRO specialized organization, Praha

TST - INPRO is a specialized organization which undertakes the design and delivery of complete engineering and other plants. INPRO is capable of rendering all-round expert assistance in the preparation of investment projects, during their implementation and plant commissioning. It also provides consulting and engineering services concerning the reconstruction and modernization of plants, shops and other manufacturing facilities.

16. ZSE - Závody silnoproudé elektrotechniky, Praha
/ZSE - Heavy-Current Electrical Engineering Works, Praha/

The above group associates 19 manufacturing enterprises, two research institutes and an export/import organization.

Manufacturing programme: electric motors, generators and alternators up to 1,000 kW, transformers, switchboards, L.V., M.V. and H.V. switchgears, electric welding machines, electric furnaces, cables and conductors, electrical installations components, insulators, carbon contacts, porcelain for electrical

installations, etc. The group also undertakes the design, delivery and erection of complete switch and transformer stations up to 400 kV, fully automated electric drives, etc.

Apart from the ZSE General Management in Prague and their export organization, I visited:

16.1. ZSE - BEZ Bratislava /ZSE Bratislava Electric Engineering Works/

Main manufacturing programme: transformers, electric motors and generators, welding equipment, control panels.

16.2. ZSE - MEZ Brno / ZSE - Moravian Electric Engineering Works, Brno/

Main manufacturing programme: various types of electric motors and generators.

16.3. ZSE - EP Jablonec nad Nisou /ZSE - Electric Engineering Works, Jablonec nad Nisou/

Main manufacturing programme: electrical apparatus and electrical installation material.

17. ZTS - Závody těžkého strojárstva, Martin /ZTS - Engineering Works, Martin/

This group comprises 7 enterprises, MARTIMEX Foreign Trade Corporation and four research and development institutes.

Main manufacturing programme: motor-generator locomotives, piston engines, cranes, shovel and bucket ladder excavators, metallurgical machinery and equipment, earthmoving machinery, construction and road-building machinery, etc.

The group's products are mainly exported by the MARTIMEX Foreign Trade Corporation and by STROJEXPORT, ŠKODAEXPORT, STROJIMPORT, MOTOKOV and FERROMET.

18. ZVS - Závody všeobecného strojírenství, Brno
/ZVS - General Engineering Works, Brno/

The group consists of 11 enterprises and specializes in the manufacture of printing machines, packaging machinery, jet looms, knitting machines, standard tools, pumping equipment, tanning machines, heating and boiling installations, aluminium extruding machines, non-ferrous metal forgings, etc.

The group's products are exported by foreign trade corporations INVESTA, MERKURIA, KOVO, TECHNOPOL and MOTOKOV.

I visited the group's General Management in Brno and one of its enterprises.

18.1. ZVS - Adamovské strojírnny /ZVS - Adamov Engineering Works/

Main manufacturing programme: printing machines and petrol stations equipment.

19. AGROZET, Brno

This group of 13 manufacturing enterprises specializes in the manufacture of agricultural machinery and equipment, e.g. agricultural tractors, loaders, special trucks for agriculture, harvesters, hop-picking machines, etc.

The group's products are exported mainly through the MOTOKOV Foreign Trade Corporation, Praha.

Following the discussion with the General Management's senior staff. I visited one of their enterprises, namely:

19.1. AGROSTROJ, Pelhřimov

This enterprise manufactures special agricultural trucks and lorries as well as milking equipment.

20. CHIRANA Stará Turá

The CHIRANA group consists of 6 enterprises specializing in the manufacture of medical equipment and apparatus. Their manufacturing programme includes, inter alia, X-ray apparatus /including mobile/, stomatology equipment, watercure equipment, injection instruments, monitoring medical instruments, etc.

Their products are exported by the CHIRANA Piešťany Foreign Trade Corporation.

21. STROJSMALT Bratislava

Comprising 12 large enterprises, the STROJSMALT group manufactures automatic washing machines, boilers, refrigerators, compressors, heat storage stoves, enamelled oven-ware, etc.

22. ZAVT - Závody výpočetní a automatizační techniky, Praha
/ZAVT - Computer and Automation Technology Works, Praha/

This group comprises 10 manufacturing enterprises and five research organizations.

Main manufacturing programme includes various types of automation and computer technology products, e.g. automatic control devices, numerical, analogue and control computers, including peripheral equipment, data processing, assembling, transfer and output equipment, electrical and mechanical measuring equipment and instruments, technology for automatic control of technological processes.

The group's products are exported by foreign trade corporations KOVO, STROJIMPORT and MERKURIA.

23. VÍTKOVICE, Železářny a strojířny Klementa Gottwalda, Ostrava
/VÍTKOVICE, Iron and Engineering Works, Ostrava/

This group specializes in metallurgical products as well as in the manufacture and delivery of heavy engineering plant and

equipment, including complete industrial plants.

Apart from the group's office in Prague, I visited one of its main engineering-oriented enterprises:

23.1. Žďárské strojírny a slévárny, Žďár nad Sázavou /Engineering and Foundry Works, Žďár nad Sázavou/

Main manufacturing programme: forming machines, hydraulic equipment, foundry plant and equipment, rolling mill equipment and products of engineering metallurgy.

24. ŠKODA Concern, Plzeň

The concern comprises a number of plants and enterprises with the following manufacturing programme:

Machinery and equipment for power engineering, metallurgy, engineering industry and transportation. The concern is also capable of delivery and erection of complete industrial plants in the field of steam and nuclear power stations, rolling mills, engineering and metallurgical works, etc.

The concern's products are exported mainly by their own ŠKODAEXPORT Foreign Trade Corporation and by TECHNOEXPORT, STROJIMPORT, PRAGOINVEST and FERROMET.

A visit and interview was made at the concern's Prague office and at the ŠKODAEXPORT Foreign Trade Corporation.

Following the visits and interviews in the selected manufacturing organizations, I undertook detailed interviews with senior staff of the relevant foreign trade corporations entrusted with exports of the formers' products.

The following foreign trade corporations were visited:

1. INVESTA Ltd., Praha 10, Kodaňská 46
2. KOVO Foreign Trade Corporation, Praha 7, Jankovcova 2

3. MARTIMEX Foreign Trade Company Ltd., Martin, Červenej Armády 1
4. MERKURIA Foreign Trade Corporation, Praha 7, Argentinská 38
5. MOTKOV Foreign Trade Corporation, Praha 4, Na strži 63
6. OMNIA Export-Import, Bratislava 1, Dunajská 4
7. TECHNOPOL Foreign Trade Company Ltd., Bratislava, Jašíkova 6
8. PRAGOINVEST Foreign Trade Corporation, Praha 9, Českomoravská 23
9. INTERSIGMA Export Corporation, Praha 1, Václavské nám. 60
10. ŠKODAEEXPORT Foreign Trade Corporation, Praha 1, Václavské nám. 56
11. STROEXPORT Foreign Trade Corporation, Praha 1, Václavské nám. 56
12. STROJIMPORT Foreign Trade Company Ltd., Praha 3, Vínohradská 184
13. TECHNOEXPORT Foreign Trade Company Ltd., Praha 1, Václavské nám. 1
14. ZSE Praha Concern, Praha 2, Blanická 28.

In addition to these commodity-oriented foreign trade corporations, I also consulted the POLYTECHNA Technical Co-operation Agency and TRANSAKTA Commercial Transaction Agency because of their close links with the purposes of the present project.

Results of these interviews are summed up in the enclosed roster forms and accompanying explanatory notes on each foreign trade corporation. Detailed catalogues are also made available to the UNIDO Secretariat.

Conclusions and recommendations

The response of the manufacturing enterprises and foreign trade corporations visited was generally very positive. The readiness to go beyond the simple equipment supply to developing countries was expressed and, in most cases, also the readiness to enter into some of the more advanced forms of industrial co-operation, except capital cash investment. Some interviewed corporations are willing to enter into joint ventures and nearly all are prepared to offer expertise in different fields.

As far as timing is concerned, it was generally indicated that the approached corporations are prepared to consider relevant and mutually advantageous proposals or requests any time from now on.

I therefore recommend that the enclosed roster forms be included into the UNIDO Roster of Resources.

Prague, 3 September 1982



František Š v a r c
International Industrial Co-operation
Expert

INVESTA Foreign Trade Company Ltd.
Kodaňská 46, 100 10 Praha 10

INVESTA Ltd. is specialized in the delivery of complete textile mills processing cotton, man made fibres and their blends as well as in the delivery of tanning and shoe-making machines.

In the field of textile machinery, it exports up to date technology and modern equipment, namely:

- Open-end /rotor/ spinning mills,
- weaving mills equipped with either conventional shuttle looms UTAS or shuttle-less looms such as air and water jet looms, OK or METAP gripper looms, a combination of weaving and knitting.

Apart from these, INVESTA Ltd. also delivers complete hosiery mills /for the manufacture of socks, stockings, upper-wear knitted goods, etc./.

Plants can be delivered on different bases:

- Turn-key,
- design of the construction part of the project to be executed by local contractor; design of the technological part including delivery, erection supervision, training and technical assistance to be provided by INVESTA Ltd.

Services offered:

- Technological and construction plans /project design/,
- delivery of equipment including auxiliary facilities,
- engineering,
- co-ordination with subcontractors,
- erection supervision,
- training of local personnel,
- technical assistance after commissioning.

Following is the programme of INVESTA Ltd. in the field of tanning and shoe-making machines:

1. Machines for hides and skins processing
 - Drums for all needs in the beam-house,
 - paddles,
 - fleshing machines,
 - splitting machines,
 - sammying machines,
 - shaving machines,
 - setting-out machines,
 - dryers,
 - Mollisa staking machines,
 - buffing machines,
 - spraying and padding machines,
 - ironing presses,
 - measuring machines,
 - bottom leather rolling machines

2. Shoe-making machines
 - Shoe components cutting machines,
 - shoe bottom parts preparation machines,
 - shoe upper parts preparation machines,
 - lasting machines,
 - bottom parts attaching machines,
 - shoe finishing machines,
 - PVC injection machines,
 - vulcanizing presses for rubber footwear

3. Sets of machines for processing hides and skins to different kinds of leather, including laboratories, civil engineering materials, equipment for auxiliary units, project documentation and services by specialists for plant erection and start-up

4. Sets of machines for the production of cemented and other footwear, including equipment for auxiliary units, civil engineering materials, project documentation and services by specialists for erection and start-up.



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ISIC:

Code No.:

1. Name of firm: INVESTA Foreign Trade Company Ltd.
2. Address: Kodaňská 46, 100 10 Praha 10
3. Telephone: 715
4. Telex: 122 341
5. Contact Name: Mr. Rudolf SKUHRA Position: Marketing Director
6. Working language: English, French, German, Spanish, Portuguese, Italian, Russian, Japanese, Arabic
7. Number of employees:
8. Turnover: (Gross sales)
9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment	<input checked="" type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input checked="" type="checkbox"/>	Management	<input checked="" type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input checked="" type="checkbox"/>
Turnkey project	<input checked="" type="checkbox"/>	Marketing	<input type="checkbox"/>

11. Timing: Any time

12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 5 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

KOVO Foreign Trade Corporation

Jankovcova 2, 170 88 Praha 7

KOVO Foreign Trade Corporation specializes in exports of the products of precision engineering industries, including spare parts and accessories.

Its export programme includes:

- Measuring equipment and systems for the automatic control of manufacturing processes,
- light sources,
- office machines, computing technology,
- printing machines,
- measuring and pumping equipment for fuels and oils,
- scientific laboratory and nuclear research instruments,
- industrial automation devices,
- passive electronic component parts,
- active electronic component parts,
- electroacoustic transducers,
- medium-wave broadcasting transmitters,
- TV transmitters,
- broadcast and TV measuring sets,
- mixing consoles,
- public telephone exchanges,
- telecommunication measuring instruments,
- electromechanical filters,
- wireless telephones,
- H.F. carrier equipment for power lines

- teleprinters,
- electronic telephone exchanges /Mitel licence/,
- private branch exchanges,
- telephone sets,
- public address systems.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: KOVO Foreign Trade Corporation
2. Address: Jankovcova 2, 170 88 Praha 7
3. Telephone: 8741111
4. Telex: 121 481, 121 483,
121 625
5. Contact
Name: Mr. Karel HEGER
Position: Deputy Director
General
6. Working language: English
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input type="checkbox"/>	Technical	<input type="checkbox"/>
Sale of technology	<input type="checkbox"/>	Training	<input type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 3 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

Enclosure 3

MARTIMEX Foreign Trade Company Ltd.
Červenej armády 1, 036 01 Martin

MARTIMEX represents the ZTS /Heavy Engineering / group of enterprises. Its export programme includes hydraulic components and elements, excavators, rolling mill equipment, building machines and earthmoving machines, hydraulic cylinders, agricultural tractors and engines, wheeled skidders, Diesel engines type PA - 4, mining Diesel-hydraulic locomotives, forming machines, special-purpose trucks, special cargo and passenger ships, technical floating equipment, hydraulic distributors, rail vehicle subassemblies, etc.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: MARTIMEX Foreign Trade Company Ltd.
/representing the ZTS /Heavy Engineering/ Group
2. Address: Červenej armády 1, 036 01 Martin
3. Telephone: 33311, 32331
4. Telex: 75379, 75524 mexmt c
5. Contact
Name: Mr. Ján NEČESANÝ
Position: Director, Commercial Policy Department
6. Working language: English, Russian, German, French
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input checked="" type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input checked="" type="checkbox"/>	Expertise	
Sub-contracting	<input checked="" type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input type="checkbox"/>	Training	<input type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 21 July 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

Enclosure 4

MERKURIA Foreign Trade Corporation

Argentinská 38, 170 05 Praha 7

MERKURIA's export programme covers engineering consumer goods, electrical and gas appliances, workshop tools and household articles, precision engineering and optical products, machinery and equipment for laundries, dry cleaning shops, ironing shops and public catering establishments, etc.

Of special interest for the project are dry cleaning machines, centrifuges, ironing machines, large capacity washing machines, electric ovens, dishwashers, universal whisking and mixing machines, cooling and deep-freezing equipment, lyophilization equipment. Another set of products manufactured by MEOPTA Přerov includes 16-mm portable sound film projectors, cassette projectors, overhead projectors and episcopes which are being exported to a number of developed and developing countries, e.g. Greece, Algeria, Iraq, Kuwait, Egypt, etc.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: MERKURIA Foreign Trade Corporation
2. Address: Argentinská 38, P.O.B. 18, 170 05 Praha 7
3. Telephone: 8736
4. Telex: 121 022 mera c
5. Contact
Name: Dr. Miroslav ŘÍHA Position: Director
6. Working language: English, French, German, Spanish, Russian
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input type="checkbox"/>	Technical	<input type="checkbox"/>
Sale of technology	<input type="checkbox"/>	Training	<input type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 2 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

MOTOKOV Foreign Trade Corporation

Na strži 63, 140 62 Praha 4

MOTOKOV's export programme includes the following main groups of products:

- Bicycles, bicycle components, chains
- JAWA and CZ motor cycles, mopeds /specialized services and spare parts are available in Afghanistan, Botswana, Guinea, Iraq, Iran, Kenya, Cambodia, Laos, Libya, Mongolia, Cyprus, Tunisia, Sudan, Vietnam, Zambia/
- ŠKODA passenger cars /specialized services and spare parts are available in Barbados, Costa Rica, some Caribbean islands, Chile, Egypt, Cyprus, Ivory Coast, Guatemala, Jordan, Kenya, Liberia, Lebanon, Malaysia, Malta, Nicaragua, Pakistan, Panama, Tunis, Turkey, Uruguay, Vietnam/
- Motor vehicle equipment, equipment for service stations and garages
- TATRA trucks /specialized services and spare parts available in Afghanistan, Angola, Ethiopia, Egypt, Iraq, Mozambique, Pakistan, Syria, Vietnam, People's Republic of Korea, Mongolia/
- ŠKODA-LIAZ trucks /specialized services available in the People's Republic of Korea, Egypt, Syria, Mongolia/
- AVIA trucks /specialized services and spare parts available in Algeria and the People's Republic of Korea/
- PRAGA mobile workshops /specialized services available in Ethiopia, Egypt, Iraq, Cambodia, Syria/
- BARUM tyres and other industrial rubber products
- ZETOR agricultural tractors /specialized services and spare parts available in Angola, Argentina, Bolivia, Colombia, Cyprus, Ecuador, Ethiopia, Iraq, Morocco, Mexico, Tunisia, Uruguay, Vietnam, Zambia/
- Agricultural implements /mainly for big farms/



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: MOTOKOV Foreign Trade Corporation

2. Address: Na strži 63, 140 62 Praha 4

3. Telephone: 4143590

4. Telex: 121 756, 121 821,
121 882, 121 907

5. Contact
Name: Mr. P. HURT

Position: Territorial Manager

6. Working language: English, Spanish, Russian, French, German

7. Number of employees:

8. Turnover:
(Gross sales)

9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment

Equipment supply

Joint venture

Expertise

Sub-contracting

Management

Licensing

Technical

Sale of technology

Training

Turnkey project

Marketing

11. Timing: Any time

12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 4 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

OMNIA Foreign Trade Corporation

Dunajská 4, 899 32 Bratislava

OMNIA exports products manufactured by more than 30 Czechoslovak manufacturing enterprises to 80 countries of all continents.

Export programme:

1. Household equipment - refrigerators, deep-freezers, compressors and other components, washing machines, water heaters, cooking stoves and stoves.
2. Bearings - antifriction and plain bearings
The manufacturing programme includes more than 7,000 types and sizes of bearings for various applications. Annual production amounts to 85 million units of which one-third is exported. As far as developing countries are concerned, bearings are exported to India, Brazil, Mexico, Iraq, Argentina, Egypt, Yugoslavia, etc.
3. Consumer electronics - radio receivers, TV sets, tape recorders, record players and their combinations.
4. Various industrial products - household and industrial fittings, material handling equipment, lighting equipment, sewing machines and knitting machines, battery casings, etc. Exports are oriented at present to Cuba, Nigeria, Cyprus, Saudi Arabia and Ethiopia.
5. Welding machines and equipment - since 1 January 1982 a new component of the OMNIA export programme. As far as developing countries are concerned, these products are exported to Vietnam and Yugoslavia.

OMNIA strives to supplement classical forms of trade activities by higher, more advanced forms based on long-term co-

operation and specialization agreements with a view to a more intensive integration of Czechoslovak national economy into the international division of labour. Certain useful results have been attained and activities of this kind are being intensified and extended.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: OMNIA Export-Import
2. Address: Dunajská 4, 899 32 Bratislava
3. Telephone: 574 41-5
4. Telex: 92226, 92227
5. Contact Name: Mr. Jozef TÓTH
Position: Marketing Director
6. Working language: English
7. Number of employees:
8. Turnover: (Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: Syria, Lebanon, Iraq, India, Thailand, Egypt, Nigeria, Mexico, Brazil, Argentina

Comments:

Category:

Interviewed by: F. Švarc

Date: 22.07.1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

Enclosure 7

TECHNOPOL Foreign Trade Company Limited
Jašíkova 6, 826 01 Bratislava

TECHNOPOL is a company whose export programme covers the machinery, equipment and complete plants

for the foodstuff industry,

namely for preliminary treatment and storage of grain

for grain milling

for milk processing

for meat processing

for bakeries

for citric acid production,

for feed milling plants,

namely for the processing of agricultural products

for the processing of animal waste

for the production of feed proteins

for the processing of plastics

for packing, filling and storage of various products.

The company is able to provide plans and blueprints, erection and technical assistance in connection with the delivery of complete plants.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC: 3111, 3112, 3116, 3117,
3122, 3134, 3560

Code No.:

1. Name of firm: TECHNOPOL Foreign Trade Company Ltd.
2. Address: Jašíkova 6, 826 01 Bratislava
3. Telephone: 295 486
295 841-5
295 851-5
4. Telex: 092 221
092 222
092 335
5. Contact
Name: Mr. Jozef BARTOŠOVIČ Position: Marketing Director
6. Working language: English, Russian, German, French, Spanish
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment <input type="checkbox"/>	Equipment supply <input checked="" type="checkbox"/>
Joint venture <input checked="" type="checkbox"/>	Expertise <input type="checkbox"/>
Sub-contracting <input checked="" type="checkbox"/>	Management <input type="checkbox"/>
Licensing <input type="checkbox"/>	Technical <input checked="" type="checkbox"/>
Sale of technology <input checked="" type="checkbox"/>	Training <input checked="" type="checkbox"/>
Turnkey project <input checked="" type="checkbox"/>	Marketing <input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: no preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 22.07.1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

PRAGOINVEST Foreign Trade Corporation

Českomoravská 23, 180 56 Praha 9

PRAGOINVEST was established in 1969 as successor of the Strojexport Foreign Trade Corporation. It has a staff of some 500 employees dealing in export/import operations all over the world.

PRAGOINVEST represents traditional manufacturers of Diesel engines and Diesel generating sets SLAVIA and ČKD in three enterprises, namely Napajedla, Hořovice and Hradec Králové, which are associated in the ČKD group.

Most of the exported stationary Diesel engines from 20 H.P. to 1,670 H.P. as well as marine Diesel engines and Diesel generating sets from 12 kVA to 1,450 kVA are destined to the developing countries of Asia, Africa and South America.

In co-operation with the specialists from the manufacturing enterprises and the ČKD Research Institute, PRAGOINVEST staff can investigate technical and economic conditions on the spot and offer complete feasibility studies for Diesel power plants for villages, cities, factories and regions.

Apart from the supply of equipment, PRAGOINVEST is capable of offering supervision on the erection, technical assistance during trial operation and commissioning, after-sale services including training facilities for local engineers either on the spot or in Czechoslovakia.

During the last 25 years, thousands of SLAVIA and ČKD/ŠKODA Diesel engines and Diesel generating sets have been supplied to developing countries, e.g. Egypt, Nigeria, Peru, Burma, Indonesia, India, Syria, Iraq, Iran, Afghanistan, Turkey, etc.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC: 3821 Diesel engines
3831 Electricity generating plants

Code No.:

1. Name of firm: PRAGOINVEST Foreign Trade Corporation

2. Address: Českomoravská 23, 180 56 Praha 9

3. Telephone: 822 741
326 341

4. Telex: 122 379 PRAHA
122 601 PRAHA

5. Contact

Name: Mr. Jiří PETERKA

Position: Director

6. Working language: English, Spanish, German, Russian, French

7. Number of employees:

8. Turnover:
(Gross sales)

9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment

Joint venture

Sub-contracting

Licensing

Sale of technology

Turnkey project

Equipment supply

Expertise

Management

Technical

Training

Marketing

11. Timing: Any time

12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 4 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

PRAGOINVEST Foreign Trade Corporation

Českomoravská 23, 180 56 Praha 9

PRAGOINVEST was established in 1969 as successor of the Strojexport Foreign Trade Company.

In the field of exports of complete plants, it represents the Přerov Machine Building Works, an enterprise associated with the ČKD Concern.

The export programme includes machinery and equipment for the following complete plants:

- Cement plants,
- lime plants,
- building brick-making plants,
- ceramics plants of the production of H.T. and L.T. insulators, wall and floor tiles, refractory materials, utility porcelain, sanitary ware, Keramzite, Bentonite
- stone crushers.

The services offered include: survey of building and raw material sites, geological research, testing of raw material samples, elaboration of preliminary studies, final feasibility studies, supply of project documentation, supply of equipment, supervision on the erection, technical assistance during trial operation and commissioning, transfer of know-how, training facilities for local engineers either on the spot or in Czechoslovakia.

Projects can be set up on a turn-key basis, cash and/or credit terms.

Since 1955, more than 100 complete plants have been supplied by PRAGOINVEST to Ghana, Egypt, Brazil, Bolivia, India, Bangladesh, Sri Lanka, Iran, Iraq, Yemen, Afghanistan, Turkey, Spain, Yugoslavia, etc.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC: 3691 refractories, wall tiles
3692 cement

Code No.:

1. Name of firm: PRAGOINVEST Foreign Trade Corporation

2. Address: Českomoravská 23, 180 56 Praha 9

3. Telephone: 822 741
826 341

4. Telex: 122 379 PRAHA
122 601 PRAHA

5. Contact

Name: Mr. Jiří PETERKA

Position: Director

6. Working language: English, Spanish, German, Russian, French

7. Number of employees:

8. Turnover:
(Gross sales)

9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment

Equipment supply

Joint venture

Expertise

Sub-contracting

Management

Licensing

Technical

Sale of technology

Training

Turnkey project

Marketing

11. Timing: Any time

12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 4 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO P.O. Box 300, A-1000 Vienna, Austria.

INTERSIGMA Export Corporation

Václavské náměstí 60, 111 87 Praha 1

INTERSIGMA Export Corporation exports products of the SIGMA group - pumping equipment, industrial valves and water conservancy plants. The group has its own research and development base in the SIGMA Research and Development Institute for Pumps and Industrial Valves at Olomouc. Products bearing the trademark of Neptune's trident are exported to eighty-five countries.

Export programme:

Pumps: pumps for power stations, coal mines, coal pits and metallurgical works, chemical industry, food industry, agriculture, water systems, civil engineering and for general use. Equipment for sprinkler irrigation of up to 50 hectares, including pipes, fittings, sprinklers and other equipment.

Complete plants: Irrigation systems including project design, city sewage plants, industrial sewage plants, water treatment plants, medium and large-size, compact water treatment plants 1 - 20 litres per second, stationary and mobile, delivery of pipes and assemblies, complete water supply systems for industrial enterprises, pumping stations, design of technological equipment and buildings.

Industrial valves: Industrial valves for chemical industry, power stations, water systems, food industry and special valves.

Pipings: Long distance steel pipelines, industrial technology pipelines and pipings, connecting pipings, pipings for nuclear power plants and for high pressure synthesis.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: INTERSIGMA Export Corporation of SIGMA Concern
2. Address: Václavské náměstí 60, 111 87 Praha 1
3. Telephone: 242 951-5
549 374
4. Telex: 12 12 05
12 19 09
5. Contact Name: Mr. Miroslav ČERNÝ
Position: Commercial Director
6. Working language: English
7. Number of employees:
8. Turnover: (Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input type="checkbox"/>
Sale of technology	<input type="checkbox"/>	Training	<input type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 5 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

ŠKODAEEXPORT Foreign Trade Corporation

Václavské náměstí 56, 113 32 Praha 1

ŠKODAEEXPORT is specialized exporter of complete industrial plants, complete installations and technological sections. It represents enterprises with over one-hundred-year old tradition in mechanical and metallurgical engineering production, e.g. ŠKODA Plzeň, ČKD Blansko, Brno First Engineering Works, ČKD Dukla, Vítkovice, SES Tlmače, ZTS Dubnica, etc.

The corporation exports equipment for power and metallurgical industries /power stations, rolling mills, steel mills, metallurgical works, coking plants, aluminium plants, engineering metallurgy plants/, tobacco machines, electric locomotives and trolleybuses, as well as machinery and equipment for the foundry, textile, food, chemical and rubber industries and for the manufacture of combustion engines and electric motors, etc.

ŠKODAEEXPORT is able to carry out various projects and render the following services:

- Working out of project and process documentation,
- construction site surveys,
- training of local specialists for the start-up of production shops and operations,
- delivery of machinery and installations, including erection,
- servicing and spare parts delivery,
- turn-key deliveries, including auxiliary shops and operations, etc.



UNIDO
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC: 382, 383, 384

Code No.:

1. Name of firm: ŠKODAEEXPORT Foreign Trade Corporation
2. Address: Václavské náměstí 56, 113 32 Praha 1
3. Telephone: long distance to Praha - 240851, city calls - 2131
4. Telex: 122 413, SKEX - C
5. Contact
Name: Mr. Milan ROCH Position: Deputy Director
6. Working language: English, Spanish, German, Russian, French
7. Number of employees:
8. Turnover: (Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input type="checkbox"/>	Management	<input type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input checked="" type="checkbox"/>
Turnkey project	<input checked="" type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Šverc

Date: 3 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A 1400 Vienna, Austria

STROJEXPORT Foreign Trade Corporation
Václavské náměstí 56, 113 26 Praha 1

The Corporation's export programme includes electrical engineering products and equipment, including hardening shops and electric induction furnaces, equipment for the manufacture of pre-fabricated concrete units and elements, equipment for coal mining and dressing, road-building and construction machinery, steel structures for buildings and bridges, narrow gauge locomotives and passenger coaches and trucks, shipyard and port equipment, transport, warehouse and hoisting equipment, equipment for assembly shops, electric motors and pumps, equipment for repairing railway wagons, etc.

The Corporation also conducts geological prospecting abroad, and exports construction works /road-building, construction of bridges, railway tracks, tunnels, and other projects/.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: STROJEXPORT Foreign Trade Corporation

2. Address: Václavské náměstí 56, 113 26 Praha 1

3. Telephone: 2131

4. Telex:

5. Contact

Name: Mr. Josef SLÁNSKÝ

Position: Director

6. Working language: English

7. Number of employees:

8. Turnover:
(Gross sales)

9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment

Equipment supply

Joint venture

Expertise

Sub-contracting

Management

Licensing

Technical

Sale of technology

Training

Turnkey project

Marketing

11. Timing: Any time

12. Preferred developing countries: Iraq, Libya, Nigeria, Tunisia, Mozambique

Comments:

Category:

Interviewed by: F. Švarc

Date: 2 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

STROJIMPORT Foreign Trade Company Limited
Vinohradská 184, 130 52 Praha 3

The company exports machine tools and forming machines as well as related tools, fixtures and gauges, machining centres, wood-working machines and wood-processing plants including plywood and drying plants and furniture factories, glass-making machinery and equipment, machine-tool building machinery and equipment, machinery and equipment for the manufacture of forming machines, tools and gauges, bearings, complete forging shops, stamping shops, screw mills and repair shops equipment, machinery for the manufacture of hardware, kitchen metalware and cutlery, equipment for automobile repair shops and many other types of machinery and equipment.

The company is also able to supply parts of equipment, spare parts, components, blueprints and plans, undertake plant erection and provide technical assistance. It can also undertake the construction part of "turn-key" projects, provided such deliveries are related to the goods covered by the Company's authorization.

Some references:

India - Kampur forging line, Ishapore
- Extrusion press, Ishapore

Iraq - 13 repair shops

Syria - set of machinery for the expansion of the existing State sector plants

Egypt - set of machinery for the expansion of the existing plants

Iran - expansion of an engineering plants at Tabriz

Canada - share manufacture plant

Uganda - plastics manufacture plant

USSR - stainless cutlery plant
- automobile repair shop at Tyumen

Vietnam - manufacture of locks
- screw stock manufacture

Hungary - forging shop, Győr
- forging shop, Czepel

Romania - forging line, 23 August
- forging line, I.C.M. Resita

Poland - Barlinek forging shop
- Ursus forging shop

Yugoslavia - forging shop, Krusevac

At present, industrial co-operation contracts are being implemented in

Turkey - manufacture of grinding machines and automatic machines, TAKSAN

Algeria - manufacture of lathes

Mexico - manufacture of lathes

Yemen, People's Democratic Republic of - construction of a building centre

Nigeria - automobile repair shop

Afghanistan - automobile repair shop.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: STROJIMPORT Foreign Trade Company Ltd.
2. Address: Vinohradská 184, 130 52 Praha 3
3. Telephone: 713 Ext. 2560
4. Telex: 121 882
5. Contact Name: Mr. J. KOCÁB
Position: Commercial Director
6. Working language: English, Spanish, French, German
7. Number of employees:
8. Turnover: (Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input checked="" type="checkbox"/>	Expertise	
Sub-contracting	<input checked="" type="checkbox"/>	Management	<input checked="" type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input checked="" type="checkbox"/>
Turnkey project	<input checked="" type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: Iraq, Syria, Iran, India, Indonesia, Mexico, Venezuela, Angola, Nigeria

Comments:

Category:

Interviewed by: F. Švarc

Date: 5 August 1982

Please return this form to the Investment Co-operative Programme Branch UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

TECHNOEXPORT Foreign Trade Company Limited

Václavské náměstí 1, 113 34 Praha 1

The Company exports machinery and equipment for chemical, petrochemical and rubber industries and for breweries and sugar mills.

Its export programme includes the delivery of complete industrial plants according to the following list:

- Plants and equipment for petroleum processing,
- plants and equipment for the petrochemical industry,
- equipment for urea production,
- equipment for ammonia production,
- equipment for hydrogen production,
- equipment for the liquefaction and storage of natural gas,
- complete plants for the production of radial and diagonal tyres /car, truck, tractor, motor cycle, bicycle and special tyres/,
- plants for the production of air tubes,
- fabric cord rubberizing lines,
- synthetic rubber moulding and vulcanizing lines,
- presses for vulcanizing V-belts,
- lines for the production of rubber flooring,
- complete beet sugar factories,
- complete cane sugar factories, with standard capacities in tons of sugar beet or cane per day: 1,000 - 1,600 - 2,000 - 2,500 - 3,000 - 4,000 - 5,000 and 6,000,
- complete breweries, with standard capacities in hectolitres of beer per year: 50,000 - 100,000 - 200,000 - 300,000 - 500,000 - 650,000 and 1,000,000.

At present, the following most important contracts are being implemented by the TECHNOEXPORT in developing countries:

- Iraq - extension of Salahuddin II oil refinery to the capacity of 70,000 barrel/day
- Turkey - Kirshehir Tyre Plant project, annual capacity of 1,280,000 tyres
- Yugoslavia - two beet sugar factories, each with daily capacity of 4,000 ton
- Benin - a brewery with annual output of 150,000 hectolitres of beer and 50,000 hectolitres of soft drinks
- Syria - extension of oil refinery at Homs.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: TECHNOEXPORT Foreign Trade Company Ltd.
2. Address: Václavské nám. 1, 113 34 Praha 1
3. Telephone: 24 73 51
4. Telex: 12 12 68
5. Contact
Name: Mr. Tomáš STRAKOŠ Position: Commercial Manager
6. Working language: English, German, French, Spanish, Russian
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products: see attached notes
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input checked="" type="checkbox"/>
Joint venture	<input checked="" type="checkbox"/>	Expertise	
Sub-contracting	<input checked="" type="checkbox"/>	Management	<input checked="" type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input checked="" type="checkbox"/>
Turnkey project	<input checked="" type="checkbox"/>	Marketing	<input type="checkbox"/>
11. Timing: Any time
12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 2 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

ZSE - POWER ENGINEERING INDUSTRIES

Blanická 28, 120 61 Praha 2

A predominant part of the total output of heavy-current electrotechnical engineering products in Czechoslovakia, i.e. 85 per cent of the total, is manufactured by the ZSE Power Engineering Industries Praha.

The first position is occupied by the manufacture of cables and conductors, constituting 30 per cent of total ZSE output. The second position is occupied by the manufacture of electric motors, generators and alternators, amounting to 16 per cent, followed by electrotechnical apparatuses - 12 per cent, switchboards - 8 per cent, transformers and transformer stations - 4 per cent, electrotechnical installation material - 4 per cent, welding machines and equipment - 3 per cent, and electric furnaces - 2 per cent.

A number of other products contribute a substantially lower share to the total ZSE production volume. These include electrotechnical porcelain and ceramics, electrotechnical insulators, electrotechnical carbon brushes, etc.

One more important area of the ZSE activities is, however, worth mentioning, namely the assembling operations of the electrical part of newly built plants and installations, including the delivery of the necessary material.

The ZSE Concern exports:

- Cables and conductors, electrical engineering ceramics, electrical insulating materials, carbon materials, power wiring materials, electric light sources, light fixtures,
- power condensers, parts for the assembly and installation of distribution systems and lighting conductors,

- power elements for converters /rectifiers/, power converters, switchboards, electric switchgear, electric motors and power generating equipment, industrial transformers including reactors and chokes, industrial electric furnaces, block and pole transformer stations,
- electric sets, unit converters and induction voltage regulators, signalling and safety equipment, compressors and vacuum pumps, welding sets, installation work, technical ceramics, distributor stations.



UNIDO

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: ZSE - Power Engineering Industries

2. Address: Blanická 28, 120 61 Praha 2

3. Telephone: 256 251

4. Telex: 122 279

5. Contact

Name: Mr. Jaroslav HLADIL

Position: Manager

6. Working language: English, French, German, Russian

7. Number of employees:

8. Turnover:
(Gross sales)

9. Main products: see attached notes

10. Preferred form of transfer of resources:

Cash investment

Joint venture

Sub-contracting

Licensing

Sale of technology

Turnkey project

Equipment supply

Expertise

Management

Technical

Training

Marketing

11. Timing: Any time

12. Preferred developing countries: No preference

Comments:

Category:

Interviewed by: F. Švarc

Date: 4 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

POLYTECHNA Foreign Trade Corporation - Technical Co-operation Agency

Panská 9, 112 45 Praha 1

In Czechoslovakia, the activities related to the international exchange of scientific and technological achievements are conducted by POLYTECHNA, an organization specialized in that field.

The wide scope of services offered by POLYTECHNA includes:

- Concluding licence agreements,
- selling licences abroad,
- selling or purchasing technical documents and know-how,
- procuring and selling research and development outputs for the benefit of foreign customers,
- providing consulting-engineering services in all fields of industry, structural- and civil-engineering,
- sending Czechoslovak scientific and technical experts abroad and receiving technicians from abroad for training in Czechoslovakia, including all other multilateral forms of scientific and technical co-operation.

As exporter of non-physical goods, POLYTECHNA counts among its suppliers in Czechoslovakia scientific and research institutions, universities, industrial planning and design institutes, consulting organizations, and the development departments of industrial trusts. POLYTECHNA can thus make available to its partners abroad all necessary information on Czechoslovak inventions, patents and know-how from all sectors of the country's economy, help them analyze tenders in terms of true merit and facilitate their contact with those Czechoslovak firms which rank among the world's leaders in advanced technology.

POLYTECHNA acts, among others - as the Contact Point of UNDP for Czechoslovakia and the sole national contractor of subcontracted elements of UNDP projects. POLYTECHNA is in its

activity backstopped by the broad base of Czechoslovak consulting, engineering and scientific research institutes as well as universities and represents them abroad. POLYTECHNA has concluded and successfully executed many subcontracts with UNDP and specialized UN agencies, most of them with UN, FAO, UNIDO, WMO and WHO.

POLYTECHNA acts at the same time as the Czechoslovak Technical Assistance Recruitment Centre providing individual Czechoslovak experts for field projects implemented by United Nations agencies. Activities of the above Centre include also the organizing of fellowships in Czechoslovakia for United Nations projects.

Details illustrating the overall activity of POLYTECHNA, together with references, are contained in the attached catalogue.



UNIDO
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

ISIC:

Code No.:

1. Name of firm: POLYTECHNA Foreign Trade Corporation
- Technical Co-operation Agency
2. Address: Panská 9, 112 45 Praha 1
3. Telephone: 248254-9
246941
4. Telex: 121585
5. Contact
Name: MR. Karel HANÁK
Position: Commercial Director
6. Working language: English, French, Spanish, German, Russian, Portuguese
7. Number of employees:
8. Turnover:
(Gross sales)
9. Main products/activities:
Transfer of technology, consulting-engineering, technical assistance
10. Preferred form of transfer of resources:

Cash investment	<input type="checkbox"/>	Equipment supply	<input type="checkbox"/>
Joint venture	<input type="checkbox"/>	Expertise	
Sub-contracting	<input checked="" type="checkbox"/>	Management	<input checked="" type="checkbox"/>
Licensing	<input checked="" type="checkbox"/>	Technical	<input checked="" type="checkbox"/>
Sale of technology	<input checked="" type="checkbox"/>	Training	<input checked="" type="checkbox"/>
Turnkey project	<input type="checkbox"/>	Marketing	<input checked="" type="checkbox"/>
11. Timing: upon mutual agreement
12. Preferred developing countries: No limits for geographical distribution

Comments:

Category:

Interviewed by: F. Švarc

Date: 5 August 1982

Please return this form to the Investment Co-operative Programme Branch, UNIDO, P.O. Box 300, A-1400 Vienna, Austria.

TRANSAKTA - Commercial Transactions Agency

Letenská 11, 118 19 Praha 1

V Jámě 1, 111 91 Praha 1

The above Agency co-ordinates, mediates and, if appropriate, conducts foreign trade activities in the field of industrial co-operation. In this connection, it establishes and operates commodity-wise, multi-purpose and comprehensive commercial and industrial capital participations. It also conducts foreign trade activities in the sphere of municipal economy, border trade contacts and other commercial operations.

The interview form will be completed later on.

