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1980
Czechoslo-
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markets
for canadian
exporters

CZECHOSLOVAKIA

CZECHOSLOVAK SOCIALIST REPUBLIC (CSSR)

GERMAN
DEMOCRATIC
REPUBLIC

POLAND

Labe
(Elbe)

Prague

Pilsen

CSR
Czech lands
(Bohemia and Moravia)

Ostrava

Vltava
(Moldau)

Brno

GERMAN
FEDERAL
REPUBLIC

SSR
Slovakia

Kosice

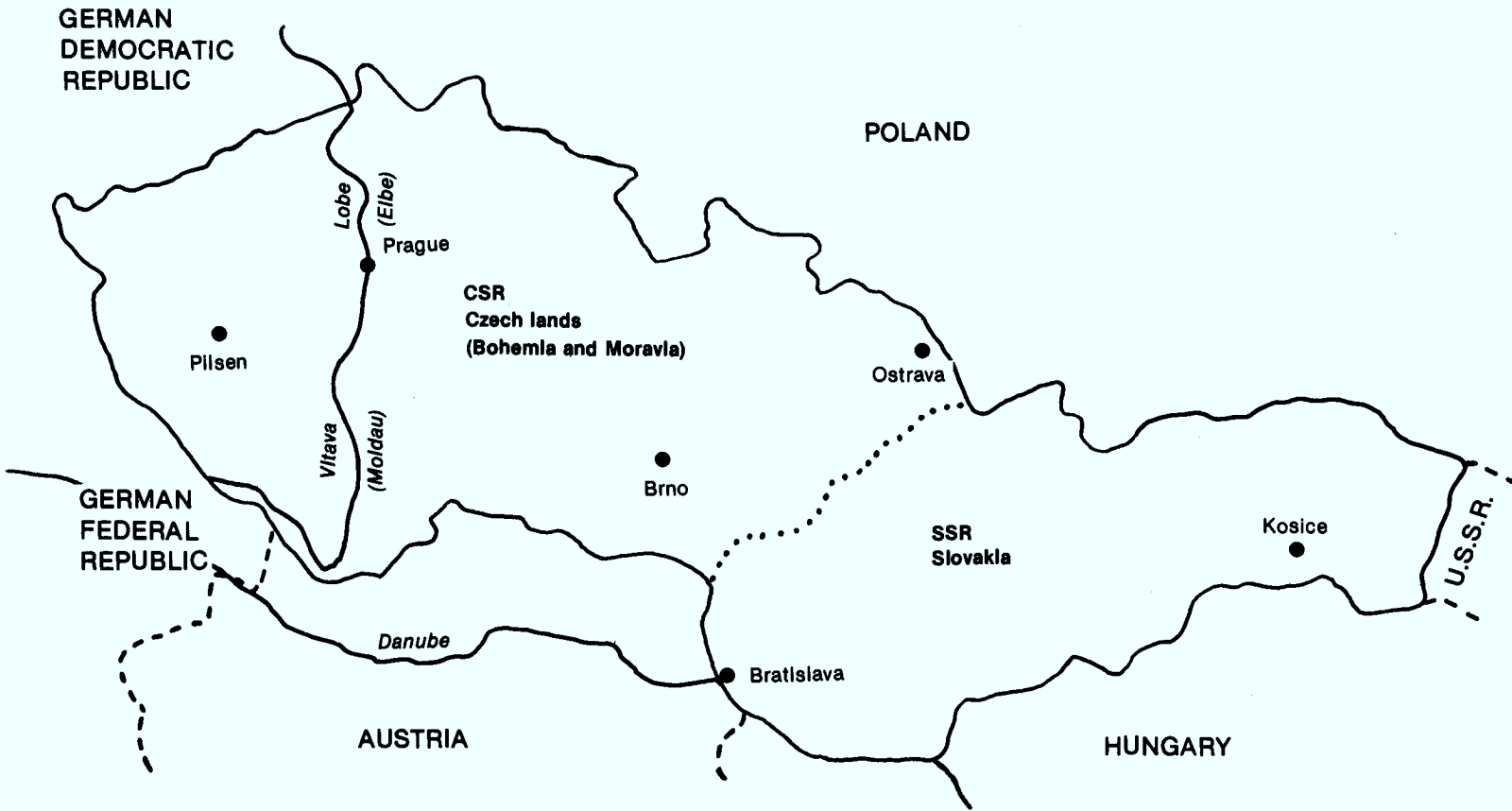
Danube

Bratislava

AUSTRIA

HUNGARY

U.S.S.R.

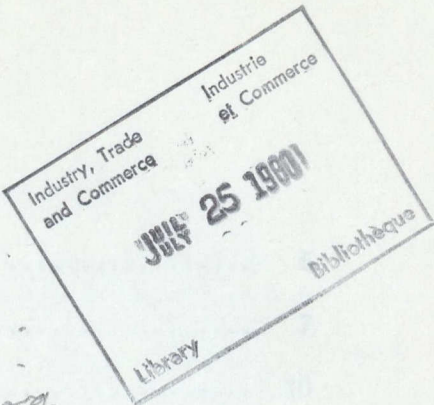


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Area and Geography

Czechoslovakia is a landlocked country in Central Europe, with a total area of about 128,000 km² (49,427 sq. mi.), a little larger than the combined areas of New Jersey and New Brunswick. It borders the Soviet Union, Poland, the German Democratic Republic, Austria, Hungary, and the Federal Republic of Germany. Two main rivers, the Morava and Vltava, which flows northwards into the German Democratic Republic, and the Danube, which forms part of the southwest border and flows eastward into Hungary. Both have year-round navigable cargo traffic.

Climate

Czechoslovakia has a moderate continental climate, similar to that of Southern Ontario.

Population

At the end of 1978 the population of Czechoslovakia was estimated to be 16,184,000. Of this total, 10,271,000 inhabitants live in the Czech Socialist Republic (Bohemia and Moravia), and the remainder (3,900,000) live in the Slovak Socialist Republic.

Major Centres

Prague, with a population of more than 1.2 million, is the capital city, both of Czechoslovakia and of the Czech Socialist Republic. Bratislava (population 368,000) is the capital of the Slovak Socialist Republic. Other major centres include Brno (population 370,000), the capital of Moravia, and Ostrava, Pilsen and Novice.

Religion

The practice of religion is tolerated. The principal churches are the Roman Catholic, the legal state church, with main strength in Slovakia, the Evangelical Church, the Czechoslovak Reformed Church, and the Orthodox Church.



I. GENERAL

History

The Czechoslovak Socialist Republic (CSSR) is an independent Republic comprising two states — the Slovak Socialist Republic (SSR) and the Czech Socialist Republic (CSR). It was first established as an independent nation in 1918, broken up in 1939 and reconstituted in 1945. In the elections of 1946, the Communist Party emerged as the largest single party (38 per cent of the votes cast) and a coalition was formed under the Communist leader Gottwald. The Communist Party assumed effective power in February 1948, although the Government still contains representatives of other parties (the Socialist and the People's). In July 1960, the official title of the country was changed to the Czechoslovak Socialist Republic.

On January 1, 1969, a federal Constitution came into force under which Slovakia gained equal status with the Czech areas (which include Bohemia in the west and Moravia in the centre). Where there was formerly one government there are now three, although the federal government makes all important economic decisions, and by means of federal industrial ministries retains direct control over large sectors of the economy. The federal government has its seat in Prague as does the Czech State Government; the Slovak State Government has its seat in Bratislava.

Area and Geography

Czechoslovakia is a land-locked country in Central Europe, with an area of about 128,000 km² (49,421 sq. mi.), a little larger than the combined areas of Nova Scotia and New Brunswick. It borders the Soviet Union, Poland, the German Democratic Republic, Austria, Hungary, and the Federal Republic of Germany. It has two main rivers: the Elbe (Vltava) which flows northwards into the German Democratic Republic, and the Danube which forms part of the southwest border and flows eastward into Hungary. Both rivers carry considerable cargo traffic.

Climate

Czechoslovakia has a moderate continental climate, similar to that of Southern Ontario.

Population

At the end of 1978 the population of Czechoslovakia had reached 15,184,000. Of this total, 10,275,000 inhabitants live in the Czech Socialist Republic (Bohemia and Moravia), and the remainder (4,909,000) live in the Slovak Socialist Republic.

Major Centres

Prague, with a population of more than 1.2 million is the capital city, both of Czechoslovakia and of the Czech Socialist Republic. Bratislava (population 368,000) is the capital of the Slovak Socialist Republic. Other major centres include Brno (population 370,000), the capital of Moravia, and Ostrava, Pilsen and Kosice.

Religions

The practice of religion is tolerated. The principal churches are the Roman Catholic (the largest single church, with main strength in Slovakia), the Evangelical Church, the Czechoslovak (Reformed) Church, and the Orthodox Church.

There are, in addition, a number of smaller Protestant communities such as the Old Catholics, the Czech Brethern, the Moravian Brethern and the Baptists, all of whom have their own churches. There is a small Jewish community, mostly in Prague where there are two synagogues.

Language

There are two official languages, Czech (spoken in Bohemia and Moravia) and Slovak (spoken in Slovakia). German is also widely spoken, followed by, to a much lesser extent, English and French.

Weights and Measures

Czechoslovakia uses the metric system. The following measures are also used:

Quintal or metric cent = 100 kilograms

Customs quintal = 50 kilograms (used only for shops)

Electrical Supply

Domestic: 220 V, 50 cycles

Industrial: 220/380 V, 50 cycles

Currency and Exchange Rates

The unit of currency is the Czechoslovak Crown (Kcs), which is divided into 100 halers (hellers).

The following currency is in circulation:

Notes: 10, 20, 50, 100, and 500 Kcs

Coins: 5, 10, 20, and 50 hellers and 1, 2 and 5 Kcs.

The present official rate of exchange is Kcs 4.43 to the Canadian dollar (January 1980). Foreign visitors to Czechoslovakia in possession of a *tourist visa* receive a bonus of 75 per cent, making an effective rate of about Kcs 7.75 to the Canadian dollar. A condition of this conversion is that the foreign visitor must spend a minimum of the equivalent of about \$10.00 per day *for the duration of his Czechoslovak visa* (not necessarily the same as the actual duration of his stay in Czechoslovakia). This condition should not normally cause any problems as the average hotel bill will come to well over U.S. \$10.00 per day.

Foreign visitors may also buy goods from a number of special shops managed by the Tuzex organization, where foreign goods and Czechoslovak export goods are sold for foreign currencies. Payment is effected either directly in foreign currency (i.e., Canadian dollars) or in vouchers known as Tuzex crowns which may be bought at the Commercial Bank, the Zivnostenska Bank, all exchange offices of the Statni Banka Ceskoslovenska and all inter-hotels. The current rate is Kcs 4.43 to the Canadian dollar. Tuzex prices are considerably lower than those in normal shops.

A list of the locations of Tuzex stores may be obtained through the Canadian Embassy. (Note: all rates mentioned here were valid at the time of preparation of this book.)

Business Hours

Czechoslovakia enjoys, for all intents and purposes, a five-day week. It is not possible to do business on Saturdays unless specifically arranged.

Offices (including Ministries and Foreign Trade Corporations): 7:30 to 8:30 a.m., 4 to 5 p.m.

Factories: first shift: 6 a.m. to 2 p.m.; second shift: 2 p.m. to 10 p.m.; third shift: 10 p.m. to 6 a.m. (if worked).

Shops and Stores: 9 a.m. to 12 noon, 2 p.m. to 6 p.m. (Fridays 7:00 p.m.)

Larger food stores 6 or 7 a.m. to 7 p.m.; Saturday 6 or 7 a.m. to 12 noon

Larger shops in the centre of Prague usually do not close for lunch.

Canadian Embassy: 8:00 a.m. to 12:30 p.m., 1:45 to 4:45 p.m., Monday to Friday.

Public Holidays

January 1	New Year's Day
— —	Easter Monday
May 1	Labour Day
May 9	National Day
December 25	Christmas Day
December 26	Boxing Day

In addition, five working Saturdays are chosen each year and if an official holiday falls on a Friday or Tuesday, the Sunday is usually treated as a working day and the Saturday or Monday, as the case may be, as a holiday in lieu. February 25 is celebrated as the anniversary of the communist revolution in 1948; this is not an official holiday but a proportion of staff of most offices is given time off.

II. ECONOMY AND FOREIGN TRADE

Czechoslovakia has a centralized planned economy with production and trading organizations being state-owned and operated through various ministries on the basis of general five-year and more detailed one-year plans.

The country is highly industrialized with particular emphasis in the past 30 years being placed on heavy industries such as chemical, petrochemical, metallurgical and power generation, including nuclear equipment. Other traditional sectors are textile, clothing, leather, footwear, glass, and wood products manufacturing. Although Czechoslovakia has some coal, uranium deposits, relatively extensive forests and a productive agricultural sector, its high consumption rate necessitates the import of substantial quantities of raw materials and fuels.

Considerable attention is being paid in the present five-year plan and in the annual plans to modernizing and improving the productivity in a number of industry sectors, particularly those capable of producing exportable goods, improving raw material usage or increasing energy production, i.e., the woodworking, pulp and paper, chemical, automotive, power generation including nuclear, metallurgical, coal mining, leather production, and food processing industries. An attempt is also being made to reduce imports of agricultural products, including fodder, grain, fruits, vegetables and livestock. The engineering fields picked for expansion during the 1981 to 1990 period are automobiles, trucks, machine tools, textiles, rubber and plastics, leather and shoes.

Since the five-year plan lists the priority industrial sectors, and even lists investment projects, it is a valuable guide for exporters to the CSSR. Further information on it may be obtained from the Canadian Embassy, Prague, or the Department of Industry, Trade and Commerce in Ottawa.

Foreign Trade

Czechoslovakia is a member of the General Agreement on Tariffs and Trade, and of the Council for Mutual Economic Assistance. Generally its trade is conducted on the basis of long-term bilateral agreements, within the framework of the above, with specific sectors delineated for potential co-operation or trade. Canada and the CSSR have a Convention of Commerce, dating from 1928, which exchanges Most Favored Nation tariff treatment. Details on the current status of Canada's bilateral agreements with the CSSR may be obtained from the Eastern Europe Division of the Department of Industry, Trade and Commerce.

Czechoslovakia is an active member of the Council for Mutual Economic Assistance (CMEA or COMECON) and participates in many multilateral and bilateral economic co-operation and industrial rationalization programs with other CMEA partners.

The largest portion of Czechoslovakia's trade (72 per cent) and the area of most rapid growth is with Eastern European partners of the CMEA. Trade with Western countries, which currently amounts to about 21 per cent of the total, has stagnated somewhat in recent years, while that with developing countries, which accounts for the remainder, is showing signs of promising growth.

Canadian product exports to Czechoslovakia have traditionally been in the raw material category (wheat, oil seeds, hides and skins, asbestos) with some individual sales of specific machinery or electronic items. Recently, good opportunities have opened in the pulp and paper and sawmill machinery sectors and there appears to be good sales potential for Canadian firms in a number of other equipment fields. There is considerable Czech interest in the purchase of Western technology and licences as well as in co-operative ventures in third markets. This second category could be of particular value given the fact that Canadian and Czechoslovak export products, and third country contacts, are generally complementary. Since trade prospects are continually changing, it is not practical to include a specific list in this publication. Interested firms are invited to contact the Commercial Division of the Canadian Embassy, Prague, or the Department of Industry, Trade and Commerce, Eastern Europe Division, for further information.

CZECHOSLOVAKIA'S TRADE BY PRODUCT GROUP, 1977

	Imports	Exports
	(Cdn. \$ billion)	
TOTAL	13.8	12.7
of which:	(per cent)	
machinery, tools and equipment	39	51.3
fuels, raw materials and semi-finished goods	45.2	27.9
consumer goods	6.0	17.5
foodstuffs, including unprocessed and live animals	<u>9.8</u>	<u>3.3</u>
	100.0	100.0

CANADA'S TRADE WITH CZECHOSLOVAKIA
(Cdn. \$ million)

	1975	1976	1977	1978	1979
TOTAL EXPORTS	9.7	17.5	14.8	12.8	35.2
MAJOR EXPORTS			1977	1978	1979
Raw hides and skins			6.2	7.4	8.5
Asbestos			2.2	1.5	3.1
Rapeseed			—	.8	.6
Sawmill machinery and parts			—	.6	.3
Pulp and paper industry machinery and parts			—	—	14.9
Textile industry machinery and parts			.3	.2	.3
Frozen fish			.3	.3	—
Flaxseed			1.6	—	.9
Prefab and ready cut buildings and parts			—	—	4.0
	1975	1976	1977	1978	1979
TOTAL IMPORTS	46.4	40.7	43.1	55.9	67.5
MAJOR IMPORTS			1977	1978	1979
Steel bars, plates, rods and shapes			9.6	13.0	8.9
Textile fabrics			5.5	8.8	10.2
Footwear			8.2	6.5	9.5
Metalworking machinery and parts			1.4	4.1	8.2
Glassware and tableware			2.2	2.6	3.4
Bicycles and parts			1.3	1.5	1.8
Wearing apparel			1.0	2.3	1.2
Packing — non-reusable			1.0	1.4	1.9
Well casing			.2	1.4	2.2
Tractors			1.1	1.1	1.4
Terry towels and washcloths			.6	.9	1.3

III. DOING BUSINESS IN CZECHOSLOVAKIA

Approaching the Market

Write the Commercial Section, Canadian Embassy, in Prague describing your product, usual method of selling, areas of interest (exports, licensing, third-countries, etc.) and provide price lists and about ten copies of literature. At this point it would be valuable as well to contact your Regional Office of the Department of Industry, Trade and Commerce, and the Departmental Branch in Ottawa responsible for your product.

The Canadian Trade Commissioner in Prague will reply with addresses of the Foreign Trade Corporations (FTCs) (see list page 18) in charge of importing your products.

Send about five copies of your literature with price lists f.o.b. Canadian port or c.i.f. European port and details of your company's background and experience in Canada and export markets to the appropriate FTCs. Since the FTC may not know your company or product, it is always wise to emphasize its reliability, durability, purchases by other countries, applicability to CSSR conditions and servicing arrangements. Samples or photos are usually helpful. A copy of this letter should be sent to the Trade Commissioner for information and follow-up.

It is also a good idea to send a copy of your offer to the Trade Commissioner for Czechoslovakia in Montreal (1280 St. Mark Street, Room 202, Montréal, Québec) or contact him directly. This is particularly useful if there is potential for licensing, third-country co-operation or counter-purchase of Czechoslovak products.

Another valuable contact in Canada is Omnitrade Ltd., at 99 Chabanel Street West, Montréal, Québec H2N 1C3 (tel: (514) 384-9010); offices are also located in Toronto and Vancouver. Omnitrade is a subsidiary of the Transakta Foreign Trade Corporation in Czechoslovakia and is able to advise on exports to the CSSR.

It is usually best to obtain a positive reply from the FTC, and an agreement on a meeting date, before arranging a business visit to the CSSR. If a reply is not received, or if a negative reply is received contrary to the advice you have on the market, contact the Commercial Section of the Canadian Embassy for assistance. When a visit has been agreed upon, the Commercial Section is willing to assist in organizing it. If meetings are desired with organizations other than the FTC (e.g., the Trust or enterprise, see explanation page 11), these should be arranged through the Commercial Section before coming to Czechoslovakia.

After receiving some feedback on the market potential in Czechoslovakia, you will be able to decide whether further activity such as a seminar, private exhibition and reception or trade fair attendance/participation is appropriate.

Licensing, Joint Ventures, Foreign Investment

The Polytechna FTC has the sole responsibility for licensing arrangements. Czechoslovakia has a law which taxes the licensor at 40 per cent of the contract value of the licence. Canada and Czechoslovakia have no agreement on double taxation, so prospective licensors should take this into account when valuing their proposals.

Investment by foreign companies is not allowed in Czechoslovakia. However, since 1975 foreign firms have been allowed to open representation offices in the country. Joint ventures not requiring foreign equity in the country may be undertaken with Czechoslovak FTCs, e.g., co-operation in third markets, licensing for production in the CSSR, etc.

An understanding of the decision-making process is of value to the exporter wishing to sell equipment to the CSSR. The project planning cycle is complex, often lasting more than five years from project identification to contract signing. *The State Planning Commission* issues a statement of need for the next five-year plan; this may be a general statement or may provide project details. Inclusion in the five-year plan usually guarantees the availability of foreign currency. The statement is transmitted to the General Management of the Trust responsible for the sector. The Trust, after preliminary evaluation, presents the statement to the *enterprise* (i.e., the production company or plant) that will be responsible for the new production facilities. This organization co-operates with the project engineering organization (for design) and the respective FTC (if imported equipment is required). A detailed budget and design proposal is prepared and presented in turn to the Trust and the respective Ministry. On large projects the *Ministry of Technology and Investment* also reviews the proposal. Finally, an evaluation is made by the *State Planning Commission*, the *State Bank*, the State Price Office and the Ministries of Finance, Foreign Trade, and the industry sector involved. Exporters should pay particular attention to the *Trust*, the *enterprise*, the *FTC* and the *Ministry of Technology and Investment*.

Additional organizations with which the exporter may wish to establish contact are: the *Chamber of Industry and Commerce* which is responsible for promoting Czechoslovak foreign trade relations (it provides an information centre, publishes trade information, organizes foreign trade fair participation, issues certificates of origin when required and performs other miscellaneous services); the *Research Institutes* for respective industry sectors; and a Czechoslovak representative agency (see next section). If there is a potential for reciprocal trade to Canada or other countries (buy-back, joint licensing ventures, third-country co-operation, etc.) companies may also wish to contact the *Trade Commission for Czechoslovakia* in Canada, at 1280 St. Mark Street, Room 202, Montréal, Québec.

Follow-Up and Representation

Maintaining periodic contact with potential buyers is important to successful selling in the CSSR. Depending on the product or service being offered it may also be of benefit to provide for after-sales services and maintenance. There are a variety of ways of doing this: most manufacturers sell directly to the Czechoslovak Foreign Trade Corporations through their own sales staff and follow up periodically by visits, letter or telex. In other cases firms appoint representatives to carry out their promotion or selling operations, although the final contract would be signed between the manufacturer (or principal) and the appropriate Czechoslovak Foreign Trade Corporation. These agents may be located in Canada or in such other European countries as Austria, the Federal Republic of Germany, and Belgium, or in Czechoslovakia. Generally the use of company employees or representatives is more acceptable than agents who receive a sales commission.

Czechoslovak Foreign Trade Agencies have special state authorization for this activity and form an integral part of the organizational structure of Czechoslovak foreign trade. Their business involves the usual activity of a commercial representative:

- (a) promotion;
- (b) obtaining market information;
- (c) arranging advertising, including participation in exhibitions and fairs;
- (d) administration of the consignment stocks of the represented products;
- (e) organization of necessary service and technical assistance; and
- (f) assisting with other activities connected directly or indirectly with commercial representation such as export and import transactions, licences, and promotional know-how.

For these activities the representational agency receives a commission; for other services a single payment may be negotiated.

As these companies tend to specialize somewhat in the range of products they represent, it is suggested that Canadian businessmen contact the Trade Commissioner for guidance. These Foreign Trade Agencies are listed on page 31.

Since 1975, foreign companies have been permitted to locate representational offices in Czechoslovakia. For firms anticipating sizeable business in the CSSR, this method offers all of the advantages of a branch office. Information on the method of application, costs, and tax implications may be obtained from the Canadian Embassy, Prague.

Correspondence and trade literature in English and French is acceptable; German is more widely understood. As progress is made in the market consideration should be given to making literature available in Czech or Slovak. Canadian translations should be vetted in Czechoslovakia before printing. All correspondence must be airmailed. Businessmen find it of value to send a copy to the Commercial Division of the Canadian Embassy, Prague, to assist in follow up, when necessary, particularly in case the original goes astray.

Price Quotations

Quotations should be in Canadian or U.S. dollars, both f.o.b. and c.i.f. Hamburg.

Credit

Credit terms comparable with those which are usual elsewhere are expected for capital investment projects. Short-term credit (sometimes up to 6 to 8 months) may be requested in other cases on both raw materials and manufactures. Terms are subject to negotiation. The Foreign Trade Corporations normally expect to pay interest on credit at current rates but frequently receive interest-free credits for shorter terms. Foreign Trade Corporations have an excellent record for payment and credits are paid promptly. Financing may be available from both the Export Development Corporation and from Canadian banks. Businessmen should contact the Export Development Corporation early in the negotiation of a contract to determine this.

Patents, Trademarks and Copyrights

Manufacturers and traders who intend to export their goods to Czechoslovakia are advised to patent their inventions and register their trademarks in that country. Applications may be made through a patent or trademark agent in Canada.

Czechoslovakia subscribes to the International Convention for the Protection of Industrial Property as revised at Stockholm in 1967 and to the Madrid Arrangement for the International Registration of Trademarks. It is a member of the Universal Copyright Convention for the Protection of Literary and Artistic Works. Pertinent Czechoslovak legislation includes (1) Discoveries, Innovations, Improvement Proposals and Industrial Design -84(1972); (2) Trademarks and Protective Design Act (1952); and (3) the Copyright Statute (35 of March 1965).

Banks and Banking

Banking is nationalized. The two main commercial banks are:

Ceskoslovenska Statni Banka (Czechoslovak State Bank). Head office, Na Prikope 28, Prague 1.

This bank handles all normal state and personal banking transactions and is the only bank of issue. In addition, it is responsible to the government for ensuring, by means of its financial controls and its monopoly of working capital and short and medium-term credit, that the national enterprises operate in accordance with the economic plan, especially so far as costs are concerned.

Ceskoslovenska Obchodni Banka (Czechoslovak Commercial Bank) Na Prikope 14, Prague 1.

This bank, which began operation January 1, 1965, has taken over from the State Bank all transactions concerned with foreign trade, including all banking documentary transactions (letters of credit, provision of guarantee, discounting of bills of exchange, etc.), and establishes banking representation abroad. However, it continues to be responsible to the State Bank in overall currency policies.

Other banks include Zivnostenska Banka (Trade Bank) which provides services for private foreign clients, the Investicni Banka (Investment Bank) and the Statni Sporitelna (State Savings Bank).

Advertising

Advertising in various technical journals and publications, daily press, radio, TV, cinema, and posters can be arranged through the services of the Rapid or the Made In (Publicity) advertising agents, whose addresses are listed on pages 26 and 24 respectively.

Trade Fairs, Exhibitions, Seminars

Various promotion methods are effective in the CSSR, in addition to the basic requirements of providing adequate literature and establishing personal contacts with the buyers and specifications decision-makers. Companies exhibiting at major or international trade fairs in other European countries should ensure that CSSR specifications decision-makers are advised. Czechoslovak buyers usually attend such shows in all European countries. Depending on the product or service offered, many Canadian firms find that a one-day product seminar in Czechoslovakia is the most rapid and inexpensive method of introducing themselves to a wide range of specifications decision-makers. The Commercial Division of the Canadian Embassy can arrange seminars through local agents.

Trade fairs in Czechoslovakia attract representatives of all the important organizations in a given industry sector, and often provide good contacts from other CMEA countries. Canadian companies are advised to attend the trade fair for their sector and, when sales begin to warrant it, consider participation. A list of ad-hoc exhibitions and conferences for specific industry sectors is available from the Commercial Section, Canadian Embassy, Prague.

IV. YOUR BUSINESS VISIT TO CZECHOSLOVAKIA

Passports and Visas

All visitors to Czechoslovakia require a valid passport and visa. Application for a visa can be made through a travel agent or at one of the Czechoslovak missions abroad. A recent photograph must accompany the visa application. It is not normally possible to obtain a Czechoslovak visa at one of the border entry points or at Prague International Airport. It is a good idea to carry extra photos on business trips to Europe if there is any chance of a change in itinerary requiring a detour, and therefore another visa.

On arrival in Czechoslovakia, the immigration authorities will hand back certain portions of the original visa application form to the visitor. These should be carefully kept since they must be surrendered on departure from the country.

It is required that each visitor to Czechoslovakia cash into Czechoslovak Crowns the equivalent of \$10.00 (U.S.) per day (see Currency and Exchange Rates, page 6). This is usually demanded at the frontier border crossing. When exceptions to this requirement are granted, they are endorsed on the businessman's visa.

Customs and Other Formalities

All visitors are subject to Customs control. Personal effects in reasonable quantity, intended for the traveller's personal use, are not subject to duty. The following articles may also be imported free of duty:

- cameras (these should be listed at the Customs),
- three rolls of film and up to 100 metres of moviefilm per person,
- one litre of spirits,
- 250 cigarettes or a similar amount of other tobacco.

Normally, goods purchased in the country up to a value of Kcs 300 can be exported without duty. However, in 1970 substantial export taxes were introduced on some commodities (such as glassware and children's clothes) where it could not be shown that purchases were made with convertible currencies. Therefore, proof of source of money should be retained. All goods purchased in Tuzex shops (see Currency and Exchange Rates, page 6) are duty free.

Special Regulations

Foreign visitors are required to register with the police on arrival and to notify subsequent changes of address. This is done automatically by hotel managements on behalf of all visitors registering in hotels.

Health

Health certificates are not usually required for travel to Czechoslovakia. No special health precautions are necessary, nor are inoculations required.

Clothing

Similar to what one would wear in the milder climatic regions of Canada.

Hotels

Visitors are advised to book accommodation well in advance, particularly during the summer. During the tourist season (May to September) Prague hotels are filled to capacity (as are Brno hotels during the period of the International Trade Fair each September), and visitors are often put up in tourist homes and hostels which sometimes lack Canadian facilities.

Hotels in Prague which are recommended by Cedok, the official Czechoslovak Travel Agency, are:

Intercontinental Hotel
Nam. Curieových
Praha 1
Tel: 65341

Alcron Hotel
Stepanska 40
Praha 1
Tel: 245741

Ambassador Hotel
Vaclavske nam. 5
Praha 1
Tel: 22 13 51

Esplanade Hotel
Washingtonova 19
Praha 1
Tel: 22 25 52

International Hotel
Namesti Druzby
1501, Praha 6
Tel: 32 10 51

Jalta Hotel
Vaclavske nam. 45
Praha 1
Tel: 26 55 41

Olympic Hotel
Sokolovska ulice
Praha 8
Tel: 82 85 41

Palace Hotel
Panska 12
Praha 1
Tel: 26 83 41

Park Hotel
Veletrzni 20
Praha 7
Tel: 38070

Flora Hotel
Vinohradska 121
Praha 3
Tel: 27 42 41

Pariz Hotel
U Obecniho domu 1
Praha 1
Tel: 67251

The price of a single room with bath varies from Kcs 85 to Kcs 480 a night, inclusive of charges. Meals are taken à la carte. Often it is necessary to take a double room in which case the price by the hotel is usually double the single rate.

Restaurants

All the hotels listed above have their own dining rooms where the standard is quite satisfactory. Continental breakfast costs Kcs 20 to 30 and lunch or dinner from Kcs 50 without drinks. Wine costs about Kcs 50 a bottle, according to quality. All hotels and restaurants sell wine by the glass. Czechoslovakia is famous for its beer which is inexpensive. Czechoslovak cooking is sometimes found to be heavy by Western visitors. The national dish is bread dumplings (knedliky) and sauerkraut with either roast pork or roast goose. The better hotels and restaurants offer international cuisine.

Several Prague restaurants cater to both Czechoslovak nationals and foreigners. Reservations are a must and can be arranged through the hotel porter. English and French will be spoken by at least some of the staff.

Tipping

Tipping is customary, although bills usually contain a 10 to 15 per cent service charge. It is usual to leave an additional 5 to 10 per cent.

Travel in Czechoslovakia

There are virtually no travel restrictions. Visits to factories are best arranged through the appropriate foreign trade corporation or industrial trust, which will normally provide the necessary transport.

Generally speaking, there is an extensive domestic air, rail, and road network. Air and rail travel rates are very reasonable, but air tickets are sometimes difficult to obtain on short notice. In Prague and other large towns good public transport is available in trams, buses, the subway in Prague, and taxis, although at peak periods a taxi can be difficult to find.

Air and Rail Services

Prague is serviced by the following airlines: Austrian Airlines, British Airways, Lufthansa, Air India, KLM, Sabena, Air France, Czechoslovak Airlines, SAS, SwissAir, Cubana Airlines, Aeroflot, (Lot) Polish Airlines, Interflug (East German Airlines), Tarom (Romanian), Malev (Hungarian), JAT (Yugoslavian), Tabso (Bulgarian). The most common routes from Canada are via Amsterdam, Frankfurt, Zurich and London or direct from Montreal, on Czechoslovak Airlines.

Daily rail service is available to and from Vienna and Nuremberg from Prague. These journeys tend to be long and tiresome.

Tickets purchased in Czechoslovakia for travel outside the country, whether by rail or air, must be paid for in foreign currency. Only tickets for internal journeys may be bought for Kcs. Station porters are few and most travellers carry their own hand luggage, with the exception of Prague airport where both porters and hand carts are usually available.

Interpreter and Translation Services

Usually the Foreign Trade Corporations, and often other organizations, will provide their own interpreters if they are required. The Foreign Trade Corporations are also normally able to produce literature in English on their own export products, and accept literature in English or other foreign languages (especially German) on foreign products.

Interpretation and translation services can also be supplied on request through PIS - Prague Information Service at Prague 1, Letenska 2, telephone 53 98 71 - 4. Guide services are available through the official Czechoslovak Travel Bureau (Cedok) at Na Prikope 18, Prague 1, telephone 22 42 51 - 9.

V. CUSTOMS REGULATIONS AND DOCUMENTATION

Customs Tariff

The Czechoslovak Customs Tariff is published in English by the International Customs Tariffs Bureau, Brussels, year 1971/1972, Number 189, 4th edition. This edition is still operative. Two rates of duty are in force: the general tariff and a lower conventional tariff applicable to those countries, i.e., applicable to Canada, which are party to an agreement which includes Czechoslovakia. Czechoslovakia is a member of the General Agreement on Tariffs and Trade. Almost all the tariffs are based on weight.

Customs duties need not, however, concern the Canadian exporter as they are the responsibility of the importing monopoly Foreign Trade Corporation, and do not directly influence either the Trade Corporation's interest in the product or the ultimate selling price on the domestic market. The Czechoslovak Foreign Trade Corporations also prefer to buy f.o.b. and sell c.i.f. so that the formalities of freight, insurance, etc., are left to a written declaration which the Foreign Trade Corporation itself produces and, in the case of goods subject to ad valorem duty, a copy of the invoice.

Import Regulations

There is no general import licensing system in Czechoslovakia. Licences are required only for the following imports: (1) barter trade agreements concluded outside the annual plan issued by the Ministry of Foreign Trade; (2) animals, animal products, and plant or vegetable products (by the Ministry of Agriculture); (3) narcotics (Ministries of Health and Justice); (4) arms, ammunition and explosives (Foreign Trade). However, similar controls are effected by the system of making foreign exchange allocations for imports according to the national plan, as each user of foreign currency must have an allocation for the year. The user decides what will be purchased with his allocation but the actual commercial transaction is concluded by a Foreign Trade Corporation.

Payments for goods imported from abroad are made by the Commercial Bank at the request of the Foreign Trade Corporations. Provided that the import is in accordance with the plan, no special currency permit is required. In ordering goods from abroad, however, the Foreign Trade Corporations are under a statutory obligation to bear in mind the development of the foreign exchange position, and the Commercial Bank is responsible for supervising the working of the foreign currency plan. Liaison between the Trade Corporations and the Bank is good, and it may safely be taken for granted that if the Foreign Trade Corporations place an order, the necessary currency will be available for payment at the proper time.

Goods imported into Czechoslovakia from abroad, other than by a Foreign Trade Corporation and without payment, are liable for a lump sum tax which includes both Customs duty and turnover tax. There are two rates of tax: the general rate which is high (e.g., Kcs 150 per kg of coffee or tea); a lower rate which is applicable to three gift parcels per recipient per year if the quantity is reasonable, to items imported personally if the quantity is reasonable, and to imports by corporate bodies.

Samples

All samples should be declared to the Customs at the point of entry where they will be listed and the list stamped by the Customs. The list should be given to the Customs officer at the point of exit and serves as an export permit. If any samples are sold to the Foreign Trade Corporations while the visitor is in Prague, the visitor's receipt should be attached to the Customs list and produced for Customs at the point of exit.

Czechoslovakia acknowledges international carnets ATA for temporary importation of samples and exhibition material issued by Chambers of Commerce that are members of the International Chamber of Commerce.

Exchange Control

Exchange control is administered by the foreign exchange section of the Ministry of Finance (Devizove oddeleni, Ministerstvo financi, Letenska 15, Praha 1). Its regulations are executed by

Customs and by the State and Commercial Banks. The latter receive all foreign currency and make payment in foreign currency as authorized. Czechoslovak citizens and juridical persons must declare all their foreign currency holdings and foreign assets to the Ministry of Finance, and surrender them on request.

Currency Regulations

Czechoslovak currency may not be taken into or out of Czechoslovakia. Visitors may take in any amount of foreign currency and travellers' cheques and take out any surplus (above the required \$10.00 per day) not used during their stay, provided that they produce the currency certificate.

Visitors leaving Czechoslovakia may have to produce evidence that foreign currency or travellers' cheques exchanged by them in the country were exchanged at an authorized office (the Commercial Bank, Cedok travel agency, Czechoslovak Airlines or a Customs office) and although this is normally endorsed on the currency certificate, the exchange slips issued by these offices should be retained until departure.

Visitors with Kcs left over — provided their exchange is duly entered in the currency certificate — may exchange them for foreign currency in Prague at the Commercial Bank, the Zivnostenska Bank and the Statni Banka Ceskoslovenska. In areas outside Prague, exchange may be made at the branches of the Statni Banka Ceskoslovenska. There is also an exchange office of the Commercial Bank at Prague airport and at border crossings.

VI. CZECHOSLOVAK FOREIGN TRADE CORPORATIONS

ART CENTRUM
Czechoslovak Centre of Fine Arts
Norudova 16
118 00 Prague 1
Tel: 534100
Cable: Artcentrum 10047 Praha 10
Telex: 121920

Import and export of works of art of the 20th century.

**ARTIA Foreign Trade Corporation for Import
and Export of Cultural Commodities**
Ve smeckach 30
111 27 Prague 1
Tel: 246041, 248244
Cable: Artiaspol Praha
Telex: 11065

Export: books, journals, gramophone records, sheet music, postage stamps, coins, etc.

Artia Publishing House carries out printing for publishers abroad.

**Brno Trade Fairs and Exhibitions,
Corporation for Organizing Trade Fairs
and Exhibitions**
1, Vystaviste
602 00 Brno
Tel: 314
Cable: Fairbrno, Brno
Telex: 06294, 06295, 06239

Scope of activity: administration and year-round operation of the exhibition grounds in Brno, including organization of international trade fairs, etc. Renders services related to exhibitions, trade fairs and similar affairs both in Czechoslovakia and abroad. Organization of individual official Czechoslovak trade exhibitions and expositions.

CENTROTEX Foreign Trade Company Ltd.
Nam Hrdinu, P.O.B. 49
14061 Praha 4
Tel: 415
Cable: Centrotex Praha
Telex: 121391, 121130

Export: full range of textile and bed fabrics, terry goods, canvas, lace, printed cotton fabrics, rayon and synthetic fabrics, etc.
Import: raw materials for the textile industry and the finished textile products.

CHAMBER OF INDUSTRY AND COMMERCE
OF CZECHOSLOVAKIA
38, Argentinska
170 05 Praha 7
Tel: 8736
Cable: Obkomora Praha
Telex: 121862

Regional Management
13, Gorkeho
898 22 Bratislava
Tel: 59198
Cable: Obkom Bratislava
Telex: 93586

CHEMAPOL Foreign Trade Company Limited
100 00 Praha 10, Kodanska 46
Tel: 715
Cable: 12 20 21 chmpl 12 26 05
Telex: Chemapol Praha

The company exports and imports chemicals, raw materials, intermediate products and auxiliaries required for chemical production, mineral and lubricating oils, their semi-products and by-products, fuels, rubber and auxiliary agents for the rubber processing industry, dyes and paints and raw materials for their production, tar dyes and auxiliary agents for the textile and leather processing industries and raw materials for their production, pharmaceutical raw materials and specialties as well as auxiliary compounds for the ceramic and glass industries.

CHEMAPOL Foreign Trade Company Limited
829 54 Bratislava, ul. Dr. V1. Clementisa 10
Tel: 29 19 62-9
Cable: 09 35 27
Telex: Slovchemapol BA

The company exports and imports chemicals, raw materials, intermediate products and auxiliary compounds required for chemical production, auxiliary agents for the rubber processing industry, for the production of plastic materials, glycols, oxides, amines, phenols, caprolactam, acetic acid, monochloroacetic acid, DMT, charcoal fuller's earth, vinyl chloride, diphenyl, pyrites, agricultural auxiliary agents, phosphates, sulphur, fertilizers and rubber conveyor belts.

CHIRANA Medical Engineering Works,
Trust Management in Stara Tura
Department of Foreign Trade
2, Vrbovska
921 75 Piestany, P.O. Box 22/B
Tel: 3994, 3995
Cable: Chirimpex Piestany
Telex: 92125, 92185

Manufactures health service supplies including diagnostic and therapeutic apparatus, surgical instruments and apparatus, equipment for consultation rooms and operating theatres, equipment for dentists offices and dental laboratories, medical X-ray equipment, therapeutic isotope irradiation apparatus and accelerators.

CEDOK Czechoslovak Travel Agency
Na prikope 18
111 35 Prague 1
Tel: 224251-9
Cable: Cedok Praha
Telex: 121809, 121109

Arranges hotel accommodation, tours, etc.,
for visiting businessmen, tourists, etc.

**CECHOFRACTH Shipping and International
Forwarding Corporation**
Na prikope 8
111 83 Prague 1
Tel: 222951-5, 2129
Cable: Cechofracht Praha
Telex: 122221

Responsible for marine transportation with
its own, as well as foreign ships; purchase of
sea-going vessels; outfitting and equipment
and their sales; chartering whole ships
and/or available shipping space and carrying
out the business of a chartering agency; rep-
resentation of foreign shipowners and car-
riers; booking of shipping space; participa-
tion in business of foreign shipowners and
carrier companies, as well as foreign brokers;
carrying out the business of international for-
warding agents as well as performance of all
acts connected with international forwarding
agents business; more particularly dispatch
of goods and other things corporeal with
carrying means of all types and kinds.

CZECHOSLOVAK FILMEXPORT
Vaclavske namesti 28
111 45 Prague 1
Tel: 246741-5
Cable: EXIMPFILMS Praha
Telex: 122259

Import and export of films and processed
film material, co-production, production of
foreign films by request, agency for the work
of creative workers and actors.

CZECHOSLOVAK MUSICAL INSTRUMENTS
9, Skrovpova, 50197 Hradec Kralove
Prague office: MUSICEXPORT
18, Vaclavske namesti
112 27 Prague 1
Tel: 240341-5
Cable: MUSICEXPORT Praha
Telex: 122782

Export and import of musical instruments,
spare parts for and accessories to these in-
struments.

CZECHOSLOVAK CERAMICS (KERAMIKA)
Foreign Trade Corporation
V jame 1
111 91 Prague 1
Tel: 2142
Cable: Keramika Praha
Telex: 121676, 121626

Export and import of ceramic raw materials,
sanitary and building ceramics, technical
and utility porcelain, earthenware, building
materials including cement, natural and arti-
ficial abrasives, asbestos-cement products,
basalt.

CZECHOSLOVAK OCEAN SHIPPING
International Joint-stock Company
Pocernicka 168
100 99 Prague 10
Tel: 7789 40-9, 7787 41-9
Cable: Plavba Praha
Telex: 121143, 122644

Arranges maritime transport on Czechoslo-
vak ships including charter, purchase and
sale of ships, and also arrangements for the
transport of passengers.

CZECHOSLOVAK TELEVISION - TELEXPORT

30, Gorkeho namesti
111 50 Prague 1
Tel: 2136,
Commercial Dept.: 229559
Production and Co-production: 222659
Cable: TELEXPORT
Telex: 121800

Import, export, and exchange of TV programs, productions to order. Co-productions, service to TV teams.

DREVOUNIA Foreign Trade Corporation

10, Dr. V1. Clementisa
829 81 Bratislava
Tel: 291962-5
Telex: 093291, 093292

Exports and imports products of forestry, woodworking, furniture, paper and pulp industries.

EXICO Foreign Trade Company Ltd.

Panska 9
111 77 Prague 1
P.O. Box 856
Tel: 24 49 41-8, 246941-9
Cable: Exico Praha
Telex: 122211, 122212

Export and import of shoes of all kinds, gloves, leather clothing, plastic materials, rawhides, leather.

FERROMET Foreign Trade Corporation

Opletalova 27
111 81 Prague 1
Tel: 2141

Cable: Ferromet Praha
Telex: 121410-15

Import and export of iron and steel products.

FINCOM Foreign Trade Company Ltd.

Jeruzalemska 12
112 49 Prague 1
Tel: 26 41 79, 24 67 48
Cable: Fincom Praha
Telex: 121332

Participation in financing and support of foreign trade and joint ventures abroad.

GLASSEXPOR T Foreign Trade Company Limited

Trida 1. maje 52
461 74 Liberec
Tel: Liberec 315
Praha 242504, 248214
Cable: Skloexport Liberec
Skloexport Praha
Telex: 186253, 186267-9 (Liberec)
121176 (Praha)

Import and export of household blown, plain and decorated glass, lead crystal, artistic glass, Jablonec Crystal ware and pressed glass, chandeliers, illuminating glass, sheet and plate glass, bottles and glass containers, technical and laboratory glass.

HYDROCONSULT Bratislava

Radlinskeho 57
894 12 Bratislava
Tel: 400-12, 485-81, 476-74
Cable: Hydroconsult, Bratislava
Telex: 092258

Export of consulting activities in the branch of industrial, agricultural, transport and water construction projects, and in the field of regional planning.

IMEX Import-Export Corporation

Revolucni trida 25
110 15 Prague 1
Tel: 64894-8
Cable: IMEX Praha
Telex: 121881, 121977

Import and export of consumer goods and shop equipment, barter in the field of consumer goods.

INCHEBA Foreign Trade Corporation

24, Drienova
829 57 Bratislava
Tel: 27669, 24355
Telex: 09290

Provides services and exports and imports goods for exhibition and publicity purposes. Its activities include exclusive responsibility for organizing the INCHEBA International Chemical Fair and other exhibitions in Czechoslovakia which are important to foreign trade. Organizing independent official Czechoslovak exhibitions abroad, official Czechoslovak participation in international fairs, and other similar events abroad. Planning exhibitions and fairs and producing items, conducting installations and providing services for such events. Representing specialized foreign exhibition firms in Czechoslovakia. Exporting publicity items intended for purposes other than publicizing Czechoslovak goods.

**INSPEKTA Corporation for Superintending
of Export & Import Goods**

NA STRZ1 63
140 62 Prague 4
Tel: 414 1111
Cable: Inspekta Praha
Telex: 121882

Acts as inspection agency for all outgoing and incoming goods making sure all outgoing exports are shipped in good order and according to specifications; acts as agent in case of claims, etc.

**INTERCOOP Co-operative Corporation for
Foreign Trade**

10, Dr. V1. Clementisa
829 75 Bratislava - Ostredky
Tel: 291962-8
Cable: INTERCOOP BRATISLAVA
Telex: 93365

Import and export of folk arts and crafts products, supplied by co-operatives and enterprises managed by local councils. Fresh, dried and ensilaged forest fruits and mushrooms, rose hips, fruits and vegetables, honey and delicatessen meats, products produced by co-ops and processed here and exported to foreign partners in case they exceed the given plan of production, goods imported with financial means gained from goods produced above the planned quotas. Apart from these types of goods they can, under authorization by the Foreign Trade Ministry, act as business mediators or agents in foreign trade.

INVESTA Foreign Trade Company Ltd.

Kodanska 46
100 10 Prague 10 - Vrsovice
Tel: 715
Cable: Investa Praha
Telex: 122341

Import and export of machines, engineering products and equipment for the textile, ready-to-wear clothes, knitwear, footwear and leather industries, including assembly and service.

JABLONEX Foreign Trade Corporation
Palackeho 41
466 37 Jablonec nad Nisou
Tel: Jablonec nad Nisou 5451-8, 2141-9
Cable: Jablonex
Jablonecnadnisou
Telex: 186238, 186462, 186463
Jablonec
Nad Nisou

Exports and imports costume jewellery made of metal, costume jewellery made of glass, beads, glass buttons, Christmas tree ornaments, artificial flowers, artificial fruit, imitation stones.

Branch Office:
1, Vaclavske Nam.
110 00 Prague 1
Tel: 240472, 240310
Telex: 121465

KARAEXPORT Foreign Trade Company Limited
Vysehradská 25
128 05 Prague 2
Tel: 292041-3
Cable: Centrofurs Praha
Telex: 122272

Import and export of fur skins, semi-finished fur articles and fur garments.

KERAMETAL Foreign Trade Company Ltd.
2, Jasikova
829 66 Bratislava
Tel: Bratislava 295851-4, 295841-4
Cable: Keramet Bratislava
Telex: 093235, 093236

Export and import of refractory products, ores and metals.

KOOSPOL Foreign Trade Company Limited
Leninova 178
160 67 Prague 6
Tel: 336
Cable: Koospol Praha
Telex: 121121

Import and export: sugar, seeds and seedlings, grain, fodder, oilseeds; fresh fruit and vegetables; flowers; meat products and tinned meat; live animals; freshwater fish; dairy products; poultry; feathers; eggs and egg products; essences, malt; hops; beer; confectionery; cheeses; spirits; frozen vegetables; fruit and finished dishes.

KOOSPOL F.T.C
Jasikova 6
829 73 Bratislava
Tel: 295909
Telex: 93562

Export and import of potatoes, starch, tobacco, cigarettes, poultry, meat, wine.

KOVA Foreign Trade Corporation
Jankovcova 2
170 88 Praha 7
Tel: 818 1111
Cable: Kovo Praha
Telex: 121481, 121483

Import and export of precision engineering products: office machines and computers, information processing machines, printing machines and pumping practice equipment, medical appliances, laboratory apparatuses, electrical and electronic and controlling meters, radio-engineering telecommunications.

LIGNA Foreign Trade Corporation
Vodicova 41
112 09 Prague 1
Tel: 2134, 268446
Telex: 122066, 122809
Cable: Ligna Praha

Export of timber, lumber, fibreboard, cottages, cellulose paper, and paper products. Import of timber, cork, paper, animal and vegetable raw materials.

MADE IN (PUBLICITY)
Kotorska 16
14004 Prague 4
Tel: 420150, 420158-9
Cable: Interpublicity
Telex: 122501

Arranges new business contacts, solves marketing and publicity problems for exporters and for foreign exporters to Czechoslovakia. Advertising, public relations, marketing, plans and estimates of advertising campaigns, production and distribution of advertising media, translations, neon signs and road advertising, films and TV shots, displays, exhibitions, symposia, publicity giveaways and gifts.

Branch Offices:
5, Solnicni
656 48 Brno
Tel: 221 88
Telex: 62429

2, Riecna
800 00 Bratislava
Tel: 311 15

MARTIMEX Foreign Trade Company Ltd.
Mudronova 21
03601 Martin
Tel: 332 34
Cable: Martimex Martin
Telex: 075329, 075328

Export of diesel locomotives with outputs of up to 1,200 hp, narrow-track locomotives for construction sites and mines, earthmoving, building and roadbuilding machines, particularly pneumatic compactors, forest tractors and haulers, track-type dozers and haulers, LVS drilling outfits, ships and technical craft, truck-mounted cranes.

Branch Office:
90 Vinohradska
130 00 Prague 3
Tel: 731110
Telex: 121992

MERKURIA Foreign Trade Corporation
Argentinska 38
170 05 Prague 7
Tel: 8736
Cable: Merkuria Praha
Telex: 121022, 122301

Import and export of consumer goods of non-engineered character; electrical and gas appliances, equipment for mess kitchens, laundries, dry cleaners, bakeries, medium and special medical cooling plants, electrical hand tools, shop tools and woodworking tools, cutters, knives and shears, steel vessels for L.P.G., agricultural implements, assembly spanners, oil and electric lamps, padlocks, tins, batteries, lubricating equipment, personal protective outfits, enamelware and enamelled bathtubs, products of plastics, cameras and film projectors, alarm clocks, clocks, watches, microscopes and accessories, lasers, electrical and electronic time measuring instruments, eye glasses and contact lenses, technical jewels, enlarging apparatus.

METALIMEX Foreign Trade Corporation
Stepanska 34
112 17 Praha 1
Tel: 261141-5
Cable: Metalimex Praha
Telex: 121188, 121405, 122370

Exports and imports coal, lignite, briquettes, coke, non-ferrous metals and semi-products thereof, rare and precious metals, natural and synthetic crystals, lasers, iron ores, as well as ores and concentrates of non-ferrous metals.

MOTOKOV Foreign Trade Corporation
NASTRZI 63
140 62 Prague 4
Tel: 414 1111
Cable: Motokov Praha
Telex: 121882

Exports and imports motorcars, commercial vehicles and buses, motorcycles, bicycles and spare and component parts, tractors and agricultural implements, motor vehicle accessories, tires, and products of technical rubber, equipment for workshops, garages, etc.

OMNIA, Foreign Trade Corporation
4, Dunajska
89932 Bratislava
Tel: 53155
Telex: 09226, 09227
Cable: Omnia Bratislava

Export and import program: household appliances — compressor and gas refrigerators, compressor deep-freezers, washing machines, household fittings, enamelled bathtubs, inner-tube valves, enamelled kitchen sinks, shower boxes, hand and electric lighting fixtures, propane-butane appliances, household sewing and knitting machines, radio and television sets, tape recorders and dictating machines; materials handling equipment plain and ball bearings.

OMNIPOL Foreign Trade Corporation
Washingtonova 11
112 21 Prague 1
Tel: 2126
Cable: Ompol Praha
Telex: 121489, 121808

Import and export of sporting aircraft, training and transport aircraft, gliders, aircraft engines, propellers, board instruments, airport equipment and installation, sporting and hunting arms including ammunition, pyrotechnics.

POLYTECHNA Foreign Trade Corporation
Technical Cooperation Agency
Panska 9
112 45 Prague 1
Tel: 244941
Cable: Polytechna Praha
Telex: 121585

Licences, patents, project designs, know-how, consulting engineering, experts, rationalization.

PRAGOEXPORT Foreign Trade Corporation
Jungmannova 34
112 59 Prague 1
Tel: 220800
Cable: Pragoexport Praha
Telex: 122314, 121586

Export of sundry consumer goods. Pragoexport co-operates with more than 220 Czechoslovak producers, suppliers and co-operatives, supplying 130 countries throughout the world with leather fancy goods, tailors' and shoe makers' supplies, toys, metal office equipment, wooden fancy goods, sporting and fishing equipment, tents, sanitary and hygienic rubber articles and medical specialties, Astra-Superior razor blades, shaving requisites. Import of small consumer goods.

PRAGOINVEST Foreign Trade Corporation
Ceskomoravska 23
180 56 Prague 9 - Vysocany
P.O. Box 890
Tel: 822741
Cable: Pragoinvest Praha
Telex: 122379

Exports and imports diesel locomotives, tramway cars, compressors, industrial and other cooling equipment, diesel engines, diesel sets, machinery and equipment for processing of minerals (such as separators and crushers, etc.), machinery and equipment for production of ceramic articles and china, kilns and coolers for production of building materials and ore dressing, power semi-conductors, electric rotating machines and transformers, cranes, transmission gears, hoisting equipment for mines.

PRAGOKONCERT Czechoslovak Arts and Entertainment Agency
1, Maltezske namesti
Tel: 531841-5
Cable: Pragokoncert Praha
Telex: 121810

Must be contacted regarding all entertainment proposals involving singers, musicians, groups, etc.

PSYCHODIAGNOSTICAL AND DIDACTICAL TESTS
National Corporation
4, namestie Ludovych milicii
881 40 Bratislava
Tel: 661 81, 602 22

Export and import of psychodiagnostical and didactical tests.

RAPID, Czechoslovak Advertising Agency
13, U1. 28. rijna
112 79 Prague 1
Tel: 2139
Cable: Publicita Praha
Telex: 011142

Arranges new business contacts, solves marketing and publicity problems for exporters and for foreign exporters to Czechoslovakia. Advertising, public relations, marketing, plans and estimates of advertising campaigns, production and distribution of advertising media, translations, neon signs and road advertising, films and TV shots, displays, exhibitions, symposia, publicity, giveaways and gifts.

REMPO Wholesale of Industrial Products
Duklanska 25
897 23 Bratislava
Tel: 55661-4
Cable: Rempo Bratislava
Telex: 093212

Export of products and services of organizations owned by local authorities.

SIGMA Pumping Equipment and Valves Manufacturing Works
Kollarovo namesti 7
772 31 Olomouc
Tel: 214
Cable: Sigma Olomouc
Telex: 066388

INTERSIGMA Import and Export Corporation Vaclavske namesti 60 111 87 Prague 1 P.O. Box 1111 Tel: 245141 Cable: Intersigma Praha Telex: 121909	Export and import of pumps, pumping equipment, industrial valves, pipelines, boilers for central heating systems.
SIMEX Foreign Trade Corporation Vaclavske namesti 8 110 00 Prague 1 Tel: 26 16 51-2 Cable: Simex Praha Telex: 121990	Import of machines, equipment and services, particularly for the construction of the Prague subway and of the natural gas transit pipeline. Export of projects.
SLOVART Foreign Trade Company Ltd. Gottwaldovo Nam. 6 80532 Bratislava Tel: 48841-9 Cable: Slovart Bratislava Telex: 93394	Export and import of books, magazines, items of folk art, records, printing services, advertisements, old prints, antiques, etc.
SLUZBA VYZKUMU (Commercial and Technical Service for Research and Development) Konevova 131 130 86 Prague 3 Tel: 26 41 40-9 Telex: 122 472	Export and import of special types of scientific equipment instruments, apparatus and materials for Czechoslovak research and development establishments.
STROJEXPORT Foreign Trade Corporation Vaclavske namesti 56 113 26 Prague 1 Tel: 2131 Cable: Strojexport Praha Telex: 121592, 121408, 121671	Strojexport exports and imports machinery, equipment and complete industrial plants in the following branches: building and road-building industries and earthmoving, the production of light prefabricated construction panels; transport, lifting and palletization, including interplant handling and storing purposes, air-handling, open-pit and deep mining and for coal cleaning and ore dressing, complete construction of coal pits, ore and uranium mines, pneumatic tools for mines, constructional sites, foundries, geological survey, geophysical, hydrogeological and engineering services, geophysical instruments, typified hydraulic elements and sets as well as hydraulic clamping systems, wagons, diesel locomotives, track laying and track maintenance equipment, short circuiters and single-phase chokes, drinking and utility water treatment plants, building units of investment character, subgrade and upper construction of railway, road and industrial bridges, construction of airports, water construction, water towers, cisterns, storage

reservoirs, group water mains, sewerage systems, cart-moving-mechanical extraction of soil and its vertical and horizontal displacement to dumping and semi-dumping grounds.

IMPORTS: machinery and equipment of all branches included in its export program, as well as heavy current electrical engineering equipment and welding equipment, industrial and agricultural pumps, industrial fittings, equipment for central heating of industrial halls and houses, equipment for storage, measuring and pumping of liquid fuels.

STROJIMPORT Foreign Trade Co. Ltd.
Vinohradska 184
130 52 Prague 3
Tel: 713
Cable: Strojimport Praha
Telex: 122241

Exports and imports: machine tools, tools and measuring instruments, woodworking machines, machines for the glassmaking industry, small industrial equipment, equipment for surface finish of metals.

SKODA PLZEN National Corporation
30, namesti Ceskych bratri
316 00 Plzen
Tel: 939211
Cable: Skoda Plzen
Telex: 1542211

Export of industrial plants and individual machines in the branch of steam, water and nuclear power stations, rolling mills, foundries, equipment for building and food industries, electrical instruments, individual deliveries in the branch of transport equipment (electric locomotives and trolleybuses), machines, compressors, transmission gears, castings, forgings, crankshafts and tools.

IMPORTS: of products and equipment serving for completion of own products, particularly in the engineering and electro-technical branches.

SKODAEXPORT Foreign Trade Corporation
Vaclavske namesti 56
113 32 Prague 1
Tel: 2131
Cable: Skodaexport Praha
Telex: 122413, 121828

Export and import of complete industrial plants, as well as individual pieces of machinery and equipment in the following branches: steam and hydroelectric power stations, equipment for nuclear power stations — complete power stations, incinerating plants, heating plants, recovery boilers, complete equipment for water-power plants including water turbines of the Kaplan, Francis and Pelton types, reverse turbines and pumping stations; machinery and equipment for the metallurgical industry — roll mills, foundries, steel mills, integrated steelworks, coking plants, machinery and equipment for processing non-ferrous metals, engineering plants, such as equipment for

TATRATOUR Cooperative Travel Office
Bajkalska 25
883 24 Bratislava
Tel: 70173-5, 68801-5
Telex: 092241

complete engineering plants, equipment for the production of machines and instruments for the engineering industry, foundries and electric power stations. Export of electric locomotives, trolleybuses and tobacco processing machines with the Skoda trademark.

With its network of 25 travel agencies all over the territory of Slovakia, Tatratour organizes local, as well as foreign travel services in Czechoslovakia and throughout the world.

TECHNOEXPORT Foreign Trade Company
Limited
Vaclavske namesti 1
113 34 Prague 1
Tel: 247351
Cable: Technoexport Praha
Telex: 121054, 122585

Export and import of equipment and machinery for chemicals, rubber industry, paper and cellulose industry and food industry. Export and import of individual machines, spare and component parts, projects, licences, assemblies, supervising of assemblies and technical assistance. Technoexport carries out economic analyses, offers financial participation, works out modern projects of whole industrial units including turnkey plants, puts into operation complete plants, as well as machinery and equipment of producing plants.

TECHNOEXPORT Foreign Trade Company
Limited
829 51 Bratislava, Jasikova 6
Tel: 295851-5, 295841-5
Cable: Technoexport Bratislava
Telex: 092221, 092222, 092328, 092329

The company exports and imports machines and equipment for the chemical, food and plastics industries, including equipment for the production of paper, cellulose, equipment for television, individual parts of equipment, spare parts, components, schemes, licence erection work, erection supervision including technical assistance and also, when required, the building part of deliveries, as far as it is related to the export and import of equipment within the scope of the activities of the company.

TRANSAKTA Foreign Trade Corporation
— Commercial Transactions Agency
11, Letenska ul.
118 19 Prague 1
Mala Strana
P.O. Box 72
Tel: 534351-4
Cable: Transakta Praha
Telex: 121563, 122261

Barter deals of all kinds, commercial transactions, financial operations, representation of foreign companies in Czechoslovakia, direct export and import contracts, as well as other services performed in foreign trade.

Branch Office:
1, Leningradska
898 24 Bratislava
Tel: 54711, 33105, 52779
Telex: 093466

TUZEX Foreign Trade Corporation
13, Rytirska ulice
113 43 Prague 1
Tel: 227355-6
Cable: Tuzex Praha
Telex: 121012

Retails all kinds of goods domestically for foreign currency.

UNICOOP Foreign Trade Cooperative
Revolucni 13
110 00 Prague 1
Tel: 69341-3, 66238
Cable: Unicoop Praha
Telex: 122441, 122452, 122558

Imports and exports folk art products, toys of all kinds, alimentary specialties, fresh fruit, vegetables, forest produce, and honey. Import and export broker for other goods for inland and foreign co-operative organizations.

USTREDI CESKE ADVOKACIE
(CENTRE OF THE CZECH BAR)
16, Narodni trida
110 00 Prague 1
Tel: 297051-3

Patent and trademark attorneys acting in the interest of Czechoslovak applicants for the protection of their industrial rights abroad, representation of foreign applicants before the Office for Patents and Inventions in matters of inventions, suggestions for improvement, trademarks and industrial designs.

ADVOKATNI PORADNA 1
(Law Offices No. 1)
32, Narodni trida
110 00 Prague 1
Tel: 224782-87

ADVOKATNI PORADNA 10
(Law Offices No. 10)
25, Zitna u
110 00 Prague 1
Tel: 225856-58

UTRIN
(Technical Development and
Information Institute)
543/9, U Sovovych mlynu
113 56 Praha 1
Tel: 532141
Cable: Utrix Praha
Telex: 122725

Functions as the patent and trademark office for Czechoslovak registrations abroad and for foreign registrations in Czechoslovakia.

VELAZ PRAHA
(Laboratory Animals — Large Scale
Breeding) National Corporation
15, Lysolaje
165 52 Praha 6
Tel: 326551-5
Telex: 122722

Export and import of laboratory animals, and export of equipment for laboratory animal breeding stations.

VITKOVICE STEEL AND ENGINEERING
WORKS OF KLEMENT GOTTWALD TRUST
706 02 Ostrava 6
Tel: Ostrava 595-6
Cable: Ferrovitkovice Ostrava
Telex: 520201, 520202

Export of profiled metallurgical products, sheets, tubes, steel castings, forgings and pressings, steel bottles and containers, crankshafts, transmission gears, pipings, bridge and mast constructions, metallurgical cranes, industrial and marine boilers, equipment for nuclear power stations, dressing plants for coal and ores, homogenization and sintering plants, blast-furnace equipment, machinery for coking plants and for production and processing of steel, rolling mills, gas tanks, giant machines for coal stripping, high-pressure vessels, equipment for production of aluminum, tower silos, cattle breeding farms, building machines.

ZAHRADNICTVO A REKREACNE SLUZBY
MESTA BRATISLAVY
(Bratislava Municipal Gardening and
Recreation Services)
Association for Foreign Trade
Representation
9, u.1 Odbojarov
89622 Bratislava
Tel: 64127, 68788
Telex: 92337

Export and import of fruit trees, seedlings, semi-finished products, and aquarium fish and other fauna.

ZADOVY SILNOPROUDE ELEKTROTECHNIKY
(HEAVY-CURRENT ENGINEERING WORKS),
GENERAL MANAGEMENT
28, Blanicka u.
120 61 Prague 2
Tel: 256251-9
Telex: 122279, 121488

Exports: electric motors up to 1,000 KW rating, electric multimotor drives, alternators up to 1,000 KVA rating, high and low voltage apparatus up to 35 KV, transformers, cables and conductors, electric welding machines, electric ovens, and heating, carbon brushes, and products of graphodur, electrical installation materials, projects and assembly of electric machinery equipment.

ZOOLOGICKA ZAHRADA PRAHA
(The Prague Zoo)
170 00 Prague 7 - Troja
Tel: 841441-4
Cable: Zoopark Praha

Barter in animals for zoos.

VII. CZECHOSLOVAK REPRESENTATIVE AGENCIES

USOZ - Association of Firms for
Foreign Agencies
NASTRZI 63
140 62 Prague 4
Tel: 4142805-7

The Association assists development of the member firms conforming with the economic, commercial and political requirements of the Czechoslovak national economy, by way of rational implementation of various services.

EFEKTIM Limited Company for Foreign Trade Representation in Czechoslovakia
1, Vaclavske namesti
110 00 Praha 1
Tel: 244632, 247234
Cable: Efektim Praha
Telex: 121117

Representation of capital equipment for engineering, chemical, textile, leather, paper, food and ceramic industries, the building industry, etc.; computing technology and office machines, electronics and other products.

INTERAL Limited Company for Foreign Trade Representation in Czechoslovakia
9, Prazska
883 45 Bratislava
Tel: 40329, 43141, 40681
Cable: Interal Bratislava
Telex: 093263

Representation of foreign companies in Czechoslovakia including all services relating to agency activities. Mediation of all kinds of transactions. Technical services, market surveys and research consignment stores organization.

INTERSIM Limited Company for Representation of Foreign Firms in Czechoslovakia
14, Topolova
106 02 Praha 10
Tel: 757141, 757541
Telex: 121963, 121971

Represents foreign companies.

MEDIA
Association for Representing Foreign Firms in Czechoslovakia
33, Svatoslavova
140 00 Praha 4
Tel: 425184
Cable: Media Praha
Telex: 121925

Representation of foreign companies in Czechoslovakia, sales promotion of the companies represented, and organization of their participation in trade fairs and exhibitions in CSSR, mediation of conclusion of delivery contracts, assistance during conclusion of contracts relating to technical services, ensuring technical services, establishing consignment stocks.

MERCANTA Limited Company for Import Mediation
22, Balbinova
120 34 Praha 2
Tel: 246008, 246793
Cable: Mercanta Praha
Telex: 122789

Wide range of small mechanized and hand-operated electrical instruments for the building industry, including fastening technology; special fire engines, vans for street cleaning, for forestry and agricultural work, ambulances, laundry and dry cleaning equipment, textile machines, cinephoto optics, complete equipment for serigraphy (machines, foils, dyes), admixtures and stabilizers for plastic materials, etc.

PHOENIX Company Limited for Import Mediation
Bratri capku 32
101 58 Prague 10
Tel: 738515
Cable: Phoenix Praha
Telex: 122866

Equipment and machines for earth removal, building machines, road and railway building machines, equipment for welding, transport, packaging and metallurgy, textile machines, air-conditioning systems, etc.

PRAGENT Foreign Trade Company Limited
30, Vodickova
115 99 Praha 1
Tel: 243149, 269195
Cable: Agentas Praha
Telex: 122713

Represents foreign firms and mediates contracts in the field of consumer goods such as cleaning and washing agents, some engineering products, business machines, medical instruments, etc.

REPHACHEM Company Limited for
Representing Foreign Firms
46, Kodanska
100 10 Praha 10
Tel: 732176, 732035
Cable: Rephachem Praha
Telex: 121905

Representation of foreign companies in the Czechoslovak Socialist Republic in the field of pharmacy and chemistry.

TRADEX: Association for Foreign
Trade Representation
Jungmannovonam 7
110 00 Prague 1
Tel: 247220
Telex: 122707

Equipment for large-capacity catering, equipment for hospitals and laboratories, equipment for metallurgy and engineering, railway building machines; cleaning machines, air-conditioning and air-operated systems; a wide range of consumer goods (gramophone records, cosmetics, etc.) and other products.

UNIFRUX Company Limited for Foreign
Representation
3, V jame
113 45 Praha 1
Tel: 241593, 242280, 242213
Cable: UnifruX Praha
Telex: 121944

Representation of foreign firms within Czechoslovakia in the following fields: products of the food-processing industry, food stuffs, spirits, tobacco, fruits and vegetables including tropical fruit; machinery and equipment for the food-processing industry, for farms, hotels, etc.

ZENIT
Association for Foreign Trade
Representation
NA STRZ1 63
140 62 Praha 4
Tel: 4142392
Cable: Zenit Praha
Telex: 121900, 122781

Zenit represents foreign firms in Czechoslovakia, provides commercial and technical information and commercial services, acts as agent for trade of all kinds (import, barter deals, co-operation, licensing, servicing, leasing, renting), conducts publicity for the represented firms including their participation in fairs and exhibitions in Czechoslovakia, arranges for the running of commercial and consignment stock in Czechoslovakia for products of the represented firms.

Branch Offices:
Sady Osvobozeni 2
602 00 Brno
Tel: 22749
Cable: Zenit Brno
Telex: 62648

115, Gottwaldova
701 11 Ostrava 1
Tel: 53280
Telex: 52504

VIII. USEFUL ADDRESSES

Embassy of the Czechoslovak Socialist Republic
171 Clemow Avenue
Ottawa, Ontario
K1F 2B3
Tel: (613) 234-6581
Cable: ZAMINI OTTAWA

Consulate General of the Czechoslovak Socialist Republic
1305 ouest, av. Pine
Montréal (Québec)
H3G 1Y4
Tel: (514) 849-4495
Cable: ZAMINI MONTREAL

Trade Commission for Czechoslovakia
1280, rue St-Mark, Pièce 202
Montréal (Québec)
H3H 2J1
Tel: (514) 937-6331-2
Cable: OBZAMINI MONTREAL

Consulate General to be opened in Toronto in 1980.

We recommend that all companies which intend to export or import from Czechoslovakia consult the Czechoslovak Trade Commissioner in Montreal. He will have information about the representatives of Czechoslovak Foreign Trade Corporations in Canada and may arrange contact with the authorized exporter or importer.

Chief, Eastern Europe Division
European Bureau
Department of Industry, Trade and Commerce
Ottawa, Ontario
K1A 0H5
Tel: (613) 593-4884

Export Development Corporation
P.O. Box 655
110 O'Connor Street
Ottawa, Ontario
K1P 5T9
Tel: (613) 237-2570
Telex: 053-4136

REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETED ABROAD, CONTACT THE NEAREST REGIONAL OFFICE OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE IN YOUR AREA:

NEWFOUNDLAND LABRADOR	P.O. Box 6148 127 Water Street St. John's, Newfoundland A1C 5X8	Tel: (709) 737-5511 Telex: 016-4749
NOVA SCOTIA	Suite 1124, Duke Tower 5251 Duke Street, Scotia Square Halifax, Nova Scotia B3J 1N9	Tel: (902) 426-7540 Telex: 019-21829
NEW BRUNSWICK	Suite 642 Eastern Canada Building 440 King Street Fredericton, New Brunswick E3B 5H8	Tel: (506) 452-3190 Telex: 014-46140
PRINCE EDWARD ISLAND	P.O. Box 2289 Dominion Building 97 Queen Street Charlottetown Prince Edward Island C1A 8C1	Tel: (902) 892-1211/0560 Telex: 014-44129
QUEBEC REGION	C.P. 1270, Succursale B 685, rue Cathcart, Suite 600 Montréal (Québec) H3B 3K9	Tel: (514) 283-6254 Telex: 012-0280
QUEBEC CITY	2, Place Quebec Suite 620 Québec (Québec) G1R 2B5	Tel: (418) 694-4726 Telex: 051-3312
ONTARIO	P.O. Box 98, Suite 4840 No. 1, First Canadian Place Toronto, Ontario M5X 1B1	Tel: (416) 369-4951 Telex: 065-24378
MANITOBA	507 Manulife House, Suite 507 386 Broadway Avenue Winnipeg, Manitoba R3C 3R6	Tel: (204) 949-2381 Telex: 065-24378
SASKATCHEWAN	Room 980, Avord Tower 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 359-5020 Telex: 075-7624

ALBERTA
NORTHWEST TERRITORIES

500 Macdonald Place
9939 Jasper Avenue
Edmonton, Alberta
T5J 2W8

Tel: (403) 420-2944
Telex: 037-2762

BRITISH COLUMBIA
YUKON

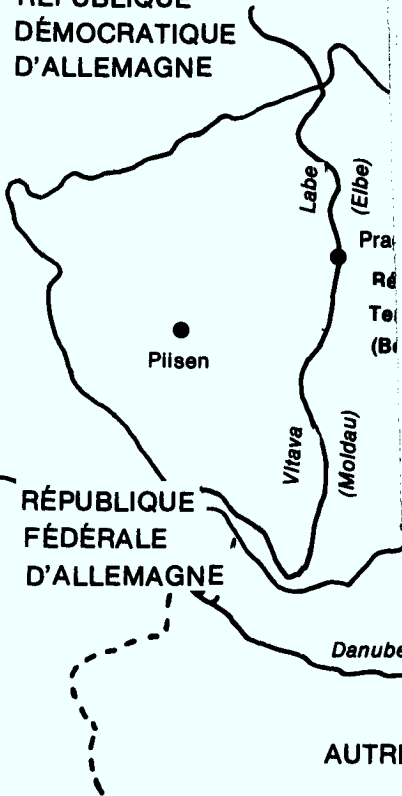
P.O. Box 49178
Suite 2743
Bentall Centre, Tower III
595 Burrard Street
Vancouver, British Columbia
V7X 1K8

Tel: (604) 666-1434
Telex: 04-51191

RÉPUBLIQUE SOCIALISTE DE TCHÉCOSLOVAQUIE



RÉPUBLIQUE
DÉMOCRATIQUE
D'ALLEMAGNE



RÉPUBLIQUE
FÉDÉRALE
D'ALLEMAGNE

