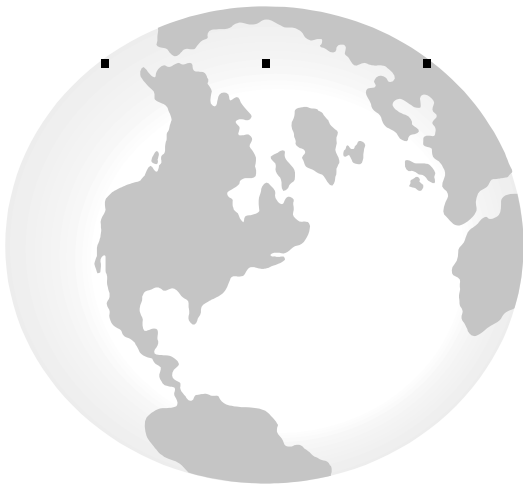




Market Research – Eastern Europe

Industrial footwear in the Czech Republic



Proexport – Colombia

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Estimado Empresario:

La búsqueda de acuerdos comerciales que nos permitan como país ampliar los escenarios y mercados de exportación, nos reta como PROEXPORT a apoyar en forma directa a los empresarios en sus iniciativas exportadoras, ofreciendo servicios dentro de un modelo del gestión comercial y compartiendo un conocimiento más detallado sobre los mercados y sus oportunidades.

Para lograr lo anterior, PROEXPORT, con inversión de recursos propios y de cooperación técnica no-reembolsables del BID-FOMIN, emprendió una labor de recolección y análisis de información de primera mano en los principales mercados de interés a través de la contratación de consultorías internacionales especializadas en investigaciones de mercados. Los resultados de estos trabajos permitieron analizar y conocer la dinámica comercial de los sectores en los cuales existe un potencial para nuestras exportaciones, así como detallar aspectos de competitividad, información valiosa para la orientación de las iniciativas exportadoras de nuestros empresarios.

La información que contiene este estudio, sobre la dinámica del sector, la demanda y consumo, la situación competitiva de los productos, estructura y características de la comercialización y logística de acceso al mercado, es una contribución e invitación a profundizar y conocer aspectos que nos permitan avanzar en la realización de negocios en escenarios internacionales.

Cordialmente,

A handwritten signature in black ink, appearing to read 'L.G.P.' with a stylized flourish.

Luis Guillermo Plata P.
Presidente PROEXPORT

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1. Introduction

1.1 Introduction

The hereby presented report was elaborated on behalf of PROEXPORT Colombia. The primary goal of the report is to provide information for exporters from Colombia about the Czech footwear market as well as to present an overview of relevant potential customers.

Following the requirements of PROEXPORT Colombia, the paper focuses on identifying export opportunities for Colombian entrepreneurs in the Czech Republic, including contacts with potential customers.

1.2 Methodology

The report is conceived as a compilation of edited information from numerous sources. The prevailing portion of statistical data was provided by the Ministry of Industry and Trade, Ministry of Finance, and the Czech Statistical Office.

Official institutions like the Ministry, investigate different branches in different periods of time and with a changing frequency. Therefore more recent information might be available on one branch than on another sector. For example, the official statistical survey of the year 2004 done by the Czech Statistical Office is to be closed by the end of November 2005, and published in the beginning of the next year. That is the reason why some of data from the Czech Statistical Office are presented for 2003. However, this report contains all the latest data available.

Other important sources of information, who provided data presented in this report, include the relevant Associations (mainly The Czech Footwear Association and others), Czech Agency for Foreign Investment (Czech Invest), the Office for Standards and Meteorology, the PP Agency and major trade fair organisers. Additional information was acquired via the Internet and drawn from major daily newspapers (Hospodářské noviny, Lidové noviny).

Abbreviations and terms used in the report:

CZK koruna	česká koruna (Czech crown) – Czech currency unit exchange rate as on May 25, 2005: EUR 1 = CZK 30.18, CZK 100 = 3.31 EUR \$1 = CZK 24,652, CZK 100 = 4,05 \$
DPH	value-added tax (VAT) basic rate 19%, reduced rate 5%
a.s. or akc. spol.	a joint-stock company, equivalent to N.V. in the Netherlands
s.r.o. or spol. s r.o.	a limited liability company
k.s.	a limited partnership
v.o.s.	a partnership
s.p.	a state-owned enterprise
Praha	Prague, Prag, (the capital of the Czech Republic)
mill./mil.	Million
bill.	Billion
CSU	Czech Statistical Office

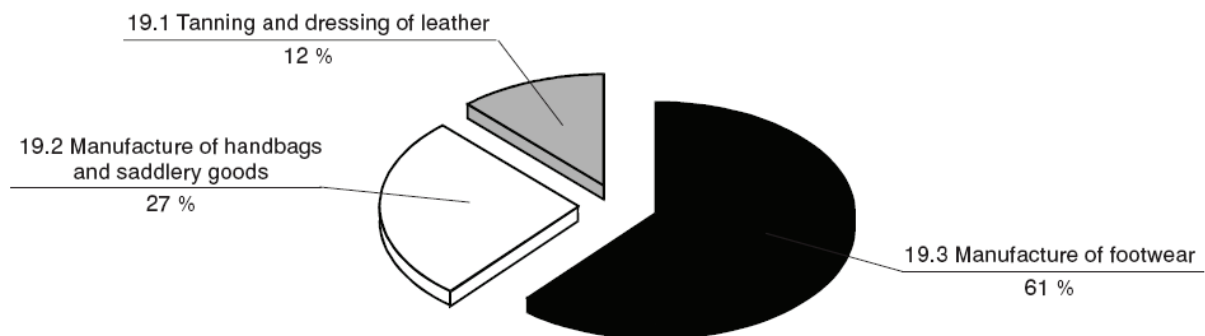
2. General sector data

2.1 Current market developments within the specified sector

After the collapse of communism (1989) the Czech leather and footwear sector experienced a dramatic decline in production along with all other manufacturing sectors. However, while total manufacturing has improved since 1995, the leather and footwear sector continued to drop.

Under the NACE International classification, the sector is divided into three branches – of which footwear is the largest sub-branch - see Figure 2.1.

Figure 2.1.1 Shares of the groups in receipts from sales of own products and services in 2003¹



Note: Data in current prices
Source: The Czech Statistical Office, MIT estimate

Source: *The Czech Statistical Office, MIT estimate*

The leather industry division 19 consists of the following groups:

19.1 - Tanning and dressing of leather (basic manufacturing)

19.2 - Manufacture of luggage, handbags, saddlery and the like goods (final manufacturing)

19.3 - Manufacture of footwear (final manufacturing)

The Czech footwear industry before 1990 belonged not only to the largest producing industry, but also to the biggest exporting industry in ex-Czechoslovakia. At the beginning of the 1990s several changes occurred which

¹ The leather industry is an export-oriented branch in a long-term, which is witnessed by the fact that a considerable part of receipts (about 40 %) are receipts from sales of leather goods for exports

unfavorably influenced the development of this area and caused a gradual decline. The sector was hit hard by the dissolution of the CMEA (Council for Mutual Economic Assistance) and the disintegration of the former Soviet Union (more than half of the shoe production was sold there), the disintegration of the shoe sales network and the absence of trademarks known on the European Union (EU) market.

With the liberalization of imports, Czech producers encountered competition especially in the form of imported footwear mainly originating from Asian countries. These countries are very competitive because of their low pricing, but on many occasions, serious construction faults in Asian footwear have been discovered.

The Czech footwear industry produced approximately 5.7 million pairs of shoes in the year 2004; 50 million pairs of footwear were imported, where the decisive share of imports was from China. Approximately 7.6 million pairs were exported. Currently, the local footwear market has a capacity of 48 million pairs per year and the average consumption in 2004 was 4,65 pairs per inhabitant per year.

Regarding the above stated data, the offer of footwear of local production constitutes only approximately 10 per cent, whereas footwear of Chinese origin makes up over 69 per cent of the footwear supply to the Czech market. The remaining offer of footwear (20-30 per cent) comes from Vietnam, Italy (mainly fashionable footwear), Slovakia and some western European countries (Spain, Portugal, and Germany), but also Brazil etc.

The Czech Republic (CZ) represents a relatively small market for footwear, though if producers want to fill their capacity and if they do not stand a chance of competing with local "unfair competition" (for example the illegal import from China), they have to export. Many production co-operations with Western European partners have been developing; producers convert to products more elaborate in construction and with higher added value and modern design. Most producers who have stood up to strong local and foreign competition have realized that it is necessary to produce specialized products and to choose suitable marketing too. Nowadays Czech producers successfully export 70 - 80 per cent of their annual production.

Though during the past ten years the largest part of Czech footwear exports has been directed to the European Community, the links between domestic and EU companies in the form of subcontracting and outward processing are currently rather moderate. It is expected that the country's accession to the EU has a positive effect on the footwear industry in CZ. Czech footwear producers are glad to have the possibility to be full participants of the big European market. There are new possibilities opened up for small companies in the EU market. Czech footwear producers also hope that EU membership helps to introduce stronger anti-dumping and anti-smuggling measures in CZ. For about six years they have

been facing unfair competition from illegal footwear importers from Asia, selling low quality, duty unpaid and untaxed footwear at much lower prices. Czech authorities have not been putting in enough effort to cope with this problem.

However, there is also a sense of fear in CZ about the accession to the EU. Local producers worry about new competition from strongly established EU brands, possible disorganization of local retail outlets, increased importance of hypermarkets and retail groups. Mr. Bradley, director of Bata, a big international concern manufacturing in forty countries, including the CZ, claimed that accession to EU has had a positive effect for the Czech footwear industry in a short-term perspective, but in the long-term it will weaken the industry.

Outward processing

There is a lot of information available about outward processing that is quite contradictory to each other. The representative of the Czech Footwear Association claimed that production of footwear from components imported from the EU into the Czech Republic and its subsequent re-export back to the EU market is of essential importance for many Czech footwear producers. The need for links with EU companies has increased following the fall in demand for domestically produced footwear due to growing cheap imports from Asian countries. One of the most important authorities on footwear and a shoe seller himself, Mr. Pivecka on the other hand claimed that the importance of outward processing with the EU was never very high for CZ and has remained at the same level. The biggest companies which have cooperation with the EU countries are ZEMAN shoe (Znojmo), PENTA shoe (Veseli nad Moravou), PRABOS (Slavicin). Bata has some business cooperation with the German company Trentau and some with companies from the United Kingdom (UK).

Foreign direct investment

Direct investment by the EU footwear companies is not very large in CZ. The EU investments are mainly take-overs involving the purchase and modernization of old local plants. The biggest investors come from Germany: Fagus-Grecon (bought a factory in Zlin), John (in Brezuvsky), Shatzle (in Otrokovice), Romika (in Hrusovany). Bata has received many investments in the form of modern technologies from Canada, mainly due to the fact that it is owned by Mr. Bata, who is a Czech national living in Canada.

The biggest joint venture created in the footwear sector during the past fifteen years is between the Italian firm I.P.R. Spa and Stival Company. The Italians hold the biggest share of the company's ownership. However in the second part of the nineties this company had to stop manufacturing due to the collapse of Russian markets and it has turned its activities to trading. After this turn around of activities, it has developed itself into a big chain of footwear stores.

Technology

Most Czech footwear firms use computer aided design; this also includes companies that receive no or little foreign investment. The use of computer aided stitching technologies is much less frequent. The classical production of shoe uppers in stitching rooms is still predominantly used in most Czech footwear companies.

Major companies

The main Czech shoe companies are Novesta s.r.o. in Zlín and Prabos a.s. in Slavičín. The number of smaller companies producing footwear and leather products has increased and they show a much higher efficiency than large companies. Production of the Czech leather and footwear sector is concentrated in the Zlín region (see chapter 4.8.).

Restructuring and machinery & equipment.

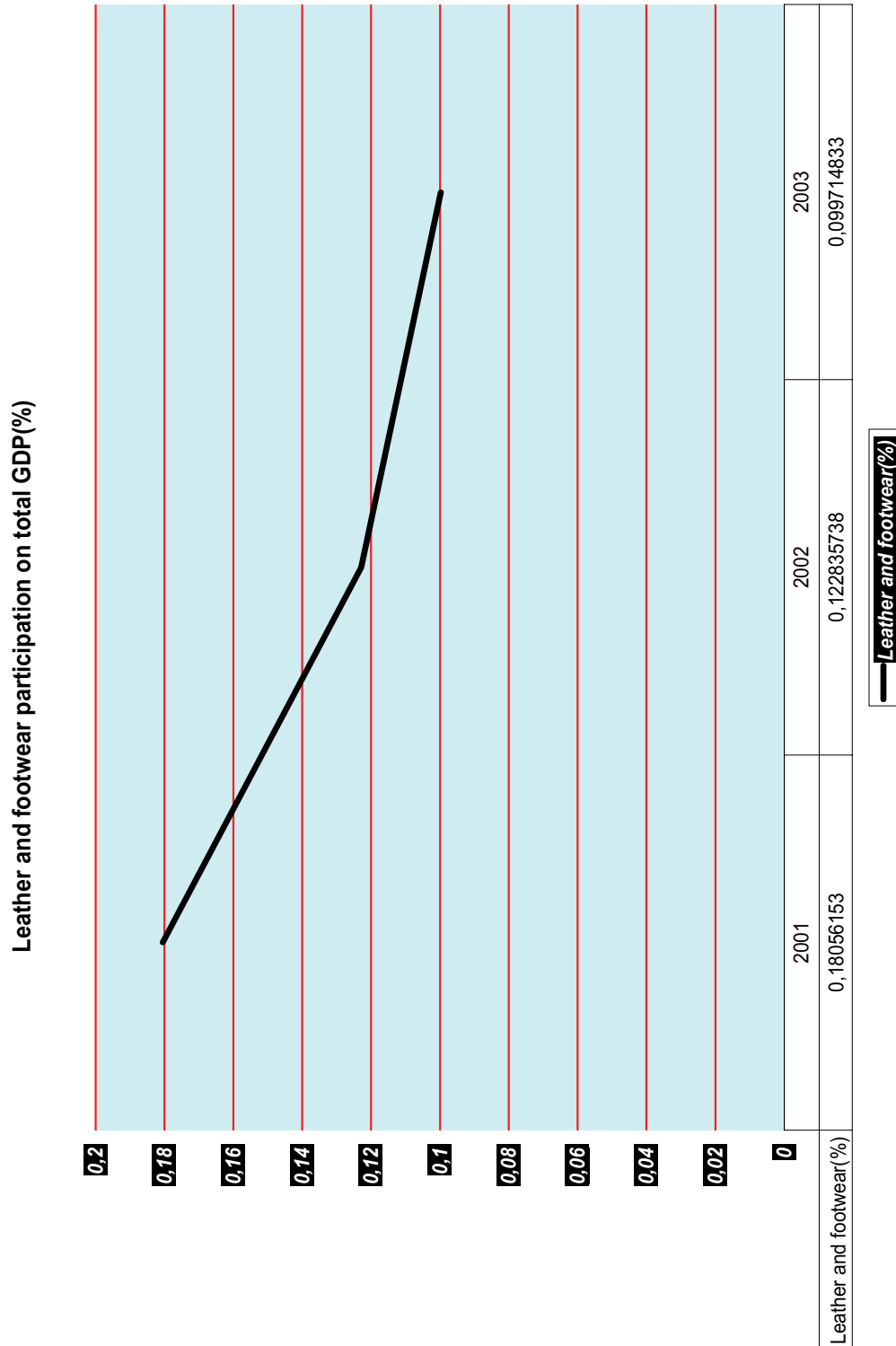
Restructuring of the leather and footwear sector was most visible in large companies, with production and employment restructuring taking place in 1996 and 1997. The drop in footwear employment was not connected with the modernization of equipment, but with the lack of opportunities and export possibilities.

The Czech leather and footwear sector is among the manufacturing sectors with the lowest investment outlays, due to its poor reputation and the fact that Czech banks grant only short-term loans. Investment is mostly concentrated in the footwear industry, while it is relatively absent in leather tanning.

2.2 Sector's participation in total GDP

The sector's participation in total GDP started decreasing in 1999. The following figure (2.2) shows statistical data from the Czech Statistical Office for the years 2001 – 2003. Data for year 2004 is not available yet.

Figure 2.2.1 : The sector's participation in total GDP



Source: The Czech Statistical office

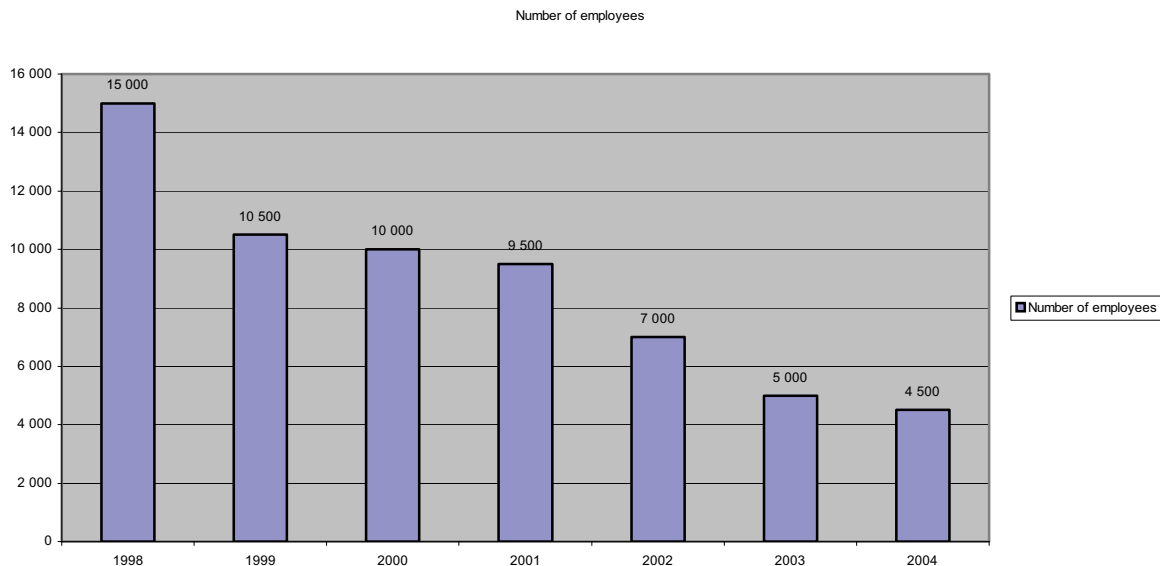
2.3 Sector's participation in employment

After the transformational recession had come to an end in 1992/1993 and total manufacturing began to grow again in the region, production of the leather and footwear sector continued to fall rapidly in the Czech Republic. Production levels fell far below the pre-transition levels of 1989. When compared to total manufacturing, the leather and footwear sector was far less successful, than other manufacturing branches, such as the textile production.

This situation also influenced the situation on the labor market. Wages in the leather and footwear sector are still very much below that of West European countries, representing a significant competitive advantage for the labor-intensive sector. Compared to EU-average, monthly wages (converted at current exchange rates) hovered between 10% and 20% in the Czech Republic.

The sector's participation in employment is specified in Figure 2.3. As it follows from this graph the participation in employment is decreasing. The data for 2004 are estimated.

Figure 2.3.1 The sector's participation in employment



Source: The Czech Footwear Association

2.4 *Developments in production*

In the Czech Republic there is a highly qualified, but nevertheless relatively cheap labour force. Production capacities of footwear companies can quickly be doubled. During the restructuring of footwear production companies, their labour force was trimmed. Therefore production companies nowadays are able to be flexible units that can react swiftly to the wishes of their customers. The geographical location of the Czech Republic in the heart of Europe is undoubtedly an asset, because it makes quick transportation of goods possible without the necessity to store the goods for long periods and thus bind financial means.

For the future development of the Czech footwear industry the creation of a distributing net locally and abroad is very important. Many producers build their own retail net, or they obtain contractual shops. Strong competition has grown during the last two years in the nets of foreign supermarkets, but even here Czech producers have gained their stable position among contractors.

With respect to the coming periods the leather industry must meet basic challenges and developments following from the strategy of Community countries.

It primarily concerns:

- Implementation of the best available technologies,
- Assertion of the environmental regulations on origin and transfer of toxic substances,
- Improvement of mutual collaboration among EU's countries and further institutions etc..

The footwear industry had to meet more keen competition on the EU internal market from 1.1.2005, which was created by cancellation of quantitative quotas on import of various kinds of footwear from China. Based on the analysis of direct export from China to EU countries in 2003 the share of regulated items amounted to 73,2 % in the leather footwear, 56,6 % in plastic footwear and approximately 41,0 % in textile footwear. In the framework of the worldwide globalization, the manufacturing of consumer goods is being transferred into countries that are rich of raw material and have a cheaper workforce. Those countries are mainly located in Asia.

2.5 Sales-, import- and export activities

Table 2.5.1 Receipts from sales of own products and services, in current and constant prices

	2000	2001	2002	2003
(Mill. EUR) in cur.p.				
Manufacture of footwear NACE 19.3	191.7	196.39	161,66	135.2
(Mill. EUR) in con.p.				
Manufacture of footwear NACE 19.3	191.7	183.05	150.23	125.13

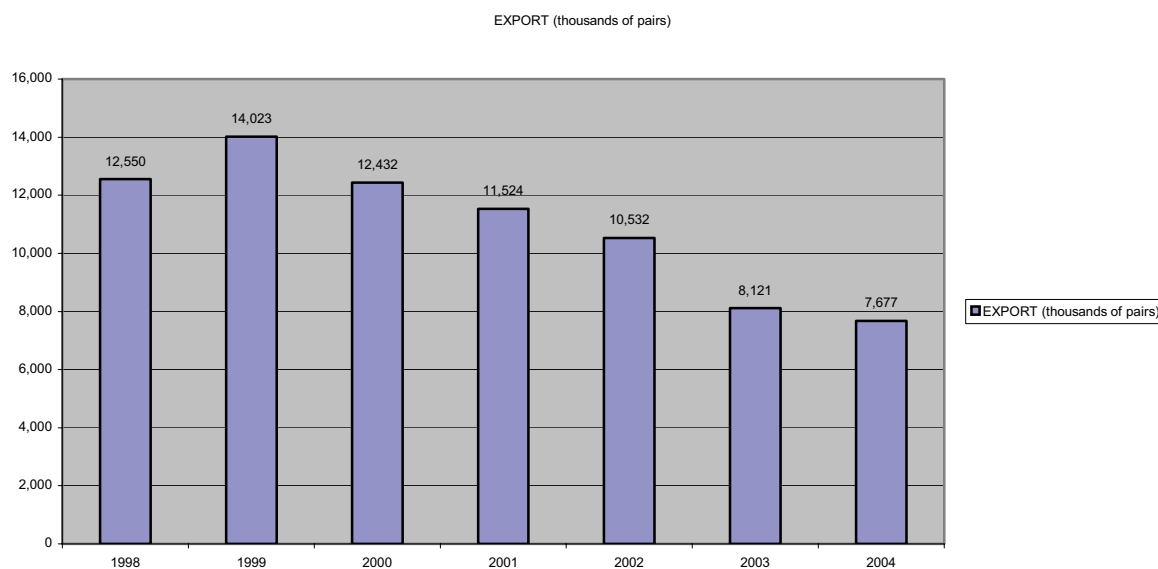
Source: The Czech Statistical Office

Receipts from sales of own products and services, in current and constant prices, in 2000-2003 is given in the table below. This shows how much sales activities take place within the Czech Republic on an annual basis.

The produce and export of footwear has been decreasing every year since 1990. For example in the year 1990, before the restructualization, the number of produced pairs amounted to 71 million and of this number, 42 million pairs were exported abroad from the CZ. In the year 2000 the number of produced pairs was a mere 13 million pairs and respectively 12 million pairs were exported abroad.

The production for export in the years 1998 – 2004 is illustrated in Figure 2.5.2

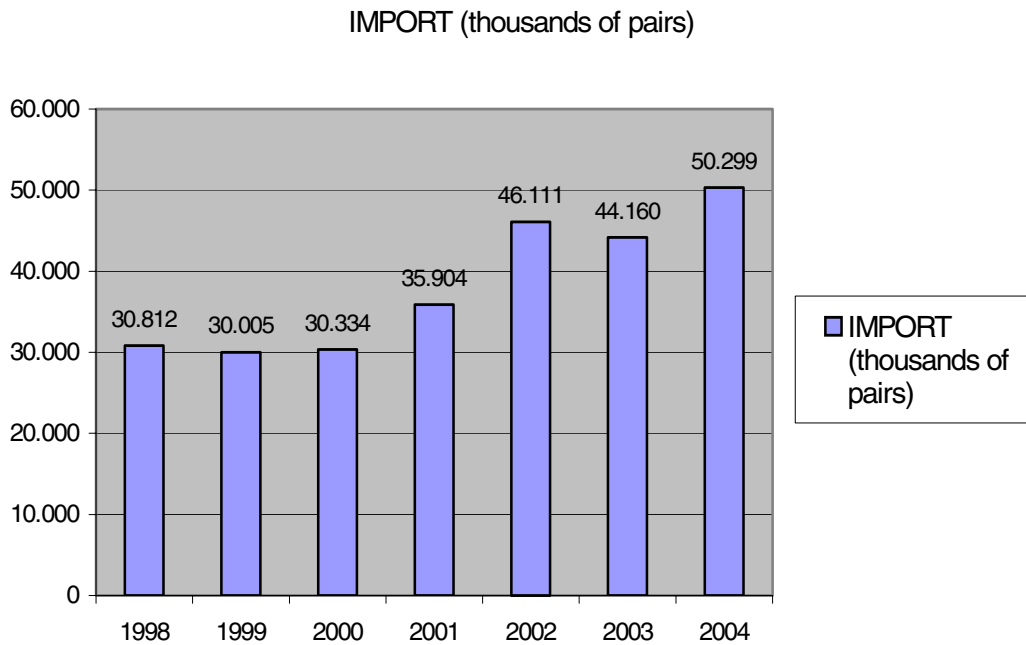
Figure 2.5.2 The production for export



Source: The Czech Footwear Association

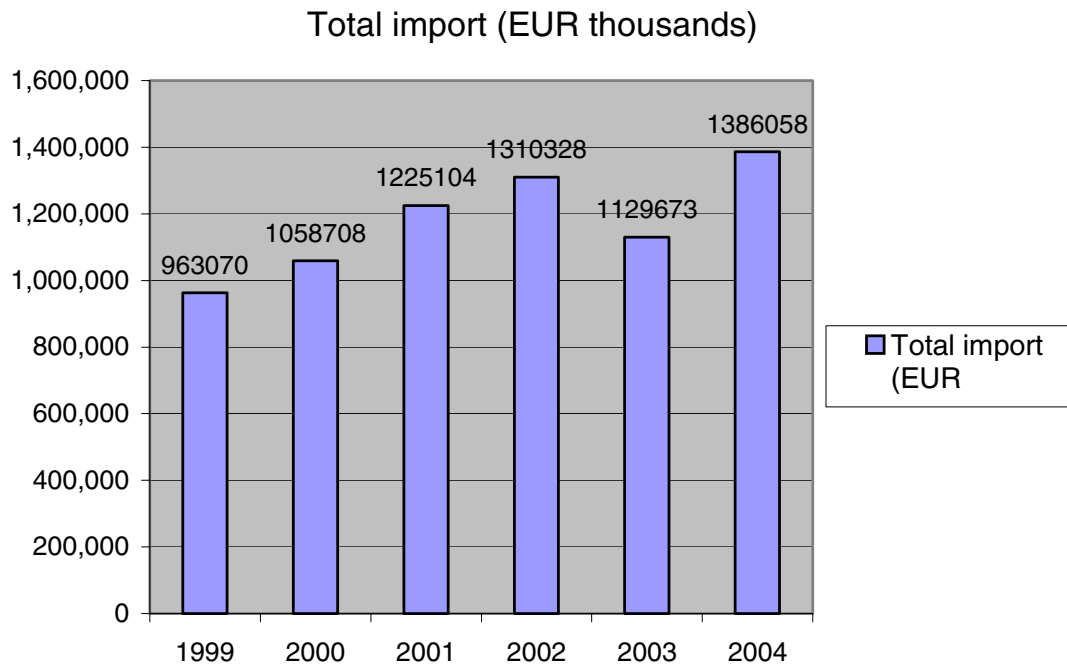
While the number of exported footwear has continued to drop, the amount of imported pairs of shoes has only grown. Imports between 1998 and 2004 have risen from 30.000 to 50.000 pairs, as shown by the graph below.

Figure 2.5.3 The import in the years 1998 - 2004



Source: Czech Footwear Association

Figure 2.5.4 Total import in CIF values in years 1999 - 2004

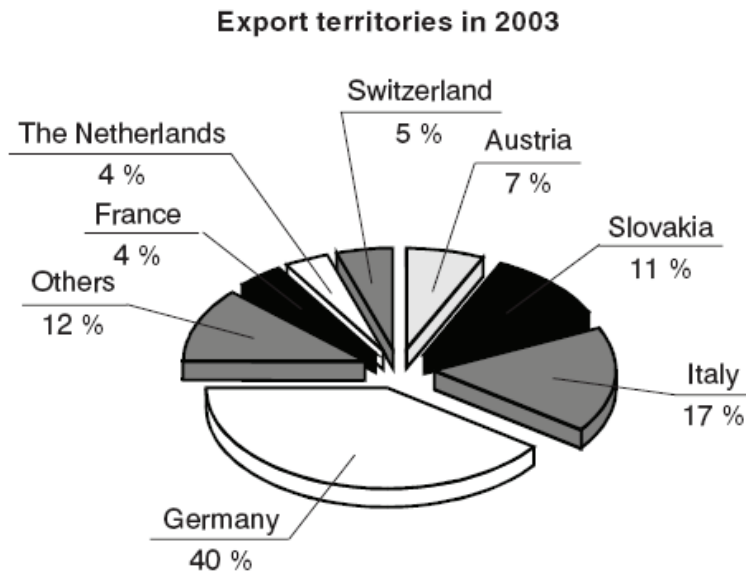


Source: The Czech Statistical Office²

The territorial distribution of the foreign trade in 2003 is illustrated in Figure 2.6 a en b. As can be seen in this graph, Germany is by far the most important customer of Czech footwear, followed by Italy and Slovakia. Imported footwear mainly originates from China and Italy.

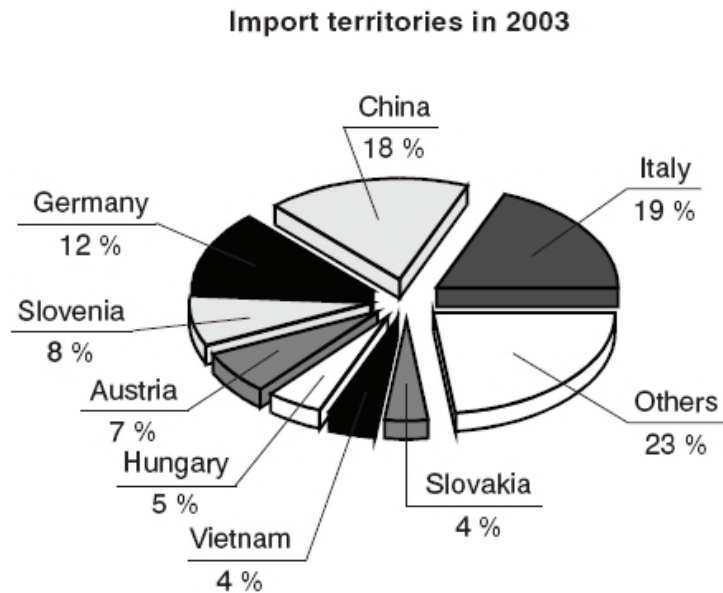
² The system of data collection has changed significantly after the EU enlargement (1.5.2004) and has influenced the quality of the collected data consequently.

Figure 2.5.5 The territorial distribution of export in 2003



Source: Czech General Directorate of Customs, MIT estimate

Figure 2.5.6 The territorial distribution of import in 2003



Source: Czech General Directorate of Customs; MIT estimate

Germany is one of the most important trading partners within the export branch of the Czech footwear industry. The foreign trade turnover with this country was approximately 40 million EUR in 2002 and 38 million EUR in 2003. The big increase started with enlargement of EU - in the year 2004 the amount was about

60 million EUR. Followed by the Slovak Republic with 6.5 million EUR in 2002 and 10 million EUR in 2003 and 18,5 million EUR 2004. The other main countries the Czech Republic exports footwear to, are France, Italy, Austria and Poland.

From the footwear industry's total exports about 80% was placed on the EU market in 2003. In the year 2004, the number increased to 86%, but this increase was caused by enlargement of the European Union with ten new member states.

As mentioned before footwear imported from China is usually somewhat cheaper and of lower quality. Whereas Italian footwear is considered to be highly fashionable and of a good quality. This is also reflected in the prices as shown below. Remember that although Italian footwear is one of the priciest on the market, the biggest share of imported footwear comes from this country. This shows that when it comes to quality the Czechs are willing to pay a top price for a top product.

Table 2.5.7 Price ranges for footwear from different countries exporting to CZ

	Price range (EUR) for one pair	Country
1	1,34-2.5	China Indoasia Turkey
2	2.6-5	Thailand
3	5.1-10	Vietnam Slovakia Poland
4	10.1-16,5	India Brazil
5	16,6 and more	Italy Germany Romania Spain

Source: Czech Footwear Association in cooperation with The Czech Statistical Office

Table 2.5.8 Most significant Czech footwear exporters

Name	Focused on
Konty Obuv PLC Zlín	Footwear production especially for the American company Timberland and for EU countries
Novesta PLC Zlín	producer of rubber and rubber-textile footwear
Bata PLC Dolní Němčí	produces and exports mainly every day, all-year-round footwear to European Union countries.
Prabos PLC Slavičín	prominent exporter of high quality work and army footwear.
Zeman Shoe Ltd Znojmo	everyday footwear exporter to EU countries.

Source: EUNITE BV, Czech Republic

2.6 Available data about the sub-sectors

There is not a lot of data available on the industrial footwear sub-sector. For import and export it is only possible to get the data for the whole footwear group and by countries. From the gained data is difficult to distinguish between the information on ordinary footwear and industrial footwear.

However in this research many sources of information have been used, to give a complete and varied picture of the industrial footwear market. As for example more indirect information about sector development. This has shown some interesting developments in the Czech industry sector. The Czech heavy industries, such as machining and metal manufacturing, have a long history in the Czech Republic. After 1990 and especially after the accession to the EU, these industries have only been growing. In 2004 25.914 people were working in the metal branch and in that same year revenues within the total industrial production sector rose with over 10%.

In 2005 the Czech Statistical Office published data stating that the average number of people working in industry rose by 0.9%, which amounts to 9.800 people in the past year. At the same time wages increased by 3.8% averaging on EUR 582.57 in the various industry branches.

A phone interview that was conducted showed that Czechs who work in the industry sector are largely responsible for buying their own industrial footwear. With more people working in industry and having a higher disposable income, it is therefore very likely that the overall consumption of industrial footwear will rise as well.

2.7 Recommendations

The present development and future level of competitiveness of the branch will depend on capacities of the individual branches and their abilities to assure the sales area for their products, on investments possibilities and innovation abilities and on flexibility of organization in relation to the demands of consumers.

Because of the entry of the Czech Republic into the European Union and its related changes, it is highly recommended to check all the relevant market movements before starting to do business in the CZ.

The changes during the last few years in export and import from and to Czech Republic are very important. The export is significantly decreasing and the import increasing. It is supposed that this process will continue in the next few years. There is even a possibility that the Czech footwear production will stop producing at all.

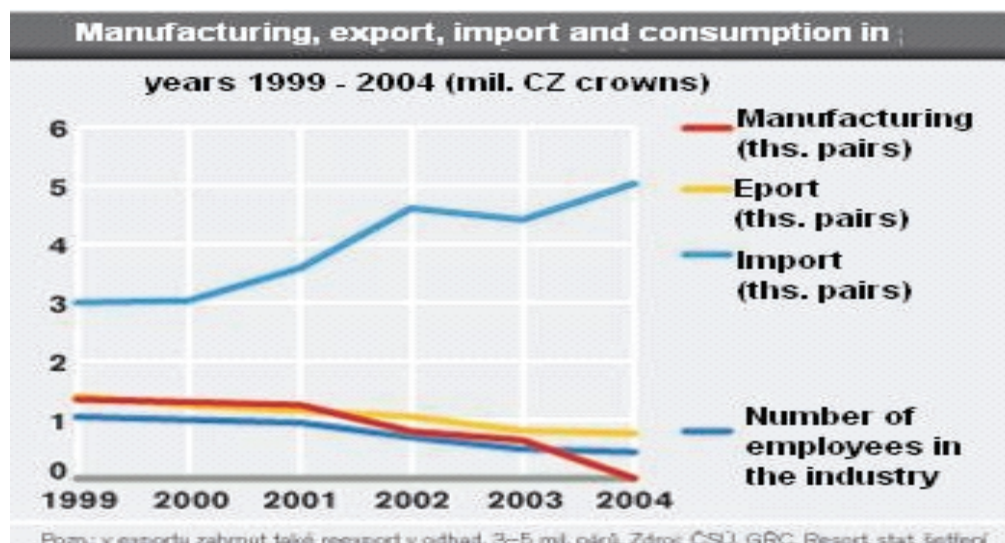
So it can be expected that the import to the Czech Republic will be more important and that the imported footwear will be in higher demand. The market situation is currently favourable for new exporters of footwear to the Czech Republic

3. Market composition and characteristics

3.1 Market size

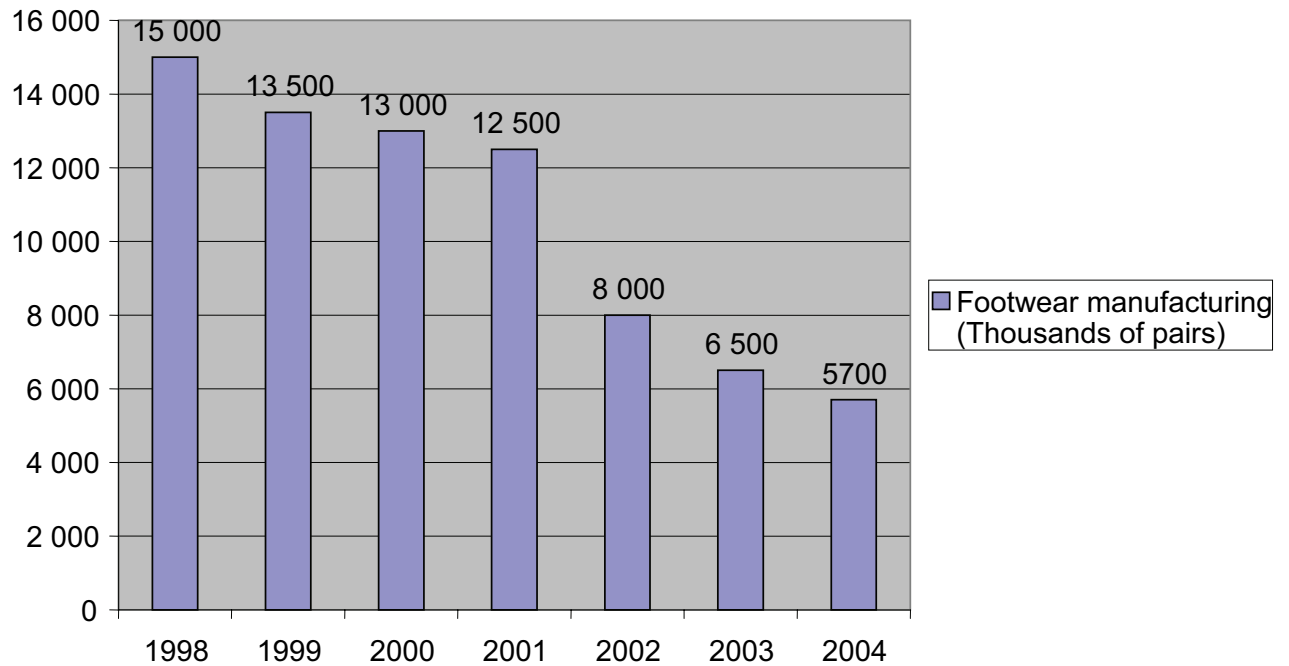
Currently there are approximately 65 companies with over 20 employees in the market. Footwear is also being manufactured in so called "micro-companies", where the number of employees is significantly lower (10-20). There are about 500 these companies. In the year 2002, approximately 8 million pairs of shoes were manufactured and more than 46 million were imported, while the biggest share of that import originated from China. In the year 2002, 29.4 millions pairs of footwear were imported from China – which adds up to almost 3 pairs per capita. Exports were realized in the amount of 10,5 milion pairs. Currently the domestic footwear market has a capacity of approximately 43.6 million pairs of shoes and the average consumption was 4.25 pairs per capita. With regard to the facts listed above, the domestic manufactured footwear supply is only a small percentage (5-10%), the Asian countries, mainly China, supply more than 70 % and the remaining 15-20% is imported from Italy, Slovakia, Spain, Brazil, Portugal etc.

Figure 3.1.1 Manufacturing, export, import and consumption



Source: The Czech Statistical Office

Figure 3.1.2 Footwear manufacturing since 1998



Source: Czech Footwear Association

The significant fall in footwear manufacturing is caused by the penetration of the market by Asian countries such as China. The cheap footwear has no real competition from the side of the Czech manufacturers.

The countries that export to CZ are huge players on the market. China is the biggest producer followed by Vietnam and Indonesia, all of whom are producers of cheaper footwear. In order of size, they are followed by Italy, Germany and the Slovak republic, who all produce footwear of a relative higher quality.

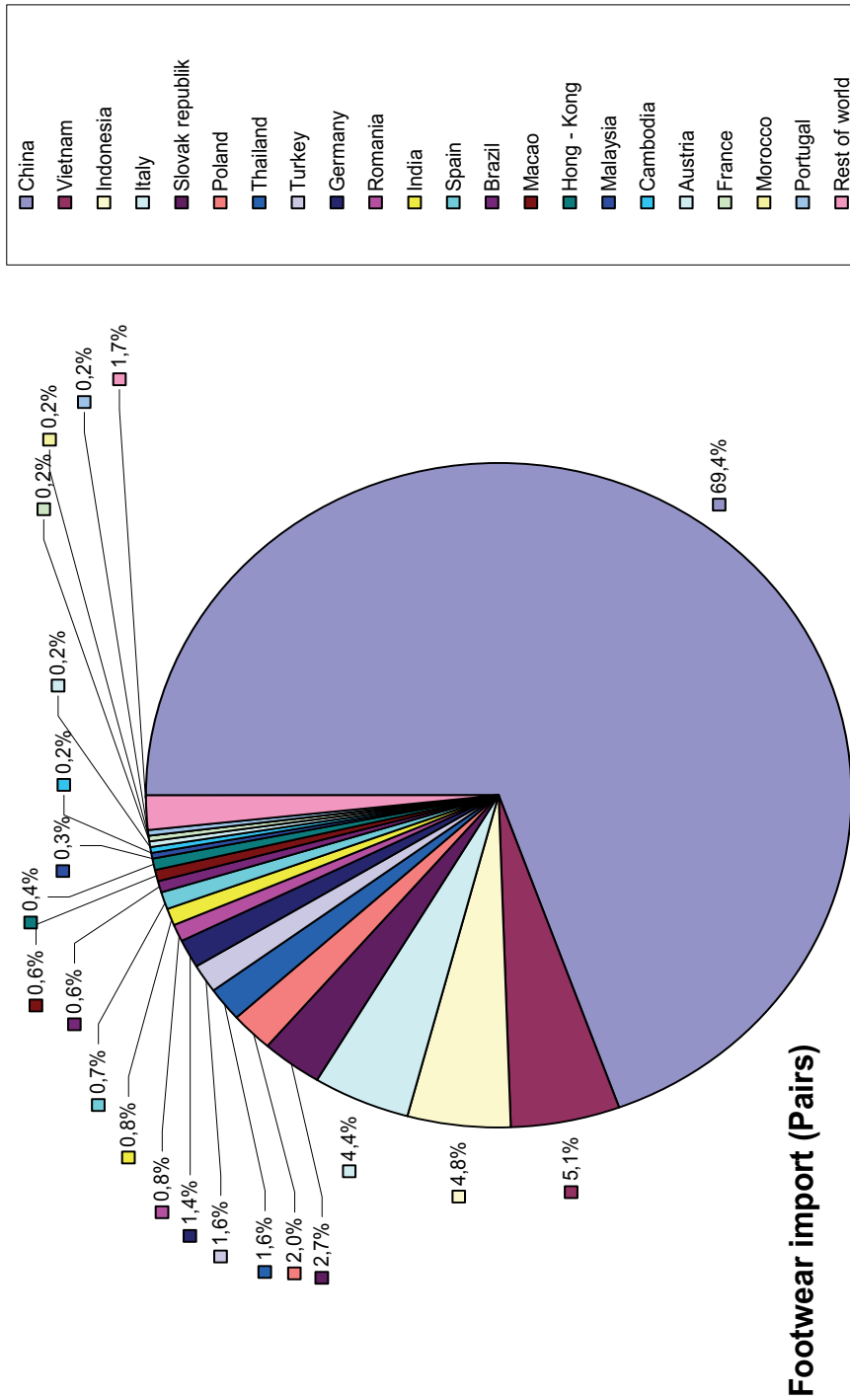
Generally, the amount of footwear imported into the Czech Republic is significantly higher than the domestic industry's output. Most of the domestic footwear is being exported (70 – 80%); hence Czech consumers mostly buy foreign footwear.

Figure 3.1.3 Shoe consumption in the Czech Republic specified by quantity and price from countries of origine.

	Pairs	General value (ths.EUR)
China	34 925 022	63 011
Vietnam	2 547 798	23 180
Indonesia	2 389 787	5 864
Italy	2 199 791	39 274
Slovak republik	1 336 154	13 026
Poland	1 019 350	10 025
Thailand	819 723	3 723
Turkey	797 859	1 082
Germany	686 689	14 722
Romania	413 153	8 061
India	401 644	4 563
Spain	360 661	8 404
Brazil	317 027	2669
Macao	298 551	4 623
Hong - Kong	222 713	1 164
Malaysia	170 235	876
Cambodia	125 047	1 276
Austria	124 238	2 811
France	108 982	1 149
Morocco	95 164	1 960
Portugal	90 828	3 019
Rest of world	848 973	14 173

Source: Czech Footwear Association

Figure 3.1.4 Footwear import

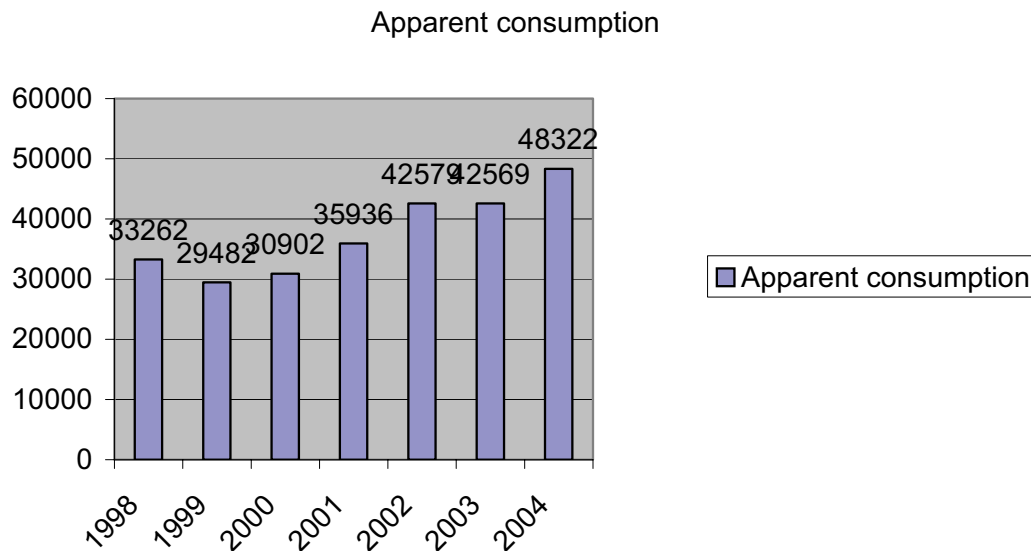


Source: The Czech Footwear Association

3.2 Analysis of the apparent consumption dynamics

The figure below shows the consumption dynamics in the footwear market.

Figure 3.1.5 Apparent consumption of footwear



Source: Czech Footwear Association

After the initial decrease, the consumption is rising and taking an upward sloping trend. Most of the demand is covered by foreign imports, mostly from Asian countries.

3.3 Governmental plans and programs

Currently there are no programs planned by the government concerning the footwear industry. The government announces tenders which can be viewed at this webpage: <http://www.dgmarket.com/eproc/CountryDetail.do~cz>.

There is a strengthening lobby from the domestic manufacturers to stricken the restrictions towards importers, mainly from Asian countries.

Besides the footwear industry there are general governmental plans that can influence business in the Czech Republic and thus the footwear industry as well. These plans will shortly be explained below.

Business environment

Legal and institutional frameworks of company bankruptcy are among the most criticised spheres of the Czech business environment. The government focuses on re-codification of bankruptcy law so as to strengthen creditors' position, limit interest in dragging bankruptcies out and make it possible for viable parts of the firms to continue economic activity.

Labour market

With regard to the labour market, the government will focus mainly on: support of active measures to prevent long-term and repeated unemployment of certain population groups; reform of tax and benefit system aimed at increasing motivation to work; an increase in employment of older workers; and modernization of the educational system in accordance with changing demands of the labour market.

Financial sector

With regard to the financial sector, an amendment to the Act on Collective Investment is under preparation, which should boost further development of investment companies in the Czech Republic. The amendment regulates formation of a new kind of fund of qualified investors, whose securities could be held by the so-called qualified investors only – banks, brokers etc., who are capable of calculating the rate of investment risk themselves.

Industrial footwear

In the industrial footwear sector many government initiatives originate in Brussels. The European Agency for Safety and Health at Work annually organizes a European Week for Safety and Health at Work. The Safety week is an information campaign designed to raise awareness and promote activities to make Europe a safe and healthy place to work. This year it will take place from 24-28 October and it will run in all memberstates. The official launch data was on 20 April 2005 on the International Noise Awareness Day. This is not a coincidence, because the annually changing theme this year is: "Stop that Noise!", to make everyone more aware of the dangers of noise nuisance.

3.4 Demand in the market

The population in the Czech Republic is 10,2 million, of which 70,9 percent is of the productive age (15 – 64):

With the growing economy, the consumer attitude towards footwear is changing as well. Basically there are two major import streams: high quality footwear from

the Western countries and cheap footwear from Asian countries. The table below divides the customers into segments according to their buying preferences.

Table 3.4.1 Consumer segmentation

Group	Desired footwear	Characteristic	Trend
High quality buyers	Brand shoes (50 EUR and more per pair)	This group is buying brand shoes in specialized shops. There is a low brand loyalty and the preferences depend on their taste at that specific moment. Mostly young people and upper class belong to this group.	The amount of people is increasing with the increasing living standards
Changing preferences	Middle quality shoes, brand shoes and cheap shoes	The preferences of this group change according to the profitability of their purchase. They tend to buy brand shoes if they feel it is a "good buy".	This is the biggest group in the market now. Buyers from here move to the High quality buyers group
Cheap footwear buyers	Non-brand shoes (23 EUR and less per pair)	Buyers here are buying shoes at the lowest possible price. Their purchase places are supermarkets, markets and non specialized shops. Many pensioners are part of this group.	Even though the standard of living is increasing, this group is still big and tends to remain at the same level.

Source: Czech Footwear Asociacion

The table below shows household average expenditures per capita (in EUR) in the year 2003, with households divided by the social group they belong to.

Table 3.4.2 Household expenditures

Average households	Households of				Footwear
	Employees	Farmers	Self-employed	Pensioners	
43.5	46.4	39.8	1534	50.8	

Source: The Czech Statistical Office

This table shows the average household expenditures in % out of the total expenditures. The households are divided by social groups.

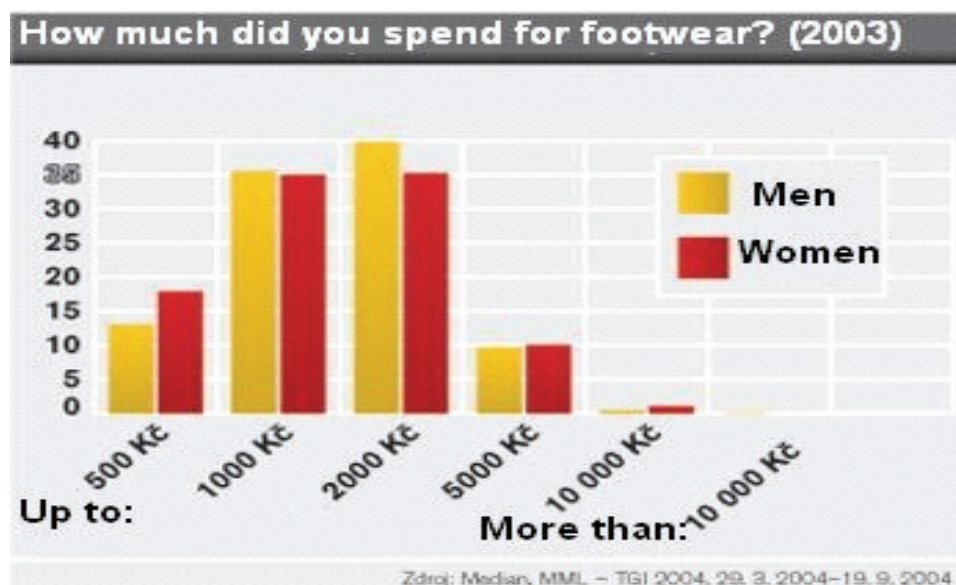
Table 3.4.3 Household expenditures

Average households	Households of				Footwear
	Employees	Farmers	Self-employed	Pensioners	
1,56	1,61	1,62	1,74	1,06	

Source: The Czech Statistical Office

In a survey held by Median in 2004, the respondents were given several questions on how much money on average they were spending on footwear.

Figure 3.4.5 Footwear expenditures



Source: Median

Of the respondents approximately 56% was female and 44% man.

Another survey, held by Zeman, one of the biggest industrial footwear manufacturers, shows the average amount of money the respondents spend on one pair of shoes.

Tab 3.4.6 What is the average price of the footwear you buy ?

What is the average price of the footwear you buy ?	
Less than 20 EUR	(21%)
20.1-33 EUR	(23%)
33,1-66 EUR	(33%)
More	(22%)

Source: Zeman

And also the amount of footwear they buy.

Table 3.4.7 Number of footwear pairs, bought per year.

I buy per year:	
1 pair of footwear	(18%)
2 pairs of footwear	(16%)
3 pairs of footwear	(20%)
4 pairs of footwear	(23%)
More	(23%)

Source: Zeman

The surveys held by Zeman especially focus on the industrial footwear sector.

Concerning the buyers, mainly women are identified as the ones that buy for themselves and their families. Another survey made by Median shows the percentage of „self buying“.

Figure 3.4.8 Did you personally buy footwear last year?



Source: Median

With respect to the industrial footwear sector, most of the employees buy their footwear themselves. Only 24% get their footwear from the company they work for. An important development in this sector has been the increased ordering of work boots over the internet. A recent survey showed that over 70% of people who own one or more pairs have bought one of those online.

Zeman has made a survey asking customers what they look at first when buying footwear, to determine how buyers reach a decision.

Table 3.4.9 What do you prefer when choosing and buying footwear?.

What do you prefer when choosing and buying footwear?	
Price	(29%)
Quality	(22%)
Brand	(26%)
Look	(23%)

Source: Zeman

It is hard to draw any conclusions from this survey. As already mentioned before, the Czech are very price sensitive, but they are willing to buy high quality brand footwear once they have the feeling, it is “worth the money”.

When buying industrial footwear, emphasis is placed on a high level quality. An additional criterion is that consumers do not want to travel far to obtain their industrial shoes. Shops should be located near them or shoes, as the latest developments show, are ordered over the internet.

3.5 Recommendations

When approaching the Czech customer, the seller should take into consideration the customers price sensitivity. When trying to sell industrial footwear, its high quality for a sensible price should be highlighted. The seller should keep his product at an average price level. When entering the market, it will be very important be to create a wide distribution chain, because industrial footwear is a consumer good that consumers prefer to buy in their direct surroundings and are not particularly willing to travel a great distance for.

4. Competition analysis

4.1 Main trademarks available in the market

In the next part the biggest player among the Czech industrial footwear manufacturers are listed, followed by the main producers of general footwear.

Arienco

Brand: Arienco

Contact: Josef Ficek

Seifertova 4, 403 31 Ústí nad Labem

Tel: +420 475507221

E-mail: arienco@centrum.cz

Manufacturing and retailing of industrial footwear designed for hot and cold environments, forestry, fire protection and medical sector. Manufacturing is being done in cooperation with EWS (Germany).

<http://www.arienco.cz/>

Pictures:



Moravia Plast

Brand: Moravia Plast

Provodov 252, 763 45 Provodov,

Tel: +420 (67) 799 43 76

E-mail: info@moravia-plast.com

Manufactures footwear for the medical sector and also specializes in footwear specifically designed for personell working in nuclear power plants.

<http://www.moravia-plast.com/>

Pictures:



Tipa B

Brand: Tipa B

Contact: Ing. Radek Hamerník

Tel: +420 568 858 511

E-mail: info@tipab.cz

The workroom produces working shoes for light business (health service, textile service, food industry). Shoes are certificated of EN 344-347. The production also contains children's shoes, home and outdoor shoes. The bulk of these goods are sold in the home market. It sells its products to Slovakia too.

<http://www.tipab.cz/>

Pictures:



Novesta

Brand: Novesta

Contact: László VARGA

Tř. T. Bati 5267, 762 02 Zlín

Tel.: +420 577 522 250

E-mail: info@novesta.cz

Novesta is a major European designer and manufacturer of special natural rubber footwear relating back to the 100-year Bata tradition in Zlin, Czech Republic.

<http://www.novesta.cz/>

Pictures:



Prabos

Brand: Prabos

Contact: Ing. Jiří Mlejnek

Mezi šenky 9, 763 21 Slavičín

Tel.: +420 577 303 283

E-mail: obchod@prabos.cz

Prabos a.s., Slavičín, is a traditional Czech manufacturer of special, military, safety, work and trekking footwear. The collection of the military and special footwear is suitable for use by the army, police, security agencies, rescue squads, customs administration, prison service and other uniformed bodies. The collection of trekking footwear responds to the needs of foot protection from medium level trekking to trekking in Alpine conditions.

At this moment, the company employs 400 regular workers and 100 cooperating workers. Prabos has won two public tenders for deliveries of the outfit material for the Army of the Czech Republic and, by doing so, has confirmed a position as a main supplier of footwear for the Czech Army up to 2002.

The company is also holder of a Certificate granted because of its ability to supply the Army of the Czech Republic in accordance with the ISO 9001 Certificate. It is owner of a production and business licence of the W.L.GORE Company, enabling the production of footwear provided with the membrane GORE-TEX®. Prabos is also capable of manufacturing protective footwear by means of direct injection.

At the moment, Prabos covers a considerable part of the Czech market in this segment and is the major manufacturer of work and safety footwear in the Czech Republic.

Another relevant contract in this matter, is the agreement concerning the manufacture of military field boots between Prabos and the German Company STUMP BAIER. In the circumstances of the Czech Republic, this is a new manufacturing method and the boots produced in this way are destined for the German Army.

Besides the supplies for the Armies of the Czech Republic and the German Bundeswehr, the main customers of the Prabos footwear are e.g. the Lithuanian Army, the Police of Congo, the Companies like AIGLE Chatelleraut, France, EXICO, London, CORAMI Lachen, Switzerland, etc.

<http://www.prabos.cz/>

Pictures:



Technogroup

Brand: Zeman

687 42 Osvetmany 385

Fax.: +420-572 594 350

E-mail: info@zeman.cz

The production of ZEMAN in the Czech Republic covers productions of fire-fighting, service, security footwear with Sympatex lining and unique humanitarian blast protective boots ZEMAN AM (anti-mine).

ZEMAN is also concerned with the development and testing of new boot models. One of its main qualities is that it can provide consultation on the most appropriate kind of footwear for its customers.

ZEMAN also has a production department in Brazil that covers work and service footwear.

<http://www.zeman.cz/>

Pictures:



Snaha

Brand: Snaha

Contact: Jozef Sochor

Hradecká 597, 55138 Jaroměř

Tel.: +420 491 840 141

E-Mail: snaha@snaha.cz

Snaha is a company with over 50 years of tradition. With many factories all around Czech Republic Snaha has a very competitive position. After 1991, this company went through a massive change of technological, management and human resources. This is the most likely reason it did not bankrupt as many others footwear manufacturer did in the wave of privatisation after the fall of communism. Today Snaha is still a significant player on the industrial footwear market.

<http://www.snaha.cz/>



4.2 Features of the commercialized products

The Czech manufacturers rely on their quality and well known brands. The foreign importers (mostly from Asia) rely on their low prices. Both do not do much commercialization.

Shoe sizes may differ from one country to another, therefore the sizes of (industrial) footwear are given below:

Size marking

The International Standards Organisation (ISO) published, in 1994, standards concerning the Mondopoint shoe sizing system, covering length and width grading and method of marking. However, this size system has not been accepted by the market. Two different size systems for footwear are used in the EU in general, sometimes in combination: the English size system and the (mainly) used French or (continental) European sizing system. In general, single unit sizes are demanded for textile and plastic shoes, whereas leather and synthetic leather must also be made in half sizes. The normal size range for ladies' shoes is 36 to 41 and for men's shoes 40 to 45. Width sizes are given in capitals A until K, of which A is smaller than K and G represents the standard width size. Differing widths are rarely offered, except by more expensive European brands and by manufacturers of children's shoes.

Corresponding shoe sizes schedule : millimeter – centimeter – inch – french stitch – american scale

- ladies 5
- men 7

Ladies 5

metr. [mm]	215	220	225	230	235	240	245	250	255	260	265	270
metr. [cm]	22 ½	23	23 ½	24	24 ½	25	25 ½	26	26 ½	27	27 ½	28
engl. [inch]	2	3	3 ½	4	4 ½	5	5 ½	6	6 ½	7	7 ½	8
fren. [steh]	34	35	36	37	37 ½	38	38 ½	39	40	41	41 ½	42
am.	3 ½	4 ½	5	5 ½	6	6 ½	7	7 ½	8	8 ½	9	9 ½

Men 7

metr. [mm]	240	245	250	255	260	265	270	275	280	285	290	295	300	305	310
metr. [cm]	25	25 1/2	26	26 1/2	27	27 1/2	28	28 1/2	29	29 1/2	30	30 1/2	31	31 1/2	32
engl. [inch]	5	5 1/2	6	6 1/2	7	7 1/2	8	8 1/2	9	9 1/2	10	11	12	12 1/2	13
fren. [steh]	38	38 1/2	39	40	41	41 1/2	42	42 1/2	43	44	45	46	47	47 1/2	48
am.	6	6 1/2	7	7 1/2	8	8 1/2	9	9 1/2	10	10 1/2	11	12	13	13 1/2	14

Importers usually purchase a minimum of 12 to 18 pairs of shoes per model. The size assortment for an order of 12 pairs (the so-called Pirmazenser size range) is typically as shown in the table below.

Table 4.2.1 Overview of footwear labels and of the Pirmazenser size range

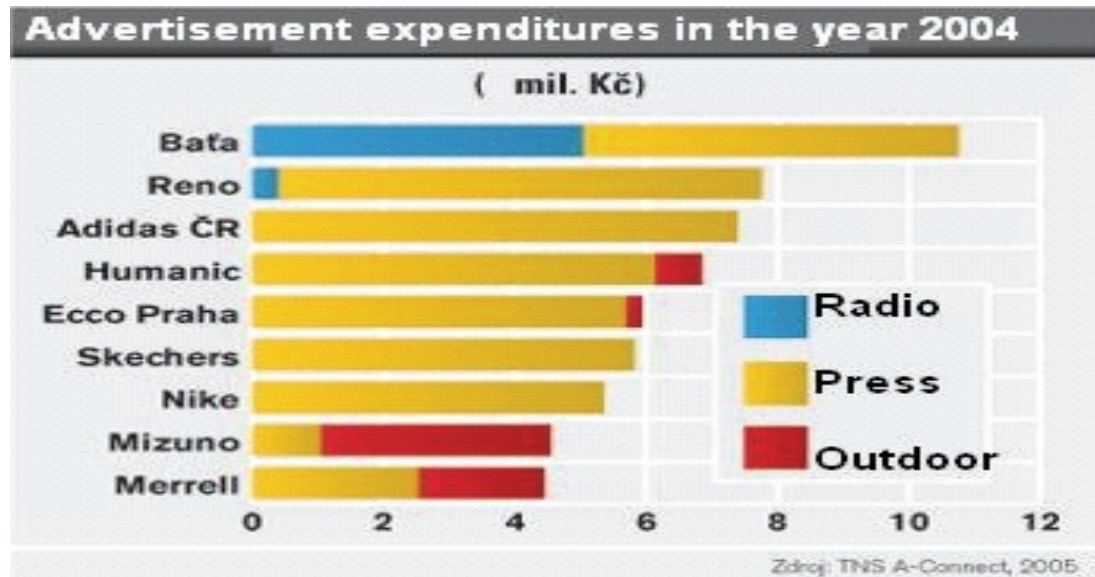
Ladies' sizes	36	36 1/2	37	37 1/2	38	38 1/2	39	39 1/2	40	40 1/2	41
Men's sizes	40	40 1/2	41	41 1/2	42	42 1/2	43	43 1/2	44	44 1/2	45
Number of pairs											
- Ladies' full sizes	1		2		3		3		2		1
- Ladies' half sizes		1	1	1	2	2	2	1	1	1	
- Men's full sizes	1		2		3		3		2		1
- Men's half sizes			1	1	2	2	2	1	1	1	1

Source: Novesta internet pages - www.novesta.cz

4.3 Marketing and advertising strategies

Unfortunately it is very difficult to find out what the exact strategies of the companies are, for they keep them secret. We tried to provide you with information about these strategies through more indirect information that reveal what those strategies are. The chart below, for example, shows the expenditures for advertisement in the year 2004.

Figure 4.3.1 Advertisement expenditures

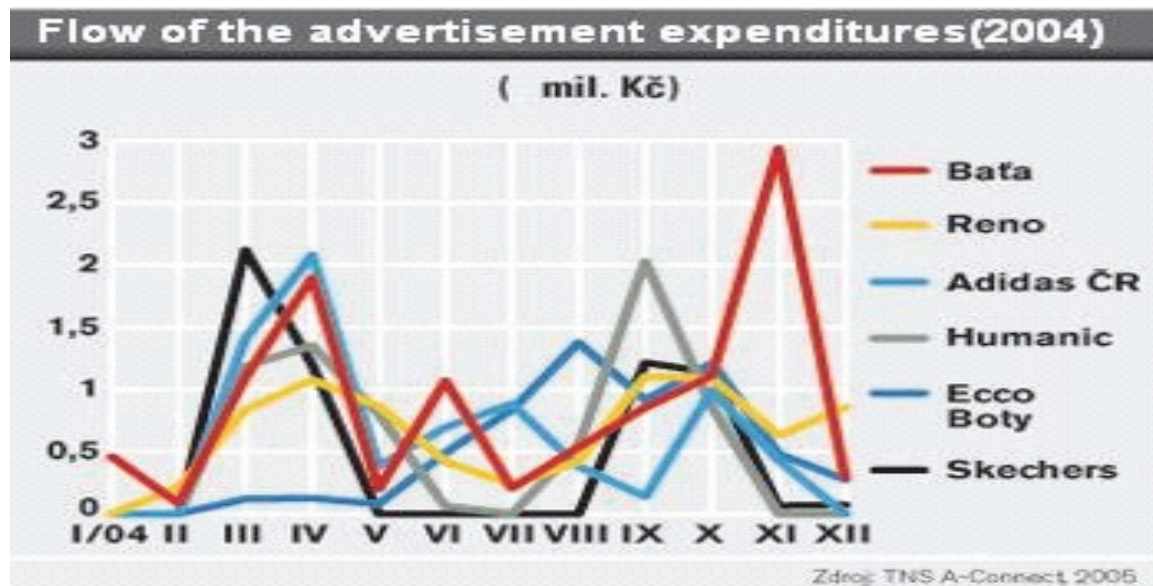


Source: TNS

The biggest amount of money invested is coming from Baťa. Out of the others, mostly foreign companies use advertisement in their marketing strategies.

The following chart shows the flow of the advertisement expenditures during the whole year.

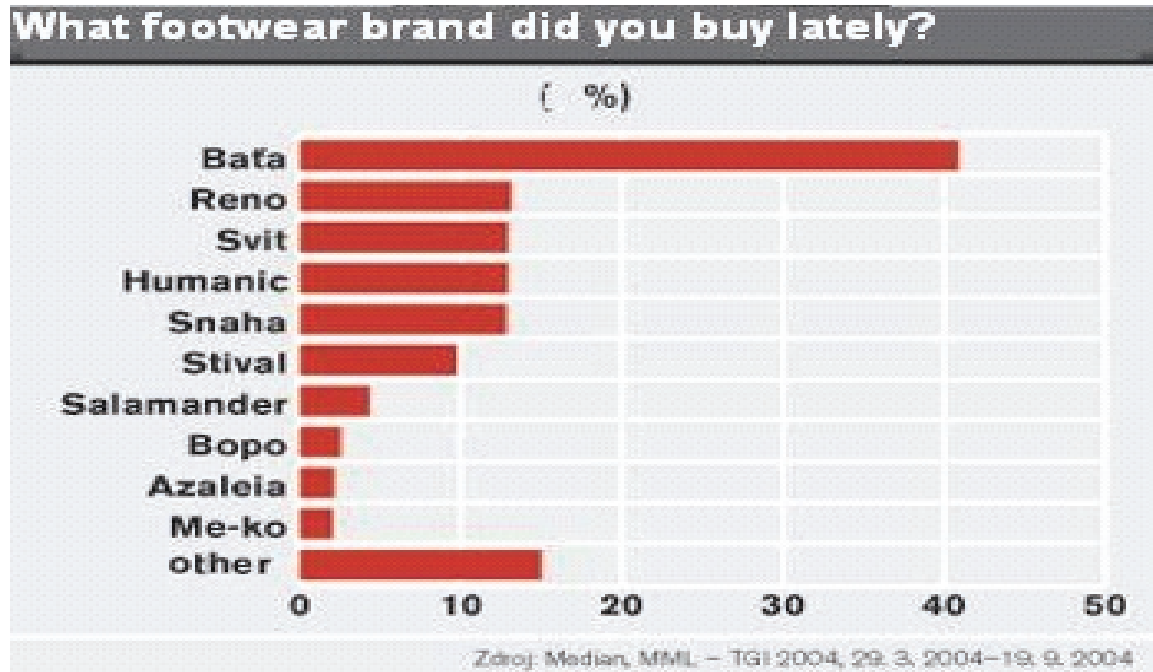
Figure 4.3.2 Advertisement expenditures flow



Source: TNS

Another survey held among Czech customers has shown what the most desired brands are.

Figure 4.3.3 What footwear did you buy lately?



Source: Median

Very interesting is that Snaha, which is a huge industrial footwear manufacturer as well, has been among the most desired brands although it is not spending a lot of money on advertisement. This is mainly due to its long tradition and solid reputation.

In general, most of the expenditures into advertisements are from non - industrial footwear manufacturers.

Participation in trade fairs and exhibitions is also a common way of promoting companies and their products. A list of the biggest events related to the footwear market in the Czech Republic and surrounding countries is printed below.

CZECH REPUBLIC:

KABO (International Shoe Fair)

Segments: Footwear for men, women, juniors and children

Frequency: Twice a year (February and August), the next KABO fair will be from 23.8.2005 – 25.8.2005

E-mail: info@bvvcz

Internet: <http://www.bvvcz>

INTERPROTEC (International Fair of Personal Protective Equipment, Health and Safety at Work)

Segments: PPE, Health and Safety equipment and technology
Frequency: Once every two years, the next INTERPROTEC will be from 16.5-19.5.2006 at the exhibition center in Brno
E-mail: interprotec@bvvcz.cz
Internet: <http://node1.bvvcz.cz/interprotec-gb>

FRANCE:

MIDEC (International Shoe Fashion Fair)

Segments: Footwear for men, women, juniors and children
Frequency: Twice a year (March and September)
E-mail: org@midec-paris.tm.fr
Internet: <http://www.midec-paris.tm.fr>

GERMANY:

GDS (International Shoe Fair)

Segments: The entire range of footwear and leather accessories
Frequency: Twice a year (March and September) In February and August, presentation of new trends in Salon Schuh Aktuell
E-mail: info@messe-duesseldorf.de
Internet: <http://www.gds-shoe-fair.com>

ISPO (International trade fair for sports equipment and fashion)

Segments: Active sportswear, fashion sport and sporting goods, including footwear
Frequency: Twice a year (February and July/August)
E-mail: weber@messe-muenchen.de
Internet: <http://www.messe-muenchen.de>

ITALY:

MICAM (Micam/Modacalzatura – International Footwear Exhibition)

Segments: Broad range of footwear
Frequency: Twice a year (March and September)
E-mail: segretaria@micamonline.com
Internet: <http://www.micamonline.com>

Expo Riva Shoe

Segments: High fashion footwear
Frequency: Twice a year (January and June)
E-mail: info@palacongressi.it
Internet: <http://www.palacongressi.it>

Fashion Shoe

Segments: Mid market, mid-upper and top range footwear
Frequency: Twice a year (January and June)
E-mail: dir.gen@bolognafiere.it
Internet: <http://www.bolognafiere.it>

SPAIN:

Expocalzado (International Footwear Fair)

Segments: Footwear and leather goods
Frequency: Twice a year (March and September)
E-mail: ifa@feria-alicante.com
Internet: <http://www.feria-alicante.co>

Modacalzado (Footwear and Leather Fashion Trade Fair)

Segments: Footwear and leather goods
Frequency: Twice a year (April and September/October)
E-mail: infoferna@ifema.es
Website: <http://www.ifema.es>

4.4 Participation in the market and segments that are served

The companies did not present their market share and there are no statistics about this. In general the biggest market share is owned by the companies listed in paragraph 4.1. The biggest industrial footwear manufacturer are Zeman, Prabos and Novesta.

4.5 Quality of the product

Because of the large variety of shoes and the large variety in consumer preferences, it is difficult to mention anything about the typical characteristics of the Czech shoes. They vary from slippers, to boots, to pumps and to sneakers. Examples of various shoe sizes are given in section 4.2.

Where it concerns the features of industrial footwear, recent research has shown that an important feature of work boots for over half of the industrial footwear customers is that it has a membrane lining, such as Sympatex or Gore-Tex. Over 57% of a thousand people questioned emphasised that they think that this is an essential feature.

4.6 Expansion plans

Creating a retail network will play a very important role for the current footwear industry. The strengthening pressure from the Asian markets is unbearable for most Czech manufacturers and so they try to get to the Western European markets. The Asian expansion has already caused several shops to close.

The Czech footwear association is trying to push the government to accept the EU standards for the footwear industry and thus set restrictions and higher tariffs against importers.

A highly discussed issue within this context is the restructualization of the Czech footwear industry. Not only export oriented growth is necessary but there has to be a technological improvement in the industry as well, that will make domestic demand increase. This is the attitude of the Czech footwear association and most of the companies. Right now the sub sector of the footwear industry that is best prepared for these changes is the industrial and medical footwear sector.

The strategies of most of the bigger companies are export oriented. A good example is Novesta which already started exporting to the US, or Zeman which has a subsidiary in Brazil.

The benefit that Czech manufacturers can offer over foreign footwear producers is the highly qualified and relatively cheap labor force. This is the consequence of the large tradition the industry has in CZ. The geographical location is also a benefit. Being a "bridge" between the West and the East helps to minimize the transport costs. The stable economic situation helps as well.

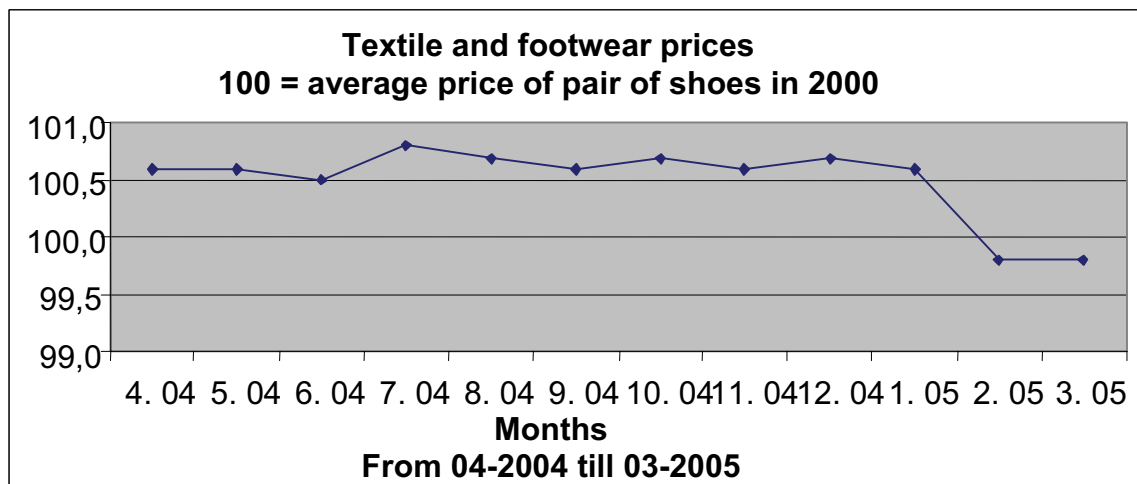
4.7 Pricing strategy

Czech consumers and firms are very price-sensitive. In the consumer market, however, increasing incomes and the range of products in the market have led to a shift toward prestigious name brands -- over low-cost competitors -- for certain high-end goods. Non-European firms are up against European competitors, who have lower transport costs and (usually) lower import duties, as well as Czech firms that have home field advantage. A number of larger non-European manufacturers have lowered costs and improved sales prospects by doing some low-cost assembly or value-added production within the Czech Republic.

The Czech economy has traditionally been a cash economy, although credit card use has grown exponentially as bank regulations for the issuance of credit cards have been relaxed to near Western standards. A few years ago, it was rare for a Czech consumer to use a credit card to make a purchase; today, virtually all professionals in major cities have at least one.

The biggest issue on the footwear market is the low prices of the Asian footwear which is pushing out the Czech manufacturers. As a reaction they either focus on foreign markets or push down their own prices. This is very visible in the graph below, that shows that the average price of a pair of shoes has fallen below the average price in 2000, five years ago.

Figure 4.7.1 Footwear price index



Source: *The Czech Statistical Office*

Industrial footwear manufacturers have all their prices in their catalogues, which they send to their customers upon request. Prices highly depend on the amount of footwear ordered. An estimate of the prices of different types of industrial footwear is however given below.

Table 4.7.2 The example of wholesale prices (in EUR) of industrial footwear by the biggest Czech manufacturers

	Type of industrial footwear and prices in CZK		
	With steel nose	Rubber shoe	With cork or plastic insole
Zeman s.r.o.	13-27	6-13	x
Novesta a.s.	x	10-27	x

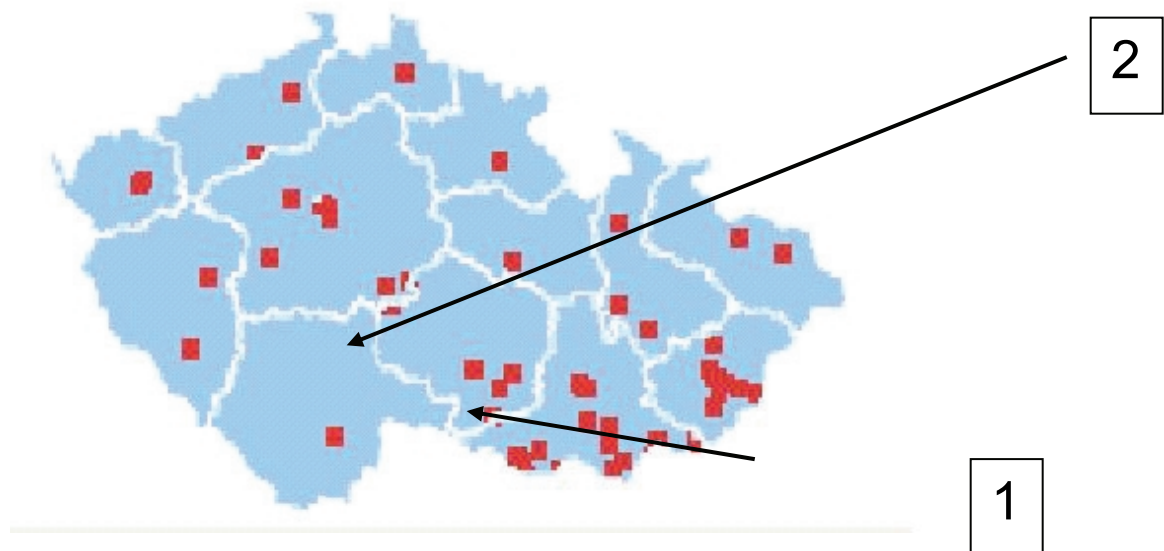
Type of industrial footwear and prices in CZK			
	With steel nose	Rubber shoe	With cork or plastic insole
TIPA.a.s.	x	x	6.5 – 16.5
Prabos plus a.s.	20-23	x	x
Arienco	N/A	N/A	N/A
Snaha	x	x	5-13

Source: The pricelists of mentioned firms – may 2005

4.8 Segmentation of enterprises by sectors and its categorization

On the map below all the footwear manufacturing enterprises in CZ are shown. Each red square represents one footwear company.

Figure 4.8.1 Segmentation by regions

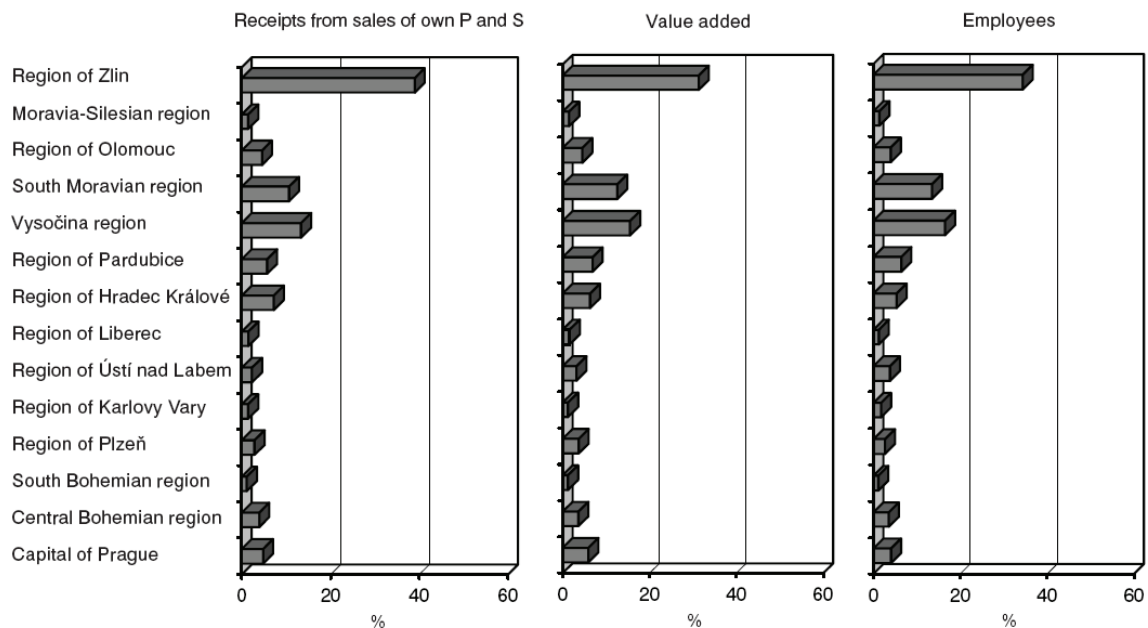


Source: Seznam.cz – Czech internet searching engine

1. It is obvious that the biggest concentration of the footwear industry is in the Zlín and South Moravian region. This is determined by the historical evolution; most of the companies there have a more than 100 years history.
2. The concentration in the Prague region is due to its importance as a capital city.

- In regions where there are 1-3 footwear manufacturers to be found, the footwear industry is basically none existing, for these companies are usually very small and operate on a local level.

Figure 4.8.2 Manufacturers per regions



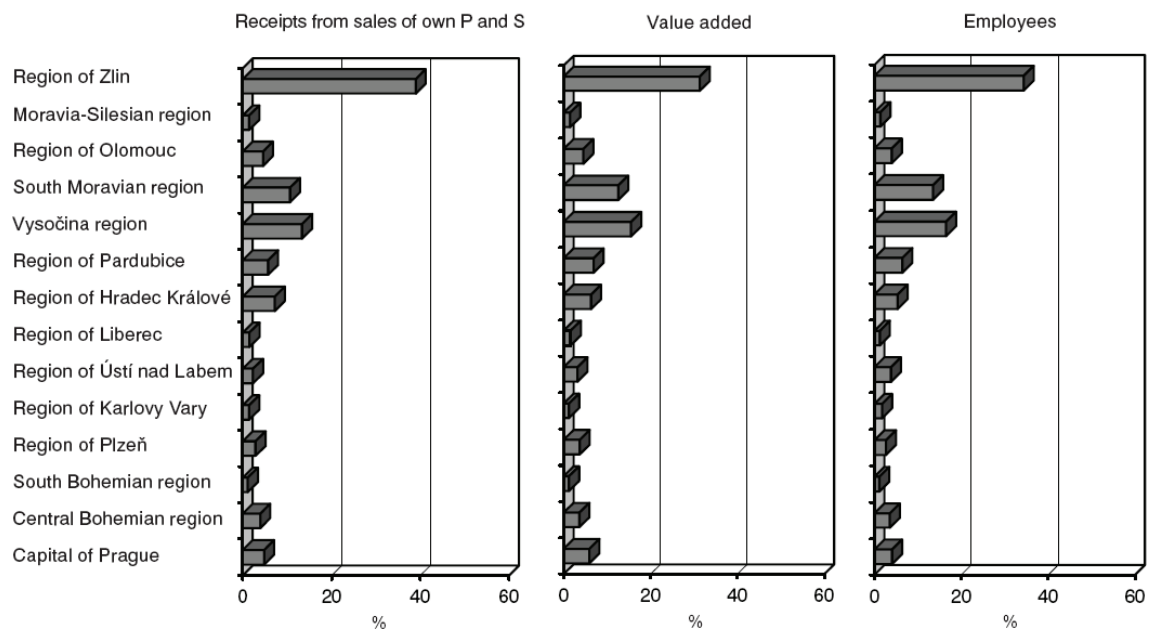
Note: Data in current prices
Source: The Czech Statistical Office, MIT estimate

Source: The Czech Statistical Office, MIT estimate

To illustrate the size of various Czech footwear manufacturers, two tables are printed below. One shows the size of a company by number of employees and the other by the height of the annual turnover

Figure 4.8.3 Footwear manufacturers and leather processing companies by number of employees

No. of employees	No. of companies	Examples
0-5	207	Locally operating businessmen
6-9	39	
10-19	67	
20-50	82	
50-100	42	
100-500	41	
500 - more	3	Kazeto(leather), Novesta, Prabos



Note: Data in current prices
 Source: The Czech Statistical Office, MIT estimate

Source: The Czech Statistical Office, MIT estimate

Figur 4.8.4 Footwear manufacturers and leather processing companies by turnover:

Turnover (thousand EUR/year)	No. of companies	Examples
166 – 1 700	40	
1 701 – 3 350	17	
3 351 – 6 600	15	
6 601 and more	14	

Source: The Czech Statistical Office

4.9 Recommendations

Most of the Czech manufacturers are being pushed out of the market by cheap footwear produced in Asia. Yet the footwear manufacturing tradition is very strong and companies like Snaha are the living proof that Czech companies can

resist that competition. The foreign importers can find it hard to be persistent in order to be able to claim a spot on the Czech market. Our recommendation is to find a strong distribution channel i.e. a strong Czech wholesaler and do business with him. Penetrating the market on your own could be a more difficult alternative. However in the annex we have also provided a handout on how to start your own business in the Czech Republic.

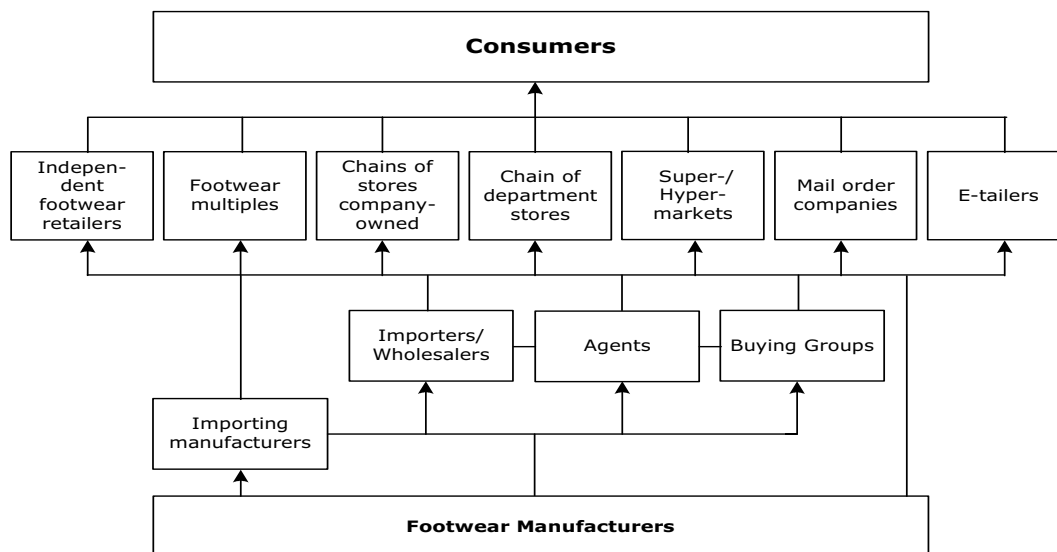
5. Distribution channels

5.1 Distribution channels

The Czech Republic has a developed, European-style distribution system and a strong and growing cadre of professional sales agents and distributors in most market segments. The Czech Republic is geographically small, with 10 percent of the population and most decision-makers concentrated in the capital city of Prague. It is a market where good personal relationships are crucial, and everyone seems to know everyone else. Foreign firms attempting, from a distance, to build the close network of contacts and relationships needed to penetrate this market will usually find it to be a time-consuming and costly process. Therefore, we recommend basing your approach on finding and supporting a Czech partner.

One way into the market is to find a distributor with an existing distribution system who may welcome a new foreign product that supplements an existing line. The best distributors work closely with their foreign suppliers to develop strategies tailored to the nuances of the local market, drawing on the distributor's knowledge of local pricing strategies, promotion techniques, and competition. In most cases, one distributor can provide coverage throughout the entire country for a related line of products. However, a strategy of using multiple distributors that cover only specific regions should also be considered.

Figure 5.1.1 Distribution channel



Source: The Czech footwear association

Figure shows the basic relationships between the manufacturers, importing manufacturers, importers/wholesalers, agents and retailers, whether or not organised into buying or selling groups. Depending on its position in the market, the functions of a particular distribution organization will be linked with up- or downstream organizations with the same kind of specialization. It is also possible for a given organization to take over (some of) the functions of the latter, in order to improve competitiveness (vertical integration). For instance, manufacturers, agents and retailer organisations, like department stores, may also function as importers/wholesalers. Each of these groups has a different approach to business and to the market, with its own specific interpretation of the marketing mix. It is essential for the potential exporter to know into which product/market combination his products fit (or "which kind of business he is in") as well as being familiar with the marketing and distribution characteristics of these product/market combinations. These may differ significantly from combination to combination. Different sales intermediaries have their place between producers in export countries and consumers in EU countries, for instance

Importers/wholesalers:

The role of importers/wholesalers is gaining importance as the traditionally strong Czech footwear industry is losing ground to other, mainly Asian, countries, due to the high production cost. Most importers/wholesalers cater to independent footwear retailers as well as to the department stores, mail-order companies, selling and buying organisations and, to a lesser degree, to footwear multiples. The wholesaler purchases from manufacturers in and outside the Czech Republic (and EU) and holds stock at own risk. The mark-up of wholesalers is approximately 20-30 percent. The fact that many independent retailers as well as purchasing combinations and multiple stores, are becoming more cautious about preordering, preferring to sell from stock, is reinforcing the position of the wholesaler. On the other hand, large retail companies are increasingly purchasing abroad, thereby bypassing the intermediaries. The choice of whether to sell directly to a wholesaler or through an agent depends on the type of supplier organisation concerned and its product/market combinations. All the factors relating to pricing, collection forming, sampling, fashion trends, delivery times, delivery frequency, product quality, exclusiveness, labels and packing and promotion may play a role in this respect. Mainly products like slippers, roped soles footwear and items with textile uppers are traded through the wholesale channel, but also leather and sports footwear.

Importing manufacturers

Manufacturing companies play an essential role in the distribution system. Most footwear manufacturers wholesale their own goods to retailers, and some even function as retailer as well. There are several Czech manufacturers with their own stores like for example Bata. The Czech company Bata, a world leader when it comes to producing footwear, is also an important retailer, operating through its

own stores. As many EU producers, these producers have moved production (or part of it) abroad, to remain competitive. Footwear producers generally sell their products (mainly brands) themselves and therefore they have a direct relationship with the distribution network. According to the importance of the distributor and the size of the company, it is the sales manager (or the managing director himself) or the sales representative of a region empowered by the manufacturer, who ensures business dealings between production and distribution.

Other intermediaries in the footwear market

Importing retailers

The bigger retail organisations (multiples with more than 20 outlets, department and variety stores, buying organisations, mail-order houses) do their own importing.

Buying Groups

The role of buying groups is very important in the footwear market. Buying groups are individual dealers/wholesalers/retailers that join together and cooperate as a single buying and marketing force. Membership of such a group by an individual company offers the opportunity to source around 50-90 percent of its footwear requirements, depending on the buying group, at a considerable discount. By becoming a member of such an organisation, the individual retailer aims to reduce his costs. The original function of the buying groups is therefore to reduce costs by centralising buying and logistics. Participating in a buying group can however, involve a restriction of choice, if the group aims at maximising the volume of orders placed with the producers.

Agents

The sales agent is an independent intermediary between the (foreign) producer and the retailer or retail organisation, receiving a commission from the former. The agent (or sales representative) covers a limited geographical area. The level of the commission depends on a number of factors, including the turnover rate of the product concerned, but it averages an estimated 10-15 percent of turnover. Most agents represent more than one producer, although competition is avoided. More and more agents are starting to sell from stock, to meet their clients' short-term demands. Stock is often held on a consignment basis. If the agent builds up his own stock, he is in fact functioning as a wholesaler. The role of agents as described above is often indicated as selling agents. They operate mainly in the segments high price/quality and in the middle/high price, classical, branded, fashion footwear. Another type of agent is the so-called buying agent. The buying agent is located in the supplying country, settles business on the instructions of his principals, mainly retail organisations and works on commission basis, too.

Contacts with sales intermediaries can be made in several ways, such as consulting trade representatives' associations, chambers of commerce, fashion centres, trade publications, trade directories etc. The cadre of agents has expanded rapidly in recent years. Foreign firms will find agents to be very strong technically. However, many will need help in developing marketing and customer service strategies. Margins for distributors are similar to those prevalent in Western European countries. Field sales representatives usually earn a base salary of about 25,000 crowns (\$877) per month plus commission (anywhere from 5 to 10 percent depending on the product), and travel benefits (company car, travel allowance).

Tenders

Tenders for industrial footwear are usually being done by the government, in particular by the Ministry of Defense. As mentioned in chapter 4 the previous tender was won by Prabos, who was the official supplier of military footwear up to 2002.

Many big factories are buying industrial footwear for their employees. The tender announcements can be seen on their web pages or at the The Economic Chamber of the Czech Republic URL:

<http://www.komora.cz/dokumenty.aspx?jaz=2&obl=1&kat=363&menu=381>

Major B2B web sites

- www.b2bcentrum.cz Major provider of services in the field of B2B in Central Europe
- www.abcb.cz/ General business information, news, food products
- www.glob2b.cz/ Advertising banners on the internet.

The Czech footwear market is rather complex and sophisticated. Major footwear brands from Czech Republic compete in the high-price segments including premiere collections. In the sports footwear segments, more affordable sports brands compete with famous names from the USA, Australia, Italy and Germany. In the low-price segments cheap, mass-produced items from low-cost regions such as China, Vietnam and other Asian countries, compete with each other. The movement away from cheap products (with low fashion and comfort) to mid-price segments including products of higher quality and more individual footwear offers interesting opportunities to exporters. The majority of Czech retailers (footwear chains, buying and selling organizations, mail-order companies, department stores) operate in this segment with their own private labels (for an increasing part, sourced outside the Czech republic), sometimes combined with branded products but also with non-branded or fancy branded items. The wholesaler is familiar with local markets and can supply considerable information and guidance to the exporter in addition to the primary business of buying and selling, such as

administration of import/export procedures and holding of stock. The development of a successful working relationship between exporting manufacturer in developing countries and importing/wholesaler or importer can lead to a high level of co-operation with regard to appropriate designs for the market, new trends, use of materials and quality requirements. The lack of direct contacts with retailers, as well as margins being lower than in the case of direct selling to retailers, are possible disadvantages. However, especially for starting and/or SME exporters advantages are of more importance than disadvantages!

Agents mainly work with brand names and are therefore less interesting for most exporters in developing countries. Buyers at retail organisations, like footwear multiples, mail-order companies and variety stores, which have mainly or exclusively private labels in their assortment, divide their budgets between the purchase of finished products via direct imports (sourcing ready-made products) and sourcing from own design. However, internal aspects like size and structure of the organisation and external aspects like market developments provide opportunities for the importer/wholesaler. Many major retail organisations use buying agents or set up their own buying organisations in low labour-cost countries. This means that retailers are able to bypass domestic wholesalers and/or manufacturers and to reduce costs.

Differences have to be distinguished between the segments involved: on the hand there are super- and hypermarket chains, footwear and other (more general) discounters operate who operate mainly at the lower-end of the market, because they serve customers who regard low purchasing prices as their main buying criteria. On the other hand there are variety stores and multiples who are generally interested in more criteria than price; they look for service by the producer, technological capacity, quick response etc.

Unorganised independent retailers, with decreasing but still important market shares in most of the Czech Republic, buy directly from local or nearby manufacturers or agents representing these manufacturers, as well as from wholesalers/importers. The buying policy of buying groups and franchise organisations is becoming more and more similar to that of multiple stores.

Survey

A survey was held by EUNITE BV among 20 footwear wholesalers. Every wholesaler was asked if they were interested in purchasing Colombian industrial footwear. The results from this survey were very positive; the companies questioned were quite enthusiastic. Unfortunately none of them were willing to state their conditions until they had seen an official offer from a Colombian producer. For contact details, please see the buyers cards enclosed.

Retail chain stores

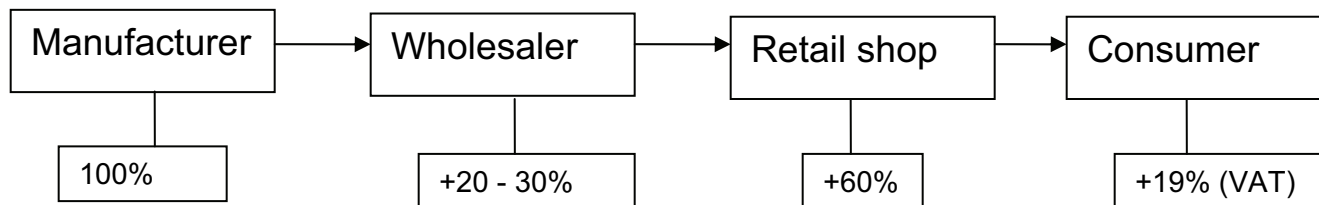
Tesco, Hypernova (AHOLD) and Carrefour are amongst the biggest Czech retail chain stores and they sell industrial footwear. Mostly employees themselves buy here, but some smaller companies do so as well. All chain stores have their permanent suppliers. Unfortunately they keep the names and other details of those suppliers secret, so it is hard to get to know the conditions and prizes these suppliers work with.

A survey with the same focus as the one used to question the wholesalers has been held among various retail chain stores. However they did not show any interest. One possible reason for this could be that they receive plenty of similar offers everyday and only answer to particular offers.

Margins:

These are the estimated margins of the industrial footwear, estimated by the footwear prices presented by different manufacturers, wholesalers and retail shops.

Figure 5.1.2 Estimated footwear margins



Source: Calculations by EUNITE BV

6. Commercial Access Guide

6.1 Preferential tariffs

All goods entering the EU are subject to import duties. External trade conditions are mostly determined by EU regulations. The Czech Republic also uses the EU's Harmonized Tariff Schedule (Nomenclature) on the TARIC (Integrated Tariff of the European Community), which is issued by the Commission and the Member States for the purpose of applying Community measures relating to import and exports. The level of the tariffs depends on the country of origin and the product. If there is not a special trade agreement in force, the general import tariff (conventional duty) applies.

In January 2005 Commission Regulation (EC) No 1810/2004 entered in force and is binding in all Member States. In its Part "Schedule of Customs Duties", Chapter 64 deals with; "Footwear, gaiters and the like; parts of such articles". The subcategories 640340, 640110 contain industrial footwear products relevant for this report.

Colombia is included in the general system of preferences – GSP. This agreement allows products originating in the countries concerned to be imported at preferential tariffs or, for the least developed countries, duty-free. A "Certificate of Origin Form A" has to be filled in by the exporter and issued by the competent authorities. Tariff contingents and tariff ceilings do not exist anymore.

According to international agreements Colombia is included in the SPGE group of preferences and therefore benefits from 0% tariff preference on the basis on Regulation (EC) No 2501/2001 and Commission Regulation (EC) No 2331/2003. Until July 1st 2005, this meant that Colombian exporters could introduce so-called "non-sensitive" products at a 0% tariff rate and "sensitive" products, such as all products under nomenclatures code 640340, 640440 at a 3.5% reduced rate.

However since July 1st 2005, Colombia is a member of the GSP Plus program, which assists the countries of the Andean Community, such as Colombia, in their battle against drugs. The GSP Plus will officially enter into force on the 1st January 2005, but has already started to run in its preliminary form for 14 countries on the 1st July 2005. Exporters based in one of the GSP Plus programs are also exempt from duties on sensitive products. Therefore all footwear can be imported into the European Union from Colombia duty free.

6.2 Tariffs imposed by major competitors

The example of import tariffs for footwear in the Czech Republic according to EU tariff schedule (TARIC):

Table 6.1. EU tariff schedule

The code in EU Tarrif schedule	Description of footwear type	General tariffs	Tariff in % RGSP
64.01	Waterproof footwear. (including footwear with steel noses)	17	11.9
64.02	Footwear with uppers of rubber or artificial plastic material.	17	11.9
64.03	Footwear with leather uppers.	8	4.5
With the exception of:			
64.03.5911	Footwear, not covering the ankle, upper and outer sole of leather, with vamp of straps or with pieces cut out, heel including soles more than 3 cm.5	5	1.5
64.03.9198	Footwear, covering the ankle, outer sole of rubber, plastic or synthetic leather, upper of leather, inner soles 24 cm or more, for women.5	5	1.5
64.03.9938	Footwear, not covering the ankle, upper of leather, outer sole of rubber, plastic or synthetic leather, with vamp of straps or pieces cut out, inner sole 24 cm or more, heel incl. soles 3 cm or less, for women.	5	1.5
64.03.9998	Footwear, not covering the ankle, upper of leather, outer sole of rubber, plastic or synthetic leather, inner sole 24 cm or more, for women.	7	3.5
64.04	Footwear with textile uppers.	17	11.9
64.05	Footwear with synthetic leather uppers.	3.5	0
with exception of:			
64.05.2091	Footwear, upper of textile, outer sole of wood or cork.	4	0
64.05.2099	Other footwear, upper of textile, outer sole of other material.	4	0
64.05.9010	Other footwear upper of other material, outer sole of rubber, plastic or (synthetic) leather.	17	11.9
64.05.9090	Other footwear, upper and outer sole of other material.	4	0

Source: EU tariff schedule - TARIC

The tariffs for different countries are according their membership in the group. In some cases there are exceptions and the preferences are not valid for certain countries, in which case the full amount of these tariffs has to be paid. The types

of tariffs for countries similar to Colombia or for potential competitors to Colombia are described in following Figure.

Table 6.2. Tariff schedule with full high tariffs for third countries and with preferential tariffs

Country	Group of preferences according international agreements	Tariff for the third countries in %					
		17 <small>(max. tariff)</small>	8 <small>(max. tariff)</small>	7 <small>(max. tariff)</small>	5 <small>(max. tariff)</small>	4 <small>(max. tariff)</small>	3,5 <small>(max. ariff)</small>
Colombia	SPGE	0	0	0	0	0	0
Argentina	SPGL	11,9	4.5	3,5	1,5	0	0
Bolivia	SPGE	0	0	0	0	0	0
Brazil	SPGL	11,9	4.5	3,5	1,5	0	0
Chile	CL	0	0	0	0	0	0
China	SPGL ³	17	8	7	5	4	3,5
EU countries	EEA	0	0	0	0	0	0
India	SPGL	11,9	4.5	3,5	1,5	0	0
Indonesia	SPGL ¹	17	8	7	5	4	3,5
Mexico	MX, Latin America	0	0	0	0	0	0
Peru	SPGE	0	0	0	0	0	0
Russian Federation	SPGL	11,9	4.5	3,5	1,5	0	0
USA	No Preferences	17	8	7	5	4	3,5
Venezuela	SPGE	0	0	0	0	0	0

Source: EU tariff schedule - TARIC

6.3 Norms of origin

To be able to benefit from the GSP Plus 0% duties on sensitive and non-sensitive products it is necessary to prove that the product that is being imported is really from Colombia or another GSP (Plus) country. Some products clearly originate in a given country, e.g. because they are grown there from local seed. These are called “wholly obtained” goods. But increasingly in today’s world, others are not produced in a single country.

³ The preferential tariffs for footwear are not applicable to these countries.

In general terms, products are **wholly obtained** in a particular beneficiary country (or in the EC, in the case of cumulation) if only that country has been involved in their production. Even the smallest addition or input from any other country disqualifies a product from being "wholly obtained".

In practice, except for naturally-occurring and related products, situations where only a single country is involved in the manufacture of a product are relatively rare. Globalisation of manufacturing processes has resulted in many products being made from parts, materials etc. coming from all over the world. Such products are not of, course, wholly obtained, but they can nevertheless obtain originating status.

The condition is that the non-originating materials used (in practice: the materials imported into the beneficiary country) have undergone "**sufficient working or processing**". It must be stressed that only the non-originating materials need to be worked or processed sufficiently. If the other materials used are by themselves already originating (either by virtue of being wholly obtained, or by having been worked or processed sufficiently), they do not have to satisfy the conditions set out.

What can be considered as sufficient working or processing, depends on the product in question. For the products that belong under Chapter 64, all footwear, the requirements are that the working or processing carried out on non-originating materials, which confers originating status is manufacture in which:

"Manufacture from materials of any heading, except from assemblies of uppers affixed to inner soles or to other sole components of heading 6406."

Figure 6.3.1 Sufficient working or processing requirements

HS heading	Description of product	Working or processing, carried out on non-originating materials, which confers originating status
ex Chapter 64	Footwear, gaiters and the like; parts of such articles; except for:	Manufacture from materials of any heading, except from assemblies of uppers affixed to inner soles or to other sole components of heading 6406
6406	Parts of footwear (including uppers whether or not attached to soles other than outer soles); removable in-	Manufacture from materials of any heading, except that of the product

HS heading	Description of product	Working or processing, carried out on non-originating materials, which confers originating status
	soles, heel cushions and similar articles; gaiters, leggings and similar articles, and parts thereof	

Source: DG Trade

There are three principal forms of proof used in the context of the EC GSP:

- The certificate of origin Form A⁴, used as proof of origin at import into the EC and in regional cumulation.
 - Regional cumulation can be present between the countries of one of the regional groups recognised by the EC GSP⁴.⁵ Materials originating in one country of the group which are further worked or processed in another beneficiary country of the same group are considered to originate in the latter country.
- The Invoice Declaration, which can be used for goods whose total value does not exceed € 6000 (Article 89).
- The Movement Certificate EUR1, which may be used as may an invoice declaration, when goods are exported to beneficiary countries from the EC in the context of bilateral cumulation. (Article 90a).
 - Under bilateral cumulation, materials originating in the EC, within the meaning of the EC GSP RoO, and further worked or processed in a beneficiary country, are considered to originate in the beneficiary country.

The period of validity of a proof of origin is 10 months.

⁴ We kindly refer you to the annexes for an example of Form A

⁵ The regional groups (listed in Article 72) are:

- Group I: Brunei-Darussalam, Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Vietnam;

- Group II: Bolivia, Colombia, Costa Rica, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru, Venezuela;

- Group III: Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, Sri Lanka.

6.4 Tariff barriers to trade

Levying of any customs duty or charge having an equivalent effect and the application of any quantitative import restriction or measure having an equivalent effect are prohibited in trade with third countries.

For exporters in developing countries legislative standards enforced through EU legislation and possibly through EU member states, increasingly pose obstacles when exporting to the EU. Although standards are developed in order to protect consumers, environment or improve the harmonization of the internal EU market; they are often seen as technical, non-tariff barriers to trade or as a green wall protecting the fortress of Europe when looking at environmental standards.

When looking at the situation of exporters in developing countries who would like to access the EU market, there are many differences to overcome. Differences between the EU and third countries in their technical regulations and conformity assessment procedures are based on legitimate origins, such as differences in local preferences regarding health, safety and the environment, and differences in levels of income and labour conditions.

Moreover, exporters in developing countries often are critically constrained by the lack of important issues such as:

- Access to credit and insurance and investment climate
- Human and physical capital, management and marketing skills
- Sufficient facilities for transport and storage infrastructures
- Transparent legal and regulatory framework
- Awareness and knowledge
- Participation in the development of standards
- Certifying bodies, test laboratories, standardization institutes etc.

Therefore, the standards in the EU could be seen as obstacles when accessing the EU market, though official barriers do not longer exist.

6.5 Licences

The Czech Ministry of Industry and Trade does not require special licenses from footwear producers, unless the footwear is made out of the skin of animals belonging to protected species. For a complete overview of those animals, we kindly refer you to;

http://export-help.cec.eu.int/requirements/eu/auxi/eu_cites_annexes_abc_r338_1997.pdf

6.6 Quotas

Quotas have been assigned by the European Union to specific countries for specific products, which allow for the controlled importation of specific products.

There are however no quotas for any of the products under Chapter 64 originating from Colombia. There are no quotas on the import of footwear in general, with the exception of the quota applicable to footwear originating from China.

6.7 Approvals & 6.8 Technical standards

The Czech Republic has harmonized its technical standards with European norms. Products certified in the Czech Republic or another EU member state can be marketed in the Czech Republic.

The organization, which develops and maintains standards within the Czech Republic, is The Czech Office for Standards, Metrology and Testing. Their website, www.unmz.cz, outlines the Legislation in Force, International Contract Documents, as well as harmonized standards in accordance to particular government orders. The annual plan for the Czech Office for Standards, Metrology and Testing is the harmonization of current standards in the Czech Republic with those of the EU, and maintaining the standards in relation to new government policies.

All the approvals needed for import of industrial footwear to Czech Republic can be done by the Institute for Testing and Certification at Leather and Textile Materials and Products Testing Laboratory (CZ).

For the testing you need following items:

- min. 3 pairs of footwear from 3 different sizes
- technical description, technical conditions of footwear
- photograph of the relevant footwear items
- an instruction for the use and service of footwear in the Czech language
- test reports about hygienic properties of materials of footwear (can be done in Columbia)
- name of the footwear or number of type of footwear in the column "Tip/model" of the "Application..."⁶

⁶ see in Annex

- The importer gets the invoice before the testing and has to pay it ahead of time. The price for testing can be from 300 to 3 000 EUR depending on types of materials.

Here are the certificates issued by the “TESTING LABORATORY OF LEATHER, FOOTWEAR AND LEATHER FANCY GOODS” for some companies:

COMPANY	No. of Certificates	Type of footwear that was certified
ARIENCO	none	none
MORAVIA PLAST	16	Antistatic footwear
TIPA B	86	Medical, industrial and home footwear
NOVESTA	45	Ribbon footwear
PRABOS	139	Safety and industrial footwear
SNAHA	85	Medical and light industrial footwear
ZEMAN	35	Safety, industrial and military footwear.

Industrial footwear

As of 1st July, 1995 the EU introduced harmonized standards for footwear, i.e. EN 345-1+A1:1998 for safety footwear and EN 347-1+A1:1998 for footwear without safety toe caps for professional use.

All safety shoes and footwear without steel toe cap have to be approved according to EN 345-1+A1:1998 and EN 347-1+A1:1998 and meet the EU directive 89/686 concerning personal protection. According to this directive, all footwear for professional use must be approved according to the common European standards.

CSN EN 347 standard

Specifies working boots for professional uses marked by letter "O". The basic feature of working boots is that boots have no in-built toe puff.

The working boots are further divided into the following categories:

- O** - boots comply with basic requirements only
- O1** - antistatic properties, outsole resistant to oils and fuels, energy absorbed in heels
- O2** - same as O1 + water penetration and absorption
- O3** - same as O2 + puncture-proof and tread pattern

CSN EN 346 standard

Specifies protective boots for professional uses marked by letter "P". The basic feature of protective boots is an in-built toe puff with standing 100 J impacts.

The protective boots are further divided into the following categories:

- PB** - boots comply with basic requirements only
- P1** - antistatic properties, outsole resistant to oils and fuels, energy absorbed in heels
- P2** - same as P1 + water penetration and absorption
- P3** - same as P2 + puncture-proof and tread pattern

CSN EN 346 standard

Specifies protective boots for professional uses marked by letter "P". The basic feature of protective boots is an in-built toe puff with standing 100 J impacts.

The protective boots are further divided into the following categories:

- PB** - boots comply with basic requirements only
- P1** - antistatic properties, outsole resistant to oils and fuels, energy absorbed in heels
- P2** - same as P1 + water penetration and absorption
- P3** - same as P2 + puncture-proof and tread pattern

Boots for professional uses must comply with are the demands specified in the standard **CSN EN 344**. Moreover they also need to obtain a CE-mark, which will be explained below.

Council Directive 89/686/EEC of 21 December 1989 on the approximation of the laws of the Member States relating to personal protective equipment applies to specialist industrial footwear. Based on this regulation specialist footwear used at work has to obtain a special certificate to be admitted to the European market. The certificate is issued by special authorities in all countries of European Union.

This marking needed for all industrial footwear to be admitted to the EU-market is called the CE marking. The CE Mark is a conformity marking consisting of the letters "CE". The CE Marking applies to products regulated by certain European health, safety and environmental protection legislation. The CE Marking is obligatory for the products it applies to: the manufacturer affixes the marking in order to be allowed to sell his product in the European market.

CE is an abbreviation for '*Conformité Européenne*', French for 'European Conformity'. The CE Mark indicates that the product it is affixed to conforms to all relevant essential requirements and other applicable provisions that have been imposed upon it by means of European directives, and that the product has been subject to the appropriate conformity assessment procedure(s). The essential requirements refer, among other things, to safety, public health and consumer protection. For the full text of the directive and the detailed requirements see the annexes .

The CE-marking is quite complex and we therefore advice potential Colombian exporters to thoroughly examine all the requirements, possibly with the support of a specialized European agency. To give a small indication of what is needed, please view part of the working paper, article 8, on the Directive below. To decide which category is applicable to certain products, check the table with leg and foot and anti-slip protection.

Figure 6.7.1 EC-mark requirements

Article 8

Procedures before placing on the market and/or putting into service of PPE

The manufacturer or his authorised representative shall, before placing PPE on the market and or/ putting PPE into service:

- (a) On the basis of a risk analysis, determine the relevant Category of the PPE in view of the nature and level of risk(s) against which the intended user will be protected.
- (b) Establish a list of the Basic Requirements applicable to the PPE to be manufactured and to which the PPE must comply.
- (c) for Category 1 PPE,
apply the procedure of internal control of production provided for at Annex V;
- (d) for Category 2 PPE,
apply
 - (i) the EC type-examination procedure provided for at Annex VI
 - or
 - (ii) the full quality insurance procedure provided for at Annex IX

- (e) for Category 3 PPE,
apply
 - (i) the EC-type examination procedure provided for at Annex VI; coupled with either
 - the provisions as set by Annex VII; or,
 - the production quality assurance procedure provided for at Annex VIII (a); or,
 - the product quality assurance procedure provided for at Annex VIII (b)
 - or:
 - (ii) the full quality assurance procedure provided for at Annex IX.”

- (f) Draw up the technical documentation referred to in Annex III so that this can, if necessary, be submitted to the competent authorities. The technical documentation must enable the traceability and the conformity of the product with the requirements of the Directive to be assessed.

- (g) draws up an EC Declaration of Conformity using the form laid down in Annex XII declaring that the PPE placed on the market is in conformity with the provisions of this Directive with a view to its submission to the competent authorities on a reasoned request;

- (h) affix the CE marking to all PPE according to the obligations specified in Article 12;

- (i) provide user information with each PPE in accordance with the requirements at Annex II, 1.4. This user information is considered an integral part of the PPE itself.

- (j) PPE sold in bulk shall be accompanied by at least one information leaflet per smallest commercial package intended to be placed on the market and/or put into service by the manufacturer or authorised representative where this package is intended for one user.

8. EQUIPMENT FOR LEG AND/OR FOOT AND ANTI-SLIP PROTECTION

TYPE OF PPE	Certification category	Reason
8.1 All equipment and/or accessories (whether or not detachable) designed and manufactured specifically to protect the foot and/or the leg and to provide anti-slip protection	II	
Except:		
8.2 Equipment and/or accessories (whether or not detachable) designed and manufactured to provide protection against electrical risks for work involving dangerous voltages, or used to provide insulation against high voltages	III	3.3.7
8.3 Equipment and/or accessories (whether or not detachable) designed and manufactured for use in high-temperature environments the effects of which are comparable to those of an air temperature of 100°C or more and which may or may not be characterised by the presence of infra-red radiation, flames or the projection of large amounts of molten material	III	3.3.4
8.4 Equipment and/or accessories (whether or not detachable) designed and manufactured for use in low-temperature environments the effects of which are comparable to those of an air temperature of -50°C or less	III	3.3.5
8.5 Equipment and/or accessories (whether or not detachable) designed and manufactured to provide only limited protection ⁴ against chemical attack or ionising radiation	III	3.3.3
8.6 Sports equipment (in particular sports shoes) and/or accessories (whether or not detachable) designed and manufactured to protect against external impacts	I	3.1.5

Source: Official site of the EU: www.europa.eu.int

The skin of all footwear is marked with a stamp. This is a mandatory requirement specified by the EU. This stamp states name of the manufacturer, part number, date of production, country of origin, numbers of standards observed, and category to which the footwear has been approved. Each pair of footwear is accompanied by instructions for use, telling the users what kind of footwear they buy and how to treat it.

Labelling

Regular footwear

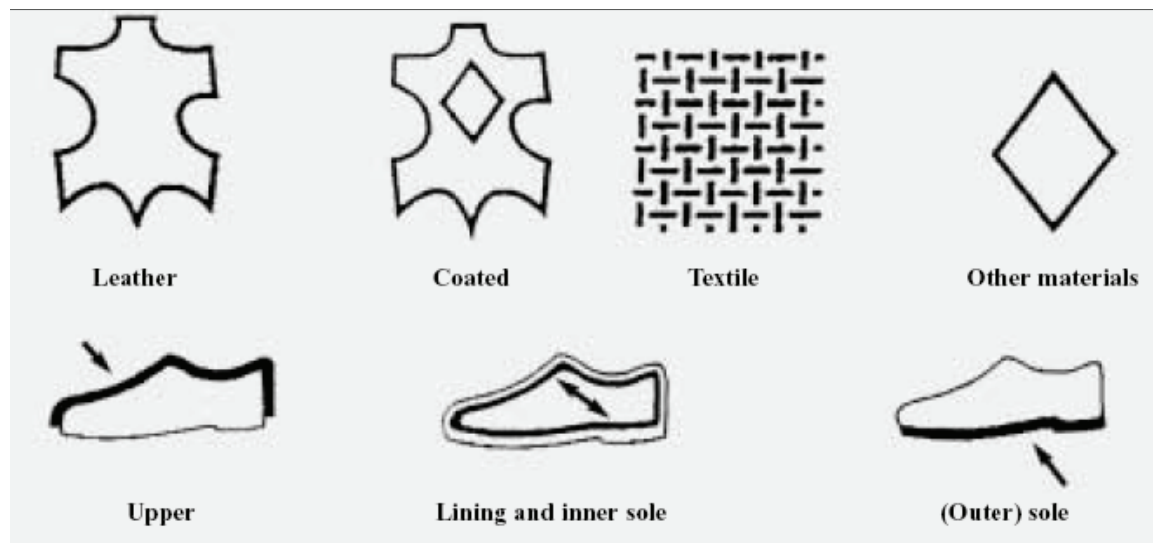
The placing on the market of footwear, or its main parts when marketed separately, must comply with the following European Union (EU) labelling regulations:

Contents

The labelling must describe the materials of the three main parts of the footwear (the upper, the lining and sock, and the outer sole), stating in each case whether the material is “leather”, “coated leather”, “textile” or “other”. If no single material accounts for at least 80% of the product, the label should convey information on the two main materials used.

For this purpose it can be chosen between the use of pictograms or written indications in the language/s established by the Member State where intended to be marketed.

Table 6.7.2 Overview of footwear pictograms



Source: Novesta internet pages – www.novesta.cz

Placement

The labelling must be conveyed on the footwear. It has to be placed, at least, on one article of footwear in each pair. This can be done by printing, sticking, embossing or using an attached label. The labelling must be visible, securely

attached and accessible, and the dimensions of the pictograms must be sufficiently large to make it easy to understand.

Compliance responsibility

The person in charge of supplying the labelling and assuring its accuracy will be:

1. the manufacturer, when he is established in the EU, or
2. his authorised agent, when the latter is not established in the EU, or
3. the person responsible for first placing the footwear on the EU market, if neither the manufacturer nor his agent are established in the EU,
4. the retailer will remain responsible for ensuring that the footwear sold by him bears the appropriate labelling.









Industrial footwear







Personal Protective Equipment (PPE), such as industrial footwear, needs to bear one or more identification or recognition marks directly or indirectly relating to health and safety.

The identification or recognition marks directly or indirectly relating to health and safety affixed to these types or classes of PPE must preferably take the form of harmonized pictograms or ideograms and must remain perfectly legible throughout the foreseeable useful life of the PPE. In addition, these marks must be complete, precise and comprehensible so as to prevent any misinterpretation; in particular, when such marks incorporate words or sentences, the latter must appear in the official language(s) of the Member State where the equipment is to be used.

If PPE (or a PPE component) is too small to allow all or part of the necessary marking to be affixed, the relevant information must be mentioned on the packing and in the manufacturer's notes.

Table 6.7.3 PPE marking

	- Natural rubber		- Resistant to extremely low temperatures -40°C
	- Water resistant		- Oil resistant outsoles
	- Slip resistant		- Antistatic footwear
	- Energy absorption in the heel region		- Electrically insulating footwear for low voltage installation works

	- Steel toe box		- Protection against risk of cutting with a motor saw
	- Puncture resistant		- Heat resistant soles - 250 °C
	- Low temperature resistant		- Increased resistance of outsole to abrasion

Source: EUNITE the Hague

6.9 Packaging

Care must be given to the packaging of products if one intends to export to the EU countries. It is obvious that the packaging must be travel-resistant. As required, products should also be protected against the elements, changes of temperature, rough handling and theft. Besides these basics issues, some importers may have specific demands concerning packaging, like information concerning the order printed on the boxes (order number, box number, name department or contact person etc.).

For environmental reasons packaging made from materials like PVC is less popular with consumers and in some cases is or will be forbidden by governments. Exporters in developing countries should be prepared to discuss this issue with potential clients and should anticipate the cost of special packaging in their selling price, if required.

The European Directive on Packaging and Packaging Waste (94/62/EC) establishes overall legislation for the treatment of packaging waste, consisting of quantitative objectives to be achieved by each of the EU member states. The member states have the responsibility to translate the Directive into national legislation.

It is becoming increasingly difficult and expensive to dispose of waste in Europe. In principle, the importer is held responsible for disposal of the packaging waste for all goods from outside the EU. It is therefore crucial, when planning exports to the EU, to take the packaging of your products (both sales packaging and transport packaging) into consideration. To fulfil the requirements of the target market, good communication with the importer about packaging is necessary.

Leather shoes are generally packed in individual boxes per pair and 12 to 18 pairs in a carton, but cheaper plastic and textile shoes may also be packed in plastic bags or in bulk. Here too, importers will most likely specify their packaging requirements.

6.10 Required documentation for import

When importing products from a third country, like Colombia, into the European Union six different documents are required;

1) Commercial invoice

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge him for the goods.

The commercial invoice contains the basic information concerning the transaction and it is always required for customs clearance.

It is similar to an ordinary sales invoice, though some entries specific to the export-import trade are added. The minimum data generally included are the following:

- Information on the exporter and the importer (name and address)
- Date of issue
- Invoice number
- Description of the goods (name, quality, etc.)
- Unit of measure
- Quantity of goods
- Unit value
- Total item value
- Total invoice value and currency of payment. The equivalent amount must be indicated in a currency freely convertible to EUR or other legal tender in the importing Member State
- The terms of payment (method and date of payment, discounts, etc.)
- The terms of delivery according to the appropriate Incoterm
- Means of transport

No specific form is required. The commercial invoice is to be prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy. It generally needs not be signed. In practice, the original and the copy of the commercial invoice are often signed. The commercial invoice may be prepared in any language. However, a translation into English is recommended.

2) Customs Value Declaration

The Customs Value Declaration is a document which must be presented to the customs authorities where the value of the imported goods exceeds EUR 10 000.

The Customs Value Declaration must be drawn up conforming to form DV 1⁷, laying down provisions for the implementation of the Community Customs Code. This form must be presented with the Single Administrative Document (SAD).

The main purpose of this requirement is to assess the value of the transaction in order to fix the customs value (taxable value) to apply the tariff duties.

The customs value corresponds to the value of the goods including all the costs incurred (e.g.: commercial price, transport, insurance) until the first point of entry in the EU. The usual method for establishing the Customs value is using the transaction value (the price paid or payable for the imported goods).

In certain cases the transaction value of the imported goods may be subject to adjustment which involves additions or deductions. For instance:

- commissions or royalties may need to be added to the price;
- the internal transport (from the entry point to the final destination in the Community Customs Territory) must be deducted.

The customs authorities shall waive the requirement of all or part of the customs value declaration where:

- the customs value of the imported goods in a consignment does not exceed EUR 10 000, provided that they do not constitute split or multiple consignments from the same consignor to the same consignee, or
- the importations involved are of a non-commercial nature; or
- the submission of the particulars in question is not necessary for the application of the Customs Tariff of the European Communities or where the customs duties provided for in the Tariff are not chargeable pursuant to specific customs provisions.

3) Freight insurance

The insurance is an agreement by which the insured is indemnified in the event of damages due to a risk covered in the policy. Insurance is all-important in the transport of goods because of its exposure to risks during handling, storing, loading or transporting cargo, and other rare risks, such as riots, strikes or terrorism.

There is a difference between the goods' transport insurance and the carrier's responsibility insurance. The transport insurance is a contract whose covered risks, fixed compensation and indemnity are left to the holder's choice. Nevertheless, the haulier's responsibility insurance is determined by different regulations depending on the means of transport, indemnity is limited by the

⁷ Please see the annexes for a sample of a DV1 form

weight and value of the goods and is only given if the transporter was unable to evade responsibility.

The insurance invoice is required for customs clearance only when the relevant data do not appear in the commercial invoice indicating the premium paid for insuring the merchandise.

The standard extent of the transporter's responsibility is laid down in the following international conventions:

1. Road freight

International transport of goods by road is governed by the *Convention for the Contract of the International Carriage of Goods by Road* (CMR Convention) signed in Geneva in 1956.

Under this Convention, the road haulier is not responsible for losses of or damages to the goods if he proves that they arise from:

- the merchandise's own defect(s);
- force majeure;
- a fault by the loader or consignee.

There is no European Union's regulation regarding indemnifications for road freight.

2. The rail carrier

International transport of goods by rail is regulated by the *Convention concerning Intercarriage by Rail* (CIM Convention), signed in Bern in 1980.

The rail carrier is not responsible for losses of or damages to the goods if he proves that they arise from:

- the merchandise's own defect(s);
- force majeure;
- a fault by the loader or consignee.

With reference to compensation, there is currently no European regulation. Indemnification is normally limited to a maximum amount per gross kilo lost or damaged. This system means that, for the most part, the company is unlikely to receive anything approaching the value of its goods.

3. The shipping company

The 1968 *International Convention on Bill of Lading*, better known as "The Hague Rules" or the "Brussels Convention" dictates the marine carrier's responsibilities when transporting international goods.

The shipping company is not responsible for losses of, or damage to, the goods if it proves that they arise from:

- the merchandise's own defects and loss in weight during transport;
- a nautical mistake by the crew;
- a fire;
- if the ship is not seaworthy;
- force majeure;
- strikes or a lock-out;
- a mistake by the loader;
- hidden defects on board ship, which went unnoticed during rigorous inspection;
- an attempt to save lives or goods at sea.

As far as compensation is concerned, there is currently no harmonisation at the European Union level. It is normally limited to a certain sum per kilogram of lost or damaged goods. This system causes the same problems as with rail accidents, the exporter is likely to lose much of the value of the goods.

4. The air carrier

The 1929 *Warsaw Convention* as well as the *Montreal draft Treaty of 1975* determine that the air carrier is not responsible for damages or loss of goods if it is proved that:

- the carrier and associates took all the measures necessary to avoid the damage or that it was impossible for them to be taken (force majeure);
- the losses arise from a pilotage or navigation mistake;
- the injured party was the cause of the damage or contributed to it.

Concerning the injured party's indemnification, there is no European standard. Compensation is normally limited to a set amount per gross kilogram of damaged or lost goods.

The air carrier can state specific reservations at the time of receiving the cargo. These reservations will be written on the air consignment note (ACN) (air transport contract) and will be used as evidence. However, airlines will normally refuse dubious packages or those not corresponding to the ACN.

4) Customs Import Declaration (SAD)

All goods imported into the European Union (EU) must be declared to the customs authorities of the respective Member State using the Single Administrative Document (SAD)⁸, which is the common import declaration form for all the Member States, laid down in the Community Customs Code (Regulation (EEC) 2913/92).

The declaration must be drawn up in one of the official languages of the EU which is acceptable to the customs authorities of the Member State where the formalities are carried out.

The SAD may be presented either by:

- Using an approved computerised system linked to Customs authorities; or
- Lodging it with the designated Customs Office premises.

The main information that shall be declared is:

- Identifying data of the parties involved in the operation (importer, exporter, representative,...)
- Custom approved treatment (release for free circulation, release for consumption, temporary importation, transit,...)
- Identifying data of the goods (Taric code, weight, units), location and packaging
- Information referred to the means of transport
- Data about country of origin, country of export and destination
- Commercial and financial information (Incoterms, invoice value, invoice currency, exchange rate, insurance...)
- List of documents associated to the SAD (Import licenses, inspection certificates, document of origin, transport document, commercial invoice...)
- Declaration and method of payment of import taxes (tariff duties, VAT, Excises, etc)

The SAD set consists of eight copies, the operator completes all or part of the sheets depending on the type of operation.

In the case of importation generally three copies shall be used: one is to be retained by the authorities of the Member State in which arrival formalities are completed, other is used for statistical purposes by the Member State of destination and the last one is returned to the consignee after being stamped by the customs authority.

⁸ See annexes

Documents associated to the SAD

According to the operation and the nature of the imported goods, additional documents shall be declared with the SAD and shall be presented together with it. The most important documents are:

- Documentary proof of origin, normally used to apply a tariff preferential treatment
- Certificate confirming the special nature of the product
- Transport Document
- Commercial Invoice
- Customs Value Declaration
- Inspections Certificates (Health, Veterinary, Plant Health certificates)
- Import Licenses
- Community Surveillance Document
- Cites Certificate
- Documents to support a claim of a tariff quota
- Documents required for Excises purposes
- Evidence to support a claim to VAT relief

5) Freight documents

Depending on the means of transport used, the following documents are to be filled in and presented to the customs authorities of the importing European Union (EU) Member State (MS) upon importation in order for the goods to be cleared:

- Bill of Lading
- FIATA Bill of Lading
- Road Waybill (CMR)
- Air Waybill (AWB)
- Rail Waybill (CIM)
- ATA Carnet
- TIR Carnet

Bill of Lading

The Bill of Lading (B/L) is a document issued by the shipping company to the operating shipper which acknowledges that the goods have been received on board serving as **proof of receipt** of the goods by the carrier obliging him to deliver the goods to the consignee. It contains the details of the goods, vessel and port of destination. It **evidences the contract** of carriage and conveys **title to the goods**, meaning that the bearer of the Bill of Lading is the owner of the goods.

The Bill of Lading may be a negotiable document. A number of different types of bills of lading can be used. "Clean Bills of Lading" state that the goods have been received in an apparent good order and condition. "Unclean or Dirty Bills of Lading" indicate that the goods are damaged or in bad order, in this case, the financing bank may refuse to accept the consignor's documents.

FIATA Bill of Lading

The **FIATA Bill of Lading** is a document designed to be used as a multimodal or combined transport document with negotiable status which has been developed by the *International Federation of Forwarding Agents' Associations* (FIATA).

Road Waybill (CMR)

The road waybill is a document containing the details of the international transportation of goods by road, set out by the *Convention for the Contract of the International Carriage of Goods by Road 1956* (the CMR Convention). It enables the consignor to have the goods at his disposal during the transportation. It must be issued in quadruplicate and signed by the consignor and the carrier. The first copy is intended for the consignor; the second remains in the possession of the carrier; and the third accompanies the goods and is delivered to the consignee. Usually, a CMR is issued for each vehicle.

The CMR note is not a document of title and is non-negotiable.

Air Waybill (AWB)

The air waybill is a document proving the transport contract between the consignor and the carrier's company. It is issued by the carrier's agent and falls under the provisions of the *Warsaw Convention*. A single air waybill may be used for multiple shipment of goods, it contains three originals and several extra copies. One original is kept by each of the parties involved in the transport (the consignor, the consignee and the carrier). The copies may be required at the airport of departure/destination, for the delivery and in some cases, for further freight carriers. The air waybill is a freight bill which evidences a contract of carriage and proves receipt of goods..

The **IATA Standard Air Waybill** is used by all carriers belonging to the *International Air Transport Association* (IATA) and it embodies standard conditions associated to those set out in the Warsaw Convention.

Rail Waybill (CIM)

The rail waybill (CIM) is a document required for the transportation of goods by rail. It is regulated by the *Convention concerning International Carriage by Rail 1980* (COTIF-CIM). The CIM is issued by the carrier in five copies, the original accompanies the goods and the duplicate of the original is kept by the consignor and the three remaining copies are intended for internal purposes of the carrier. It is considered the rail transport contract.

ATA Carnet

ATA carnets are international customs documents issued by chambers of commerce in most major countries throughout the world for the purpose of allowing the temporary importation of goods, free of customs duties and taxes. ATA carnets can be issued for the following categories of goods: commercial samples and advertising film, goods for international exhibition and professional equipment.⁹

TIR Carnet

TIR carnets are customs transit documents used for the international transport of goods a part of which has to be made by road. They allow the transport of goods under a procedure called the TIR procedure, laid down in the 1975 TIR Convention, signed under the auspices of the United Nations Economic Commission for Europe (UNECE)¹⁰

The TIR system requires that the goods travel in secure vehicles or containers, all duties and taxes at risk throughout the journey are covered by an internationally valid guarantee, the goods are accompanied by a TIR carnet, and customs control measures in the country of departure are accepted by the countries of transit and destination.

6) Packing list

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents, and providing information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.)

It is required for customs clearance as an inventory of the incoming cargo.

The data generally included are:

⁹ Further information may be obtained in the International Chamber of Commerce's website: http://www.iccwbo.org/index_ata.asp

¹⁰ Website; <http://www.unece.org/trans/bcf/tir/welcome.html>.

- Information on the exporter, the importer and the transport company
- Date of issue
- Number of the freight invoice
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.)
- Number of packages
- Content of each package (description of the goods and number of items per package)
- Marks and numbers
- Net weight, gross weight and measurement of the packages

No specific form is required. The packing list is to be prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy. It generally needs not be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation into English is recommended.

6.11 Import modalities or regimes involved in the process

There are various customs regimes available for the import of goods to the Czech Republic, depending on the type of goods and the purpose of their use.

Free circulation

Goods released for free circulation are subject to the applicable customs duty rate and import VAT. Once released to free circulation, goods are considered as Community goods for VAT purposes, i.e., their further sale is subject to VAT provisions.

Customs free zones

For certain transactions, import to a customs free zone is advantageous, as no customs duty or import VAT is payable at the time of transfer to a customs free zone.

A customs free zone is a precisely determined area within the country that is not considered part of the Czech Republic for VAT purposes. Import from abroad to a customs free zone is not considered as an import to free circulation and is therefore not subject to Czech customs duty or VAT. Czech goods exported to a customs free zone are considered as exported, and therefore no VAT applies (zero-rated).

A customs free zone can be operated by a Czech business entity under the conditions stipulated in the Customs Code. A special license to operate a customs free zone is required, and only a few zones have been licensed. It is

unusual for a license to operate a customs free zone to be granted solely for the internal use of the licensee. Customs free zones are generally operated by companies that provide the services of the zone to other business entities. Customs free zones are operated in Prague, Ostrava, Hradec Králové, and Pardubice.

Customs free zones are used primarily for warehousing, sales operations, and for carrying out simple manufacturing operations or packaging.

Customs bonded warehouse

The Czech Customs Code also allows goods to be imported from abroad without customs duty or VAT to a customs bonded warehouse in a number of ways. Non-EU goods imported to a customs bonded warehouse are subject to customs duty and import VAT if the goods are released to free circulation in the Czech Republic.

There is generally no limit to the length of time in which goods can remain in a customs bonded warehouse; however, in certain cases, the Customs Office may state that goods can remain only for a specified time, after which they must be classified under another customs regime.

The transfer of ownership to goods in a customs bonded warehouse is possible only in a public bonded warehouse. Any transfer of ownership must be announced to the Customs Office without delay and supported with appropriate documentation.

On import to a customs bonded warehouse, the importer must provide the Customs Office with a guarantee for the customs debt, i.e., the amount of customs duty and VAT that would apply under free circulation.

Transit regime

In general, goods under customs control are transported under the transit regime. Transport of such goods between EU customs offices takes place under the Community Transit regime (either external or internal). Transport of such goods from the Czech Republic to Ireland, Iceland, Norway, and Switzerland takes place under a Common Transit document. The transit regime ends when the goods reach the Customs Office and the import regime is declared. During the transit regime, the customs debt must be guaranteed.

6.12 Requirements for import of samples and accompanied luggage

Samples are acceptable to Czech Republic and will be exempt for all Duty and VAT provided that they meet the following criteria:

If the goods have been damaged, the damaged goods must have a large hole cut in a prominent location on the outer side of the article so as to make it usable only as a sample.

The shipper's documents, preferably the commercial invoice provided should state that the article(s) is a mutilated sample- not for resale or other use. A certificate of origin will not be required for import; only a standard airway bill or bill of lading and commercial invoice will be needed.

- Business items that do not require paying taxes;
 - promotional samples of negligible value,
 - advertising materials,
 - products used for exhibitions,
 - goods imported for the purpose of testing or analysis,
 - materials used to secure and protect goods during transportation

- Business items imported under temporary admission;
 - goods used for presentations at fairs and congresses
 - equipment imported to be used for a foreign national's profession;
 - packaging, containers;
 - reversible sample products;
 - matrixes, plans, models, forms;
 - testing equipment;
 - means of transport

Consignments that do not require a Certificate of origin;

- small consignments up the value 500 Euro
- accompanied luggage up the value 1200 Euro

All commercial samples also need to be accompanied by a ATA-Carnet, which permits the duty free entry of the sample into the Czech Republic and the European Union for the maximum period of one year. The initials "ATA" are an acronym of the French and English words "Admission Temporaire/Temporary Admission."

An ATA Carnet covers:

- commercial samples;
- professional equipment;
- goods for presentation or use at trade fairs, shows, exhibitions and the like.

It consists of two sheets; one that needs to be handed in when the sample enters the EU and one that needs to be given to customs officials upon departure of the product out of the European Union. An ATA Carnet does not cover the import of perishable and consumable products such as fresh flowers, tropical fruit, confectionery and coffee.

Fees vary according to the country. They are determined by the value of the goods, the number of countries the product will visited, plus any additional costs for security, insurance or other services. Fees will always represent a small fraction of the value of the goods covered by the Carnet.

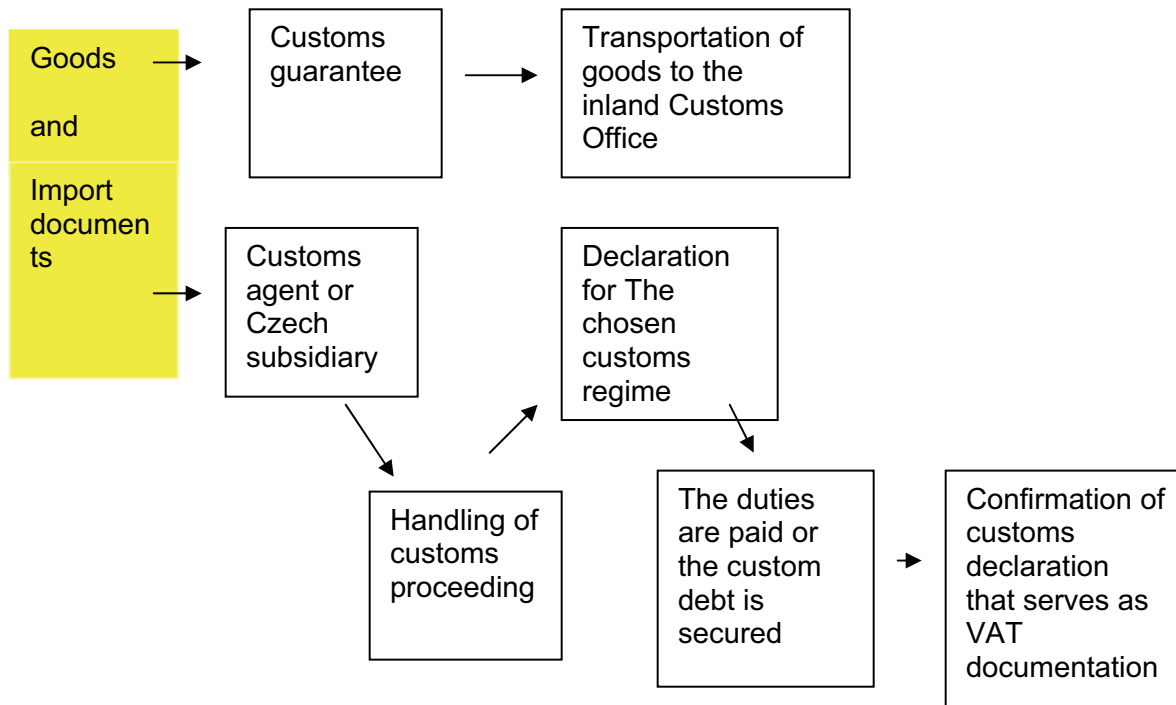
The carnet can be obtained from the Colombian chamber of commerce.

6.13 Website links to rules and regulations

- http://europa.eu.int/comm/taxation_customs/dds/en/qotcau.htm
 - The quotas page of EU
- <http://www.cs.mfcr.cz/info/taric/taric2005.pdf>
 - EU Tariff schedule- TARIC - Integrated Tariff of the European Community
- http://europa.eu.int/comm/taxation_customs/dds/cgi-bin/tarchap?Lang=EN
 - The page of TARIC – Here you can calculate the duty rates
- www.unmz.cz
 - The Czech Office for Standards, Metrology and Testing
- www.itczlin.cz/
 - Institute for Testing and Certification

6.14 Flow chart of the process and related costs

6.14.1 Flow chart of the process and related costs¹¹



Source: Calculation by EUNITE BV

In general, only EU entities can clear goods for customs in the Czech Republic. Non-EU entities can carry out customs proceedings only on goods under the transit regime or under temporary admission. In other cases, foreign entities can clear goods for Czech customs only in exceptional cases with the permission of the Customs Office.

A foreign company exporting to the Czech Republic and wishing to import into the country must either establish a Czech subsidiary to handle importation or engage a customs agent to handle customs proceedings. It is usual practice that the Czech purchaser of imported goods will handle customs proceedings.

When imported goods reach the EU border, they are released to the transit regime. The customs debt (all import duties that would apply on import under free circulation) must be secured with a customs guarantee at this time. The goods

¹¹ The prices of customs agents differ according the value and quantity of goods – see chapter 7.10. There are approximate prices of their basic services. All the exact prices are available on request at the customs agencies – see the contacts in Chapter 7.4.

must then be transported to the inland Customs Office of final destination without delay. Here the goods are declared for the chosen customs regime based on the customs declaration filed by the importer (or his customs agent). The final customs debt assessed by the Customs Office is either paid or guaranteed, depending on the import regime and the conditions negotiated with the Customs Office.

If import duties are properly paid (or the customs debt is secured), the Customs Office issues a confirmed customs declaration, which serves as a VAT document for the reclaim of import VAT. In general, import VAT is applied on the total declared customs value of imported goods and the applicable amount of customs duty and any other charges levied by the Customs Office (e.g., excise duty).

From 1 January 2005, importers can reclaim the amount of import VAT paid by including the amount in their regular VAT returns, provided the importer is registered for Czech VAT.

VAT rates are the same as for domestic products, currently 19% or 5%¹². The VAT for industrial footwear is 19%. Importers registered for Czech VAT can normally recover import VAT costs, provided a valid customs declaration (tax document) is obtained from the Customs Office.

6.15 Recommendations

To get a general orientation of all principles and ordinances required is quite complicated when getting started. As a company wanting to export to the Czech Republic it is very important to know which TARIC number applies to the goods that are being exported. By tracking this number in the EU pages it is possible to determine the exact tariffs and quotas that will apply to those products. After all this information is gathered, the procedure to get the correct approvals and to obtain the correct technical standards can begin.

When the price indication of the goods and all the correct certification are present (and, of course, The Certificate of origin), the recommended easiest way to start the import activity is begin to cooperate with some of the wholesalers in Czech Republic. They usually take care of all the import procedures and help you to recover the VAT.

¹² The 5% VAT is applicable on pharmaceuticals, books, medical facilities and sanitary napkins.

7. Physical Access

7.1 Available transportation infrastructure

There are four ways of transport in the Czech Republic:

- Road transport
- Rail transport
- Air transport
- Water (river) transport

When transporting fresh cut flowers from Columbia it is not possible to use water transport since it is far too slow. No transport company could guarantee freshness of transported commodity when water transport is used. Rail transport of fresh flowers is also used for the same reason. That is why the only way of distribution is air and rail transport.

In freight transport the development trend did not show any unforeseeable changes in 2003 in terms of carried goods, freight transport performance has again increased. A marked rise is to be seen in air transport.

As regards freight transport, the growth of transport performance in 2003 amounted to 2.5% in total and the increase in transport volume was still higher, i.e. 4.5%. The growth has been recorded in all transport modes except inland waterway transport where the transport performance fell by 13% and the transport volume even by 24%. The largest growth has been recorded by air cargo, where the transport performance increased by more than 30%. After two years, the carriage by rail went up slightly again: the volume by 1.4% and the performance by 0.23%. The permanent road freight transport increase showed a slight downtrend in 2003, the volume of goods carried decreased by 5.7% and the performance increased by 3.3% "only". The transport performance declined only in the 1st quarter, while the transport volume declined in all quarters as against 2002.

Figure 7.1.1 Road Transport Infrastructure (Km)

	1995	1999	2000	2001	2002	2003
<i>Total road and motorways network</i>	55 500	55 432	55 408	55 427	55 422	55 447
of which european road network, type E	2 655	2 655	2 644	2 637	2 599	2 599
<i>Motorways in operation</i>	414	499	499	517	518	518

	1995	1999	2000	2001	2002	2003
<i>Expressways</i> ¹³	*	*	299	300	305	320
<i>Other roads</i> ¹⁴	55 086	54 933	54 909	4 910	54 904	54 929
of which I. Class roads	6 459	6 005	6 031	6 091	6 102	6 121
II. Class roads	14 273	14 686	14 688	4 636	14 668	14 667
III. Class roads	34 354	34 242	34 190	4 183	34 134	34 141
<i>Local roads</i>	66 449	72 300	72 300	2 300	72 300	72 300

Source : ŘSD, ČSÚ

Figure 7.1.2 Air Transport Infrastructure

	1995	1999	2000	2001	2002	2003
<i>Total number of airports</i>	73	84	86	85	85	87
<i>of which:</i>						
Public International Airport	10	11	12	12	14	9
Public Domestic Airport	58	59	57	57	56	59
Private International Airport	2	3	6	6	6	7
Private Domestic Airport	3	11	11	10	9	12

Source: Ministry of transport of the Czech Republic – Transport yearbook (www.mdcz.cz)

Figure 7.1.3 Combined Transport Infrastructure

	1995	1999	2000	2001	2002	2003
<i>Total number of combined transport transshipment points</i>	23	14	14	13	11	13
<i>according to types of combined transport</i>						
rail – road	19	10	10	9	7	9
rail - road – water	4	4	4	4	4	4
<i>according to possibility of handling with loading units</i>						
large containers	22	13	13	12	10	12
swap bodies	6	7	7	7	5	5
Ro-La	2	1	1	1	1	1
<i>by maximum capacity of handling equipment</i>						
less than 34 tonnes	10	-	-	4	2	3
over 34 tonnes	12	13	8	8	8	10

¹³ Length of expressways is included in the length of I. Class roads

¹⁴ In 1997 the renumbering of I, II and III class roads was carried out

Source: Ministry of transport of the Czech Republic – Transport yearbook (www.mdcz.cz)

7.2 Identification of ports, airports, roads – border passes – railways, waterways

Figure 7.2.11 Distances from the most important places in the Netherlands to Prague.

Place	Country	Distance to Prague (km)	Driving time
Amsterdam	The Netherlands	884	8 h. 48 min.
Rotterdam	The Netherlands	913	9 h. 09 min.
Aalsmeer	The Netherlands	894	8 h. 53 min.

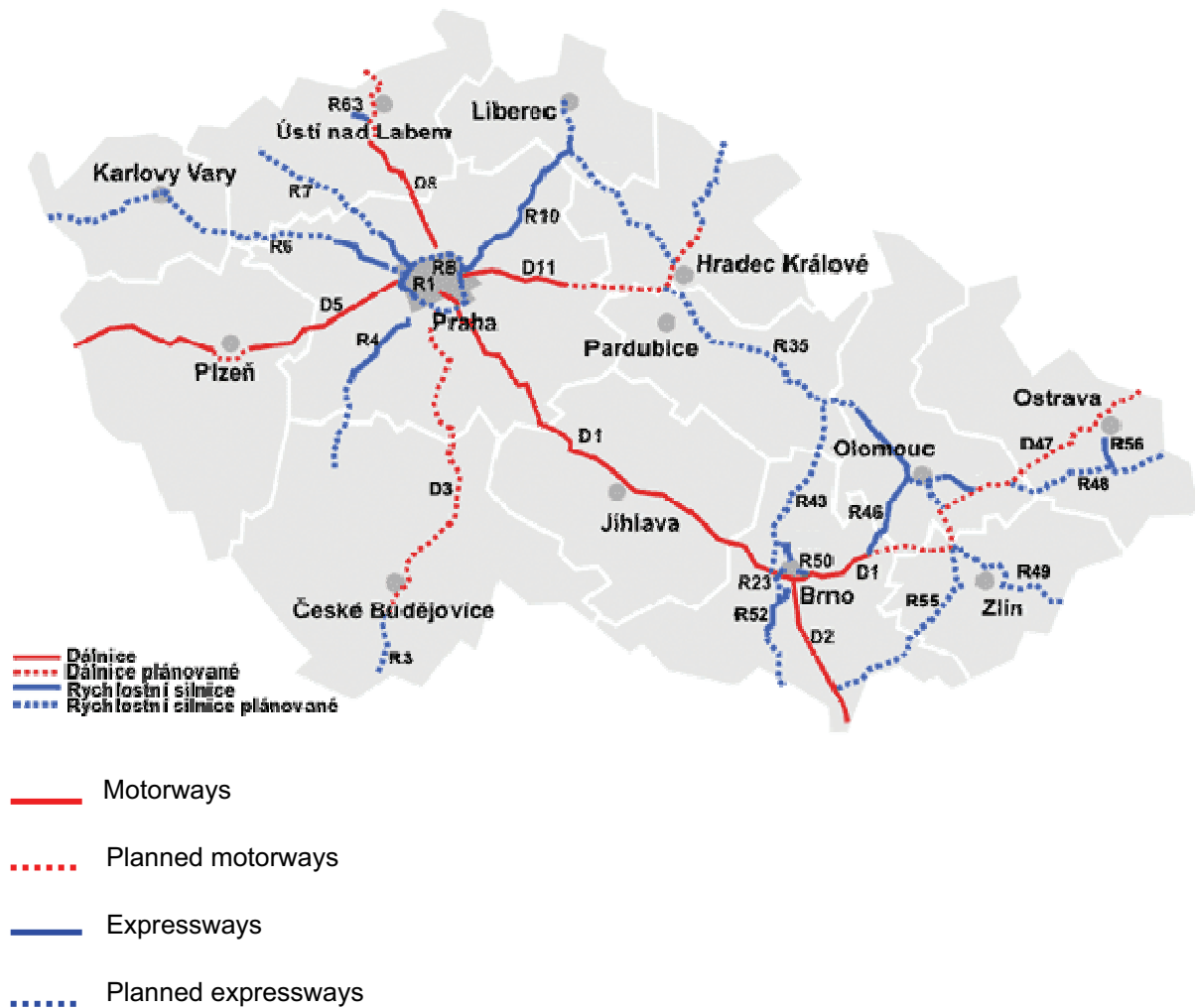
Below a map is displayed showing the road from Amsterdam to Prague (the center of distribution within the Czech Republic)¹⁵.

Figure 7.2.2 Route Amsterdam – Prague



¹⁵ Aalsmeer is 23 km distant from Amsterdam

Figure 7.2.3 Czech road and motorway network



Source: www.rsd.cz

Important airports in the Czech Republic:

- **Brno-Turany Airport (BRQ/LKTB)**, Tel: +420 5 4552 1111, (Handling) +420 5 4552 1310-12, Fax: (Admin) +420 5 4521 6357, (Handling) +420 5 4521 6346, e-mail: commercial.dept@airport-brno.cz or

- handling@airport-brno.cz, *Website:* www.airport-brno.cz,
SITA: BRQCZ7X, *AFTN:* LKTBYDYT
- **Karlovy Vary Airport (KLV/LKKV),**
Tel: +420 353 360611, +420 353 360610,
Fax: +420 353 360636, +420 353 360637, *e-mail:* vaclav.cerny@airport-k-vary.cz or handling@airport-k-vary.cz, *SITA:* KLVCZ7X,
AFTN: LKKVZTZX
 - **Letiste Ostrava as (OSR/LKMT),** *Tel:* +420 597 471 136,
Fax: +420 597 471 118, *e-mail:* hanicinec@airport-ostrava.cz,
Website: www.airport-ostrava.cz, *SITA:* OSRCZ7X, *AFTN:* LKMTYDYX
 - **Ostrava Int'l Airport (OSR/LKMT),** *Tel:* +420 59 747 1136,
Fax: +420 59 747 1123, *e-mail:* handling@airport-ostrava.cz,
Website: www.airport-ostrava.cz, *SITA:* OSRCZ7X, *AFTN:* LKMTYDYX
 - **Pardubice Int'l Airport (PED/LKPD),**
Tel: (Airport Director) +420 46 631 0155, (Handling) +420 46 631 0115,
(Commercial Director) +420 46 631 0150, *Fax:* +420 46 631 0166, *e-mail:* eba@airport-pardubice.cz, *Website:* www.airport-pardubice.cz,
SITA: PEDCZXH, *AFTN:* LKPDZTZX
 - **Prague - Ruzyne Airport (PRG/LKPR),**
Tel: (Exchange) +420 2 2011 1111, (Director General) +420 2 2011 3924,
Fax: (Director General) +420 2 3535 0922,
(Airport Coordinator) +420 2 2011 5301, *e-mail:* info@csl.cz,
Website: www.csl.cz, *SITA:* PRGCZ7X, PRVCZ7X, *AFTN:* LKPRYDYX
 - **Uherské Hradiste - Kunovice Airport (UHE/LKKU),**
Tel: +420 572 817600, *Fax:* +420 575 759789, *e-mail:* airport@let.cz,
SITA: UHEAPXH
 - **Vodochody Airport (LKVO),** *Tel:* +420 2 8603 2615,
Fax: +420 2 2747 3216, *e-mail:* vl@aero.cz or ats.lkro@aero.cz,
Website: www.aero.cz, *AFTN:* LKVOYDYX

Figure 7.2.4 Czech airports

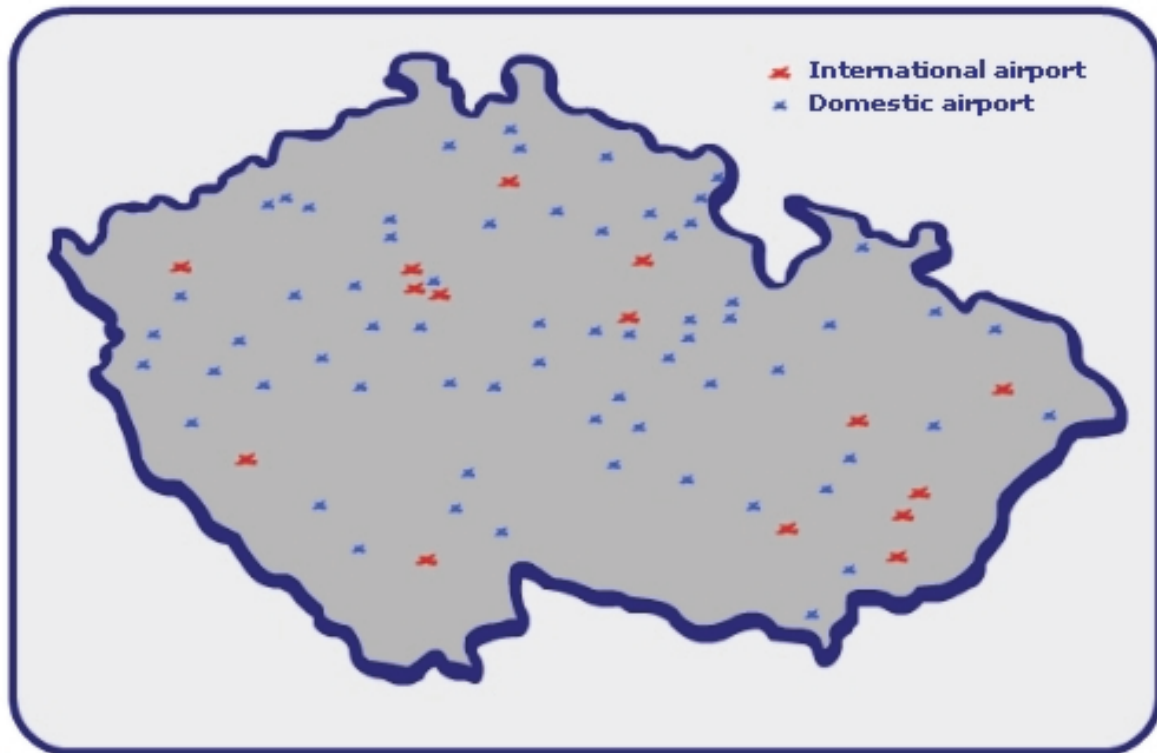


Figure 7.2.5 Czech railway network

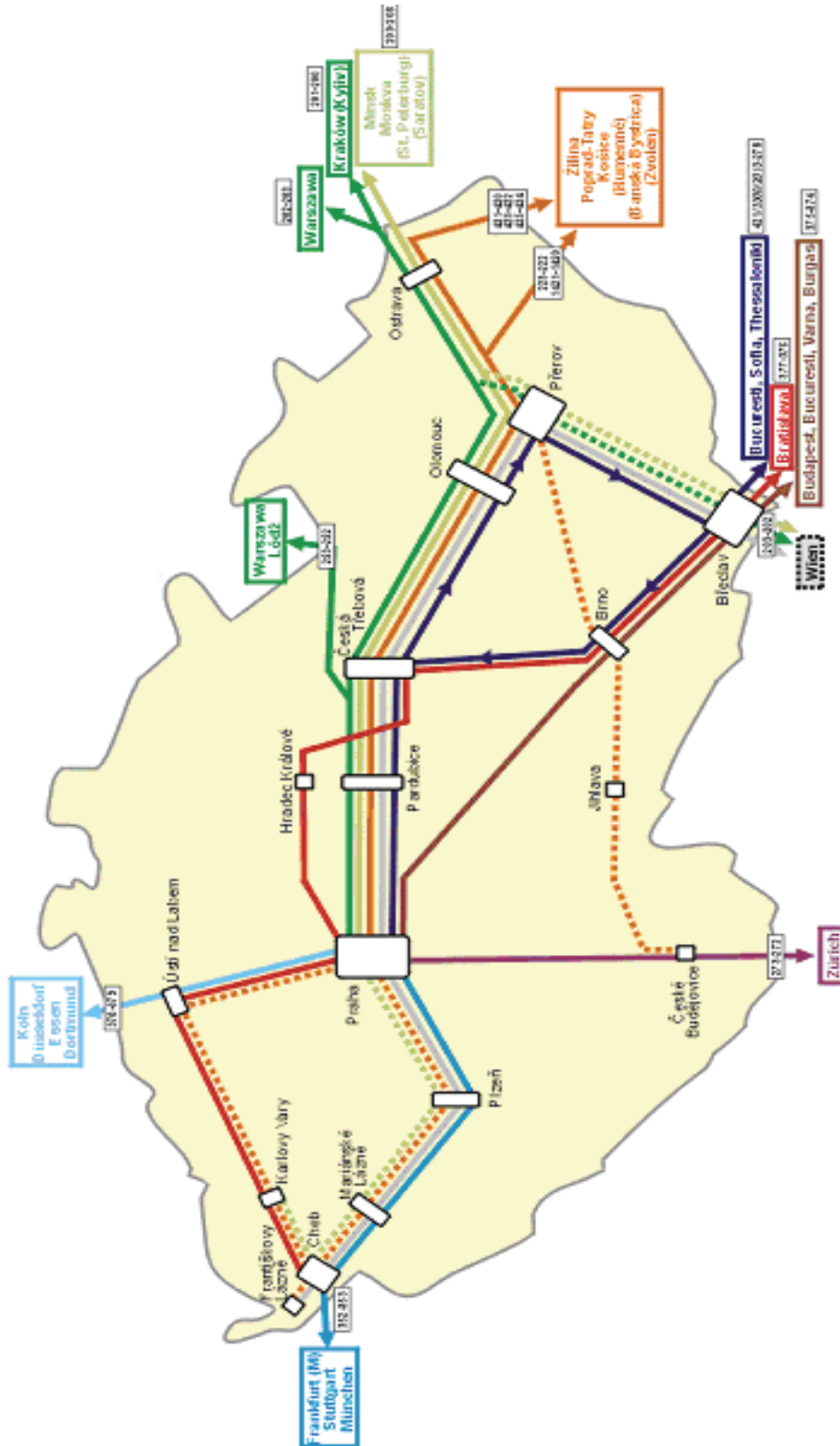


Figure 7.2.6 Map of water ways in Western Europe (including Czech Republic)



It is not convenient to use water ways in the Czech Republic for transport of industrial footwear, it is used just for transport of heavy materials such as metals, big peaces of wood, cars, sand, stones, coal, oops.

Once imported to Czech Republic most of the freight forwarders have their own storehouses or unload the freight at a wholesaler's storehouse. Most of these are located around Prague.

7.3 Description of status, operation, security, costs, distances, transportation arrangements and intercommunity customs

The European competitors mainly use roads and rails to transport their goods. The transportation infrastructure is below the level of the Western countries, however still reliable and secure.

Shipping costs of one container of industrial footwear from Rotterdam (Netherlands) to Prague per rail and road:

20' DC			40' DC	
Up to 16.5 t	Up to 22 t	Up to 25 t	Up to 16.5 t	Up to 27 t
720 Euro	800 Euro	950 Euro	960 Euro	1140 Euro

Another very popular and cheap way for importers is via the port of Hamburg:

20' DC		40' DC
Up to 14 t	Up to 25 t	Up to 27 t
370 Euro	410 Euro	530 Euro

These are just the shipping cost and all the other costs are excluded.

Prices of transportation within Europe by road depend on the offer made by a transporting company. It is quite difficult to obtain a price indication from any of these companies, when quantity, distance, requirements cannot be specifically given. Competition in the transport world after the accession of the new member states has been murdering and therefore prices and rates are guarded as company secrets to protect them from exposure to competing companies.

However we have obtained an example of prices provided to us by Read S.r.o.;

	Up to € 165.56	Up to € 231.79	€ 231.79 - € 330.91	€ 330.91 - € 827.27	€ 827.27 - € 1158.17
Up to 5 Kg	€ 4.14	€ 4.96	-----	-----	-----

	Up to € 165.56	Up to € 231.79	€ 231.79 - € 330.91	€ 330.91 - € 827.27	€ 827.27 – € 1158.17
5 - 10 Kg	€ 6.45	€ 7.61	Zdarma	Zdarma	Zdarma
10 - 15 Kg	-----	-----	-----	€ 8.27	€ 9.93

Source: Read S.r.o.

Some less vital, but detailed costs are given below, to provide an alternative form of price indication:

Figure 7.5.2 Detailed coasts of storage and handling

The storage in a general warehouse

Description	Price
The storage	€ 0,23 / m ² / day

The storage in a public bonded warehouse

Description	Price
The storage	€ 0,30 / m ² / day

The penalty storage in an international groupage service

Description	Price
The storage for 0 - 5th day	free
The storage for 6 - 10th day	€ 0,33 / 100kg / day
The storage for 11 - next day	€ 1,00 / 100kg / day

The handling

Description	Price
The unloading of palletized goods from a road vehicle	€ 0,66 / 100kg
The unloading of non-palletized goods from a road vehicle	€ 0,82 / 100kg
The unloading of palletized goods from a rail wagon	€ 0,49 / 100kg
The unloading of non-palletized goods from a rail wagon	€ 0,66 / 100kg
The loading of palletized goods from a road vehicle	€ 0,66 / 100kg
The loading of non-palletized goods from a road vehicle	€ 0,82 / 100kg
The loading of palletized goods from a rail wagon	€ 0,49 / 100kg
The loading of non-palletized goods from rail wagon	€ 0,66 / 100kg

Source: Setto CZ s.r.o.

7.4 Identification of other handling and distribution infrastructure

The freight forwarders have their own storehouses, most of the storehouses below belong to a forwarding company. Below is the list of storage, logistic and custom service providers:

www.whitetrans.cz, www.arvato-services.cz, www.ctj.cz, www.esa.cz,
www.weisslogistics.cz, www.m-l.cz, www.otec.cz/, www.schenker.cz,
www.transkam.cz, www.vpslogistics.com, www.edis.cz, www.priority.cz,
www.cdo.cz, www.czechint.cz, www.dymofracht.cz, www.fransmaas.cz,
www.geis.cz, www.nd-logistics.cz, www.oktrans.cz, www.schenker.cz,
www.schnellecke.cz, www.tntlog.cz

Most of the Storehouses and Customs warehouses are located around Prague as already mentioned. The list shows all the customs warehouse providers:

- <http://www.cess.cz>
- www.adico.cz
- www.goldservice.cz/
- www.icstransport.cz
- www.jubel.cz
- www.sv-stock.cz
- www.servant.cz
- www.a-1.cz
- www.gerlach.cz
- www.cantoncs.cz
- www.expeditors.comr-c-d.cz
- www.merx.cz/st-stakon.com
- www.vcs.cz

7.5 Identification of carriers that transport goods imported from Colombia

There is an Association of forwarding and logistics in the Czech Republic. Big transport companies are members of the association. They could be potential transporters of goods from Colombia. A list of members of this association is divided according to symbols for services provided by the members. Services provided by individual members are indicated by following letters. When transporting goods from the big Dutch harbours to the Czech Republic, it will always be cheaper to use a Czech over a Dutch transporting company.

Figure 7.5.1 Members of the Association of forwarding and logistics in CZ

<input type="checkbox"/> A. Full load shipments by road	<input type="checkbox"/> H. Combined transport's cargo
<input type="checkbox"/> B. Full load shipments by rail	<input type="checkbox"/> I. Warehousing
<input type="checkbox"/> C. Consolidated service by road	<input type="checkbox"/> J. Other logistical services
<input type="checkbox"/> D. Consolidated service by rail	<input type="checkbox"/> K. Customs services
<input type="checkbox"/> E. Air cargo	<input type="checkbox"/> L. Express and courier services
<input type="checkbox"/> F. Maritime cargo	<input type="checkbox"/> M. Our (other) specialities
<input type="checkbox"/> G. River transport's cargo	

<p>Argo Bohemia s.r.o. Nádražní 365 356 94 Sokolov Region: Western Bohemia</p>	<p>tel: ++420 352 605 970 (Plzeň 377 446 514, 377 444 268) fax: ++420 352 605 969 (Plzeň 377 445 171) e-mail: iva.dvorakova@afgholding.cz www.afgholding.cz</p>
<p>Main orientation: A, B, E, F, G, H, J, K</p>	

<p>Argo Internationale Spedition, s.r.o. U vlečky 2 617 00 Brno Region: Southern Moravia</p>	<p>tel: ++420 545 425 921, 545 425 911 fax: ++420 545 425 919 e-mail: randysek@afgholding.cz www.afgholding.cz</p>
<p>Main orientation: A, B, E, F, G, H, J, K</p>	

<p>ARGO TRANS s.r.o. Sokolská 33 772 00 Olomouc Region: Northern Moravia</p>	<p>tel: ++420 585 209 010, -11, -13, -14, -15 fax: ++420 585 209 012, 585 209 017 e-mail: roman.spacek@argotrans.cz www.afgholding.cz</p>
<p>Main orientation: A, B, E, F, G, H, J, K</p>	

DFDS Transport a.s. K Vypichu 1119 Komerční centrum 252 19 Rudná u Prahy Region: Prague and Central Bohemia	tel: ++420 311 331 444, 311 331 461 fax: ++420 311 331 440 e-mail: jekl@dfdstransport.cz www.dfdstransport.cz
Main orientation: A, B, C, E, F, G, H, I, J, K	

DME a.s. DM EXPRESS intl.forwarding I.pluku 8 - 10 186 30 Praha 8 Region: Prague and Central Bohemia	tel: ++420 224 891 220, 224 891 236 fax: ++420 224 891 238 e-mail: marketing@dmexpress.cz www.dmexpress.cz
Main orientation: A, B, C, E, F, G, H, I, J, K, L, M Special services: Projects	

Gebrüder Weiss spol. s r.o. Terminál MENZIES P.O.Box 132 160 08 Praha 6 Region: Prague and Central Bohemia	tel: ++420 220 113 972 fax: ++420 224 281 054 e-mail: martin.vasicek@weisslogistics.com www.weisslogistics.cz
Main orientation: A, B, C, E, F, G, H, I, J, K, L, M Special services: Weiss next Day - Inter System	

GYP LOGISTICS, s.r.o. Příkop 838/6 602 00 Brno Region: Southern Moravia	tel: ++420 545 175 911 fax: ++420 545 175 913 e-mail: info@gyp.as www.cargo.as
Main orientation: A, B, C, E, F, H, I, J, K, L	

HANSEATIC TRANSPORT s.r.o. Vršovická 9 101 00 Praha 10 Region: Prague and Central Bohemia	tel: ++420 271 747 290 fax: ++420 271 747 291 e-mail: transport@hanseatic.cz www.hanseatic.cz
Main orientation: A, B, C, D, E, F, G, H, I, J, K, M	

HILTRANS spol. s r.o. Peroutkova 1778/55 15000 Praha 5 Region: Prague and Central Bohemia	tel: ++420 251 560 223, 251 560 224, 251 564 848 fax: ++420 251 563 838 e-mail: hiltrans@hiltrans.cz www.hiltrans.cz
Main orientation: A, B, E, F, G, H, K	

Kühne & Nagel s.r.o. Pekařská 4 155 00 Praha 5 Region: Prague and Central Bohemia	tel: ++420 257 090 012 fax: ++420 257 090 099 e-mail: pavel.sepakj@kuehne-nagel.com www.kuehne-nagel.com
Main orientation: A, B, C, E, F, G, H, I, J, K	

Lagermax spedice a logistika s.r.o. U Prioru 1/1059 161 01 Praha 6 Region: Prague and Central Bohemia	tel: ++420 220 196 111 fax: ++420 220 196 196 e-mail: drusped@lagermax.cz www.lagermax.cz
Main orientation: A, B, C, E, F, H, I, J, K	

MaM Militzer a Münch CS, s.r.o. 25101 Modletice 98 okres Praha-východ Region: Prague and Central Bohemia	tel: ++420 220 113 350, 220 113 984 fax: ++420 220 113 378 e-mail: martin_motl@mumnet.cz www.militzer.com
Main orientation: A, B, C, E, F, H, I, K	

Mitsui - Soko (Europe) B.V. Pražská 180 250 66 Zdiby Region: Prague and Central Bohemia	tel: ++420 296 503 214 fax: ++420 296 503 201 e-mail: lubos@mitsui-soko.cz www.mitsui-soko.cz
Main orientation: A, B, C, E, F, H, I, J, K Special services: 3PL, JIT	

NHN s.r.o. Kateřinská 13 772 00 Olomouc Region: Northern Moravia	tel: ++420 585 571 125, 585 571 137, 585 571 111, 585 571 121 fax: ++420 585 571 110, 585 571 120, 585 571 130 e-mail: mail@nhn.cz , daniel.krusoft@nhn.cz , jana.maholiakova@nhn.cz www.nhn.cz
Main orientation: A, B, D, E, F, G, H, J, K, M	

O.T.E.C. CR, s.r.o. Logistic Park Tulipán 253 01 Hostivice - Palouky Region: Prague and Central Bohemia	tel: ++420 235 001 113, 602 658 258 fax: ++420 311 330 333, 311 330 444, 311 330 666 e-mail: otec@otec.cz www.otec.cz
Main orientation: A, B, C, D, E, F, H, I, J, K, L, M	

SETTO CZ, s.r.o. Jana Želivského 2 130 00 Praha 3 Region: Prague and Central Bohemia	tel: ++420 222 802 111 fax: ++420 222 729 905 e-mail: setto@setto.cz www.setto.cz
Main orientation: A, B, C, D, E, F, H, I, J, K	

TRANS-SPED-CONSULT spol. s r.o. Lukavecká 1 410 02 Lovosice PS 43 Region: Northern Bohemia	tel: ++420 416 532 340, 416 532 234, 602 623 107 fax: ++420 416 533 329, 416 532 902 e-mail: jan.zidka@telecom.cz
Main orientation: A, B, E, F, G, H, I, J, K, M Special services:	

Welz Internationale Spedition s.r.o. U silnice 949 161 00 Praha 6 Region: Prague and Central Bohemia	tel: ++420 274 021 051 fax: ++420 274 819 913 e-mail: spedition@welz.cz
Main orientation: A, B, C, E, F, G, H, I, J, K	

ZOOM CARGO s.r.o. Jugoslávských partyzánů 23 160 00 Praha 6 Region: Prague and Central Bohemia	tel: ++420 233 321 777 fax: ++420 233 321 770 e-mail: info@zoom-cargo.com www.zoom-cargo.com
Main orientation: A, B, C, E, F, H, K	

7.6 Alternatives of transport and carriers providing services from Colombia

Figure 7.6.1 Carrier aircrafts from Bogota (Colombia) to Prague (Czech Republic)

Airlines	Frequency	Aircraft	Change of aircraft	Notes	Driving time
AIR FRANCE	MA, JU, VI, SA, DO	A-340-300	PAR	CAP. 2-5 TONS. Conexión en 24-48 horas.	
ALITALIA	LU, MA, MI, JU, VI, SA, DO	MD - 80	MIL	CAP. 1,2 TONS. Tiempo de Transito Bogotá - Praga 60 horas.	
BRITISH AIRWAYS	LU, MA, MI, JU, VI, SA, DO	B-747-400	MIA	CAP. 25 TONS. Conexión en 14 - 22 horas. (Desde Londres conecta en un B-767 CAP. 15 TONS, con conexión a Praga en 3 horas). IMPORTANTE: A partir de febrero 6 opera a través de intermediarios.	
CARGOLUX	Tue, Fri, Sun	B-747-400	Luxemburg	CAP. 60 - 120 Tons. Conexion to all European countries	24 – 60 hours
K.L.M. ¹⁶	Tue, Fri, Thu, Sat, Sun	B-737-300	Curacao	CAP. 300 Kg	60 hours
LUFTHANSA	MA, JU, VI, SA	B-727-200	CCS	CAP. 15 TONS. Tiempo de Transito Bogotá - Praga 72 - 96 horas.	
MARTIN AIR	Mo, Wed, Fri, Sat, Sun	MD-11 B-747	Amsterdam	CAP. 60 - 80 Tons. From Amsterdam are goods transported by trucks to Prague	Bogota - Prague 96 hours

Source: www.proexport.com

¹⁶ Layover in Amsterdam

- TAMPA - Transportes Aéreos Mercantiles Panamericanos S.A
Address: Aeropuerto José María Córdova, Medellín, Colombia
Tel: (57-4) 569-9200
e-mail: information@tampacargo.com
Fleet: DC-8F, Boeing 767F
Activity: cargo to South America, USA

- Lineas Aereas Suramericanas S.A.
Address: Av. El Dorado Entrada 2, Interior 7, Bogotá, Colombia
Tel: (57-1) 413-8084
Fax: (57-1) 413-9608
e-mail: marthagutierrez@lascargo.com
Fleet: Boeing 727, DC-9
Activity: cargo domestic, Caribbean, Mexico, USA

- Aerolineas ATC S.A.
Address: Terminal de Carga International, Bogota, AA81001, Colombia
Tel: (57-1) 414-8070
Fax: (57-1) 413-5431
e-mail: atcgot@colomsat.net.co
Fleet: Lockheed L1011F, DC-8
Activity: cargo in South America, USA, Europe

7.7 Modes and systems of transport used for carrying merchandises from the main competing foreign countries.

China	Sea transport to the main European ports (see 7.2), than road transport to Czech Republic
Vietnam	Sea transport to the main European ports (see 7.2), than road transport to Czech Republic.
Indonesia	Sea transport to the main European ports (see 7.2), than road transport to Czech Republic.
Italy	Road transport to Czech Republic
Poland	Road and rail transport to Czech Republic

For maps see section 7.2

7.8 International Freight or Transportation Costs

Information on this can be given by forwarders. Unfortunately they were not able to determine the price without knowing the exact amount of the freight. They are able to give all desired information on costs to potential customers within a week.

7.9 Other costs involved in international physical distribution

	Hamburg/Bremerhaven	Rotterdam
Sluice fee	EUR 80	EUR 36-120
Container return	EUR 180-290/20´	EUR 430-509/20´
	EUR 330-510/40´	EUR 690-840/40´
Drop off	EUR 100-330 cont.	EUR 100-330/cont.
THC in the port	EUR 170	EUR 170
+ the costs for processing the container approx. 100 Euro		

Custom storehouse storage – 0,5 EUR/m2 per day

Loading/Unloading – 0.3 EUR + VAT/ 100 Kg

Tariff costs – apr. 300 EUR

7.10 Physical distribution services address book

	Name	Contact	Phone	Email	Web page
Airlines	ČSA	Mgr. Jitka Novotná	+420220116 220	jitka.novotna@csa.cz	http://www.csanews.cz/cs/news/news_home.htm
Customs Storehouses	Cess	Miroslav Förster	222730000	m.forster@cess.cz	http://www.cess.cz/
	Intercontinental Cargo Services	Miroslav Nipča	272700460	mirek@icstransport.cz	http://www.icstransport.cz/
	SV - Stock	Unknow	312686137	sv-stock@sv-stock.cz	http://www.sv-stock.cz/
Customs Agents	These services are provided by the freight forwarders or custom Storehouses, see the section Surface carriers or Custom storehouses.				
Authorized Banks	Komerční banka	Unknown	800 111 055	mojebanka@kb.cz	http://www.kb.cz/en/com/profile/index.shtml
Insurance Companies	Alianz	Milan Švarc	+420602661000	milansvarc@volny.cz	www.zastupci-allianz.cz/milan.svarc
	Generali	Unknown	800150155	http://www.generali.cz/dominio/portal/genred.nsf/SendInfo?ReadForm	www.generali.cz
Surface Carriers	Maersk Agency sro.	Unknown	+420257182300	czesal@maersk.com	www.maersksealand.com/czechrepublic
	Schenker-BTL	Unknown	+420311711111, 501	marketing@schenker.cz	http://www.schenker.cz/
	Cetrans, a.s.	Jiří Šťastný	420-477107 180	jiri.stastny@cetrans.cz	http://www.cetrans.cz

	AFG Holding	Mgr. Jiří Kráčmar	585 209 011	argotrans@a rgotrans.cz	www.argogro up.cz
	Cechnofracht	Unknown	+420281004 313	obchod.prah a@cechnofrac ht.cz	http://www.ce chnofracht.cz/ /
	NH-Trans	Unknown	+420-596279 411	infoline@nh- trans.cz	http://www.nh -trans.cz/ /
	Danzas	Unknown	+420 800103 000	prginfo@dhl.com	www.danzas.cz
Government Entities Involved in the Process	Czech custom office	Unknown	+420261331111	podatelna@c s.mfcr.cz	http://www.cs .mfcr.cz/ /
Free Zones	FreeZone Ostrava a.s.	Ing.Miroslav Laciok	069/6659536	Unknown	Unknown
Logistic Operators	See Surface Carriers				

Source: See internet pages in the table

7.11 Others

The freight forwarders provide full service; including paperwork, tariffing and storing. They communicate pretty fast, so once given an order they are able to present their offer within 2 days. In this offer, all information and prices are listed. All other information concerning particular cargo can be gained upon request by email.

8. Recommendations to the exporter

Opportunities for Colombian exporters remain, in particular as long as increased attention is given to quality and reliability in deliveries. Effective competition by developing countries requires knowledge of the legal, technical, quality and fashion requirements. In addition, they must make resources available, not only to monitor and understand developments in the target countries, but also to call in test laboratories to ensure that quality requirements are strictly met. In general, it can be said that those companies which are continually adapting new technologies and have the advantage of low production costs, have definite advantages.

As the import of footwear generally, but also industrial footwear in particular, is increasing it would be recommended to start importing to Czech Republic as soon as possible. This trend will be continuing and it will be tougher to penetrate the market, when it gets more and more saturated.

Since the market is already old and relatively overcrowded, a good partner with the knowledge of the Czech market is a essential key to success. Best would be to side with a wholesaler who already has working distribution channels and good insight into the industrial footwear market. Wholesalers listed in this report are willing to cooperate with potential exporters from Colombian, but they need a particular offer. These people can help with developing a marketing strategie for the various kinds of industrial footwear as well.

A general trend visible in the industrial footwear market is mainly price sensitivity, which is relatively high. Followed by a low mobility of the private customers, who rather buy in their direct surrounding than to travel far.

Other advices are to contact big companies, such as factories which buy in bigger amounts are are more concerned about quality than price. Tenders are also a ussefull source of information. All links and contacts can be found in the report .

Annexes

Annex 1: Directive 89/686/EEC (CE-marking)

For the Spanish version we would like to refer you to:

http://europa.eu.int/smartapi/cgi/sga_doc?smartapi!celexapi!prod!CELEXnumdoc&lg=es&numdoc=31989L0686&model=guichett

COUNCIL DIRECTIVE

of 21 December 1989

on the approximation of the laws of the Member States relating to personal protective equipment

(89/686/EEC)

THE COUNCIL OF THE EUROPEAN COMMUNITIES,

Having regard to the Treaty establishing the European Economic Community, and in particular Article 100a thereof,

Having regard to the proposal from the Commission (1),

In cooperation with the European Parliament (2),

Having regard to the opinion of the Economic and Social Committee (3),

Whereas it is necessary to adopt measures with the aim of progressively establishing the internal market over a period expiring on 31 December 1992; whereas the internal market comprises an area without internal frontiers in which the

free movement of goods, persons, services and capital is guaranteed;

Whereas various Member States have, over recent years, adopted provisions covering numerous items of personal protective equipment with a view in particular to safeguarding public health, improving safety at work and ensuring user protection;

Whereas these national provisions are often very detailed as regards the requirements relating to the design, manufacture, quality level, testing and certification of personal protective equipment with a view to the protection of individuals against injury and illness;

Whereas, in particular, the national provisions relating to safety at work make the use of personal protective equipment compulsory; whereas many requirements oblige employers to make appropriate personal protective equipment available to their staff in the absence or inadequacy of priority public protection measures;

Whereas national provisions relating to personal protective equipment differ significantly from one Member State to another; whereas they may thus constitute a barrier to trade with direct consequences for the creation and operation of the common market;

Whereas it is necessary to harmonize these different national provisions in order to ensure the free movement of these

OJ N° C 304, 4. 12. 1989, p. 29.

products, without in any way reducing the valid levels of protection already required in the Member States, and to provide for any necessary increase therein;

Whereas the provisions governing the design and manufacture of personal protective equipment laid down in this Directive which are fundamental, in particular, to attempts to ensure a safer working environment are without prejudice to provisions relating to the use of such equipment and the organization of the health and safety of workers at the workplace;

Whereas this Directive defines only the basic requirements to be satisfied by personal protective equipment; whereas, in order to facilitate proof of conformity with those basic requirements, it is essential that harmonized European standards be available relating, in particular, to the design and manufacture of, and the specifications and test methods applicable to, personal protective equipment, since compliance therewith confers on these products a presumption of conformity with the abovementioned basic requirements; whereas such harmonized European standards are drawn up by private bodies and must retain the status of non-mandatory texts; whereas, to this end, the European Committee for Standardization (CEN) and the European Committee for Electrotechnical Standardization (Cenelec) are the competent bodies which have been authorized to adopt harmonized standards in accordance with the general guidelines governing cooperation between the Commission and those two institutions ratified on 13 November 1984; whereas, for the purposes of this Directive, a harmonized standard is a text containing technical specifications (a European standard or a harmonization document) which has been adopted by one or both of the abovementioned bodies at the instigation of the Commission in accordance with Council Directive 83/189/EEC of 28 March 1983 laying down a procedure for the provision of information in the field of technical standards and regulations (4), as amended by Directive 88/182/EEC (5), and pursuant to the abovementioned general guidelines;

Whereas, pending the adoption of harmonized standards, which will be very numerous because of the broad scope of application and the preparation of which within the deadline set for the creation of the internal market will involve a great deal of work, it would be advisable to maintain, on a transitional basis and subject to the requirements of the Treaty, the status quo as regards conformity with existing national standards for personal protective equipment not covered by a harmonized standard at the date of adoption of this Directive;

Whereas, given the general and horizontal nature of the role played by the Standing Committee set up pursuant to Article 5 of Directive 83/189/EEC in Community standardization policy and, more particularly, its part in the preparation of standardization applications and the operation of the existing European standardization agreements, this Standing Committee is especially suited to the task of assisting the Commission in monitoring the conformity of harmonized standards throughout the Community;

Whereas compliance with these technical requirements must be monitored in order to ensure adequate user

and third-party protection; whereas existing monitoring procedures may differ appreciably from one Member State to another; whereas, in order to avoid numerous checks which merely impede the free movement of personal protective equipment, provision should be made for the mutual recognition of inspections conducted by the Member States; whereas, in order to facilitate such recognition, it is necessary, in particular, to lay down harmonized Community procedures and to harmonize the criteria to be taken into account in selecting the bodies responsible for examination, monitoring and verification;

Whereas the legislative framework should be improved so that both sides of industry will make an effective and appropriate contribution to the process of standardization,

HAS ADOPTED THIS DIRECTIVE:

CHAPTER I

SCOPE, PLACING ON THE MARKET AND FREE
MOVEMENT

Article 1

1. This Directive applies to personal protective equipment, hereinafter referred to as 'PPE'.

It lays down the conditions governing its placing on the market and free movement within the Community and the basic safety requirements which PPE must satisfy in order to ensure the health protection and safety of users.

2. For the purposes of this Directive, PPE shall mean any device or appliance designed to be worn or held by an individual for protection against one or more health and safety hazards.

PPE shall also cover:

(a) a unit constituted by several devices or appliances which have been integrally combined by the manufacturer for the protection of an individual against one or more potentially simultaneous risks;

(b) a protective device or appliance combined, separably or inseparably, with personal non-protective equipment

worn or held by an individual for the execution of a specific activity;

(c) interchangeable PPE components which are essential to its satisfactory functioning and used exclusively for such equipment.

3. Any system placed on the market in conjunction with PPE for its connection to another external, additional device shall be regarded as an integral part of that equipment even if the system is not intended to be worn or held permanently by the user for the entire period of risk exposure.

4. This Directive does not apply to:

- PPE covered by another directive designed to achieve the same objectives as this Directive with regard to placing on the market, free movement of goods and safety,

- the PPE classes specified in the list of excluded products in Annex I, independently of the reason for exclusion mentioned in the first indent.

Article 2

1. Member States shall take all appropriate measures to ensure that the PPE referred to in Article 1 may be placed on the market and brought into service only if it preserves the health and ensures the safety of users without prejudice to the health or safety of other individuals, domestic animals or goods, when properly maintained and used for its intended purpose.

2. This Directive shall be without prejudice to the right of Member States to lay down - in conformity with the Treaty - any requirements which they consider necessary to ensure user protection, provided that this does not

give rise to modifications to PPE which could result in its non-conformity with the provisions of this Directive.

3. Member States shall not prevent the presentation at trade fairs, exhibitions and the like of PPE which is not in conformity with the provisions of this Directive, provided that an appropriate notice is displayed drawing attention to this fact and the prohibition on its acquisition and/or use for any purpose whatsoever until it has been brought into conformity by the manufacturer or his representative established in the Community.

Article 3

The PPE referred to in Article 1 must satisfy the basic health and safety requirements laid down in Annex II.

Article 4

1. Member States shall not prohibit, restrict or hinder the placing on the market of PPE or PPE components which

satisfy the provisions of this Directive and which bear the EC mark.

2. Member States shall not prohibit, restrict or impede the placing on the market of PPE components which do not bear the EC mark, and which are intended to be incorporated in PPE, provided that they are not essential to its satisfactory functioning.

Article 5

1. Member States shall regard as in conformity with the basic requirements referred to in Article 3 the PPE referred to in Article 8 (3) bearing the EC mark with respect to which the manufacturer is able to produce, on demand, the declaration of conformity referred to in Article 12.

2. Member States shall presume that the PPE referred to in Article 8 (2) satisfies the basic requirements referred to in Article 3 if it bears the EC mark with respect to which the manufacturer is able to produce, on demand, not only the declaration referred to in Article 12 but also the certificate issued by the body of which notification has been given in accordance with Article 9 attesting to their conformity to the relevant national standards, transposing the harmonized standards, assessed at the EC type examination level

in accordance with the first indent of Article 10 (4) (a)

and (b).

Where a manufacturer has not applied or has only partly applied the harmonized standards or where there are no such standards the certificate

issued by the body of which notification has been given must state the conformity to the basic requirements in accordance with the second indent of Article 10 (4) (a) and (b).

3. The PPE referred to in Article 8 (2) for which harmonized standards are not available may continue on a transitional basis, until 31 December 1992 at the latest, to be subject to national arrangements already in force on the date of adoption of this Directive, provided that such arrangements are compatible with the provisions of the Treaty.

4. The Commission shall publish the references of the harmonized standards in the Official Journal of the European Communities.

Member States shall publish the references of the national standards transposing the harmonized standards.

5. Member States shall ensure that by 30 June 1991 appropriate steps are taken to enable both sides of industry to have an influence at national level on the process of formulating the harmonized standards and keeping them under review.

Article 6

1. Should a Member State or the Commission consider that the harmonized standards referred to in Article 5 do not

completely satisfy the relevant basic requirements referred to in Article 3, the Commission or the Member State concerned shall refer the matter to the committee created pursuant to Directive 83/189/EEC (1), setting out its reasons. The committee shall deliver an opinion without delay.

In the light of the committee's opinion, the Commission shall notify Member States of whether or not it is necessary to withdraw the standards concerned from publications made pursuant to Article 5.

2. The Standing Committee set up by Article 6 (2) of Directive 89/392/EEC (2) may be appraised, in accordance with the procedure described below, of any matter to which the implementation and practical application of this Directive give rise.

The representative of the Commission shall submit to the committee a draft of the measures to be taken. The committee shall deliver its opinion on the draft, within a time limit which the chairman may lay down according to the urgency of the matter, if necessary by taking a vote.

The opinion shall be recorded in the minutes; in addition, each Member State shall have the right to ask to have its position recorded in the minutes.

The Commission shall take the utmost account of the opinion delivered by the committee. It shall inform the committee of the manner in which its opinion has been taken into account.

Article 7

1. If a Member State discovers that PPE bearing the EC mark and used in accordance with its intended purpose could compromise the safety of individuals, domestic animals or property, it shall take all necessary measures to remove that equipment from the market and prohibit the marketing or free movement thereof.

The Member State concerned shall immediately inform the Commission of such action, indicating the reasons for its decision and, in particular, stating whether non-conformity is due to:

- (a) failure to comply with the basic requirements referred to in Article 3;
- (b) the unsatisfactory application of the standards referred to in Article 5;
- (c) a shortcoming in the standards referred to in Article 5.

2. The Commission shall initiate discussions with the parties concerned as soon as possible. If, after such consultation, the Commission decides that the action taken

was justified, it shall immediately inform the Member State concerned and all the other Member States to that effect. If, after such consultation, the Commission decides that the action taken was not justified, it shall immediately inform the Member State concerned and the manufacturer or his authorized representative established in the Community to that effect. If the decision referred to in paragraph 1 is in response to a shortcoming in the standards, the Commission shall refer the matter to the Committee referred to in

Article 6 (1) if the Member State concerned intends to adhere to its decision and shall initiate the procedure referred to in Article 6 (2).

3. If PPE which is not in conformity with the relevant requirements bears the EC mark, the Member State concerned shall take the appropriate measures with regard to those responsible for affixing the mark and shall inform the Commission and the other Member States accordingly.

4. The Commission shall ensure that the Member States are kept informed of the progress and results of the procedure provided for in this Article.

CHAPTER II

CERTIFICATION PROCEDURES

Article 8

1. Before placing a PPE model on the market, the manufacturer or his authorized representative established in the Community shall assemble the technical documentation referred to in Annex III so that this can, if necessary, be submitted to the competent authorities.

2. Prior to the series production of PPE other than those referred to in paragraph 3, the manufacturer or his authorized representative established in the Community shall submit a model for EC type-examination as referred to in Article 10.

3. EC type-examination shall not be required in the case of PPE models of simple design where the designer assumes the user can himself assess the level of protection provided against the minimal risks concerned the effects of which, when they are gradual, can be safely identified by the user in good time.

This category shall cover exclusively PPE intended to protect the wearer against:

- mechanical action whose effects are superficial (gardening gloves, thimbles, etc.),
- cleaning materials of weak action and easily reversible effects (gloves affording protection against diluted detergent solutions, etc.),
- risks encountered in the handling of hot components which do not expose the user to a temperature exceeding 50 gC or to dangerous impacts (gloves, aprons for professional use, etc.),
- atmospheric agents of a neither exceptional nor extreme nature (headgear, seasonal clothing, footwear, etc.),
- minor impacts and vibrations which do not affect vital areas of the body and whose effects cannot cause irreversible lesions (light anti-scalping helmets, gloves, light footwear, etc.),
- sunlight (sunglasses).

4. Production of PPE shall be subject:

(a) according to the manufacturer's choice, to one of the two procedures referred to in Article 11 in the case of PPE of complex design intended to protect against mortal danger or against dangers that may seriously and

irreversibly harm the health, the immediate effects of which the designer assumes the user cannot identify in sufficient time. This category shall cover exclusively:

- filtering respiratory devices for protection against solid and liquid aerosols or irritant, dangerous, toxic or radiotoxic gases,
- respiratory protection devices providing full insulation from the atmosphere, including those for use in diving,
- PPE providing only limited protection against chemical attack or against ionizing radiation,
- emergency equipment for use in high-temperature environments the effects of which are comparable to those of an air temperature of 100 gC or more and which may or may not be characterized by the presence of infra-red radiation, flames or the projection of large amounts of molten material,
- emergency equipment for use in low-temperature environments the effects of which are comparable to those of an air temperature of 50 gC or less,
- PPE to protect against falls from a height,
- PPE against electrical risks and dangerous voltages or that used as insulation in high-tension work,
- motor cycle helmets and visors;

(b) the EC declaration of conformity referred to in

Article 12 for all PPE.

Article 9

1. Each Member State shall inform the Commission and the other Member States of the approved bodies responsible for the execution of the certification procedures referred to in Article 8. For information purposes, the Commission shall publish in the Official Journal of the European Communities and keep up to date a list giving the names of these bodies and the distinguishing numbers it has assigned to them.

2. Member States shall apply the criteria laid down in Annex V in assessing the bodies to be indicated in such notification. Bodies meeting the assessment criteria laid down in the relevant harmonized standards shall be presumed to fulfil those criteria.

3. A Member State shall withdraw its approval from such a body if it establishes that the latter no longer satisfies the criteria referred to in

Annex V. It shall inform the Commission and the other Member States of its action forthwith.

EC TYPE-EXAMINATION

Article 10

1. EC type-examination is the procedure whereby the approved inspection body establishes and certifies that the PPE model in question satisfies the relevant provisions of this Directive.

2. Application for EC type-examination shall be made by the manufacturer or his authorized representative to a single approved inspection body in respect of the model in question. The authorized representative shall be established in the Community.

3. The application shall comprise:

- the name and address of the manufacturer or his authorized representative and of the PPE production plant in question,
- the manufacturer's technical file referred to in

Annex III.

It shall be accompanied by the appropriate number of specimens of the model to be approved.

4. The inspection body of which notification has been given shall conduct the EC type-examination in accordance with the undermentioned procedures:

(a) Examination of the manufacturer's technical file

- It shall examine the manufacturer's technical file to establish its suitability with respect to the harmonized standards referred to in Article 5.
- Where a manufacturer has not applied, or has only partly applied, the harmonized standards or where there are no such standards, the body of which notification has been given must check the suitability of the technical specifications used by the manufacturer with respect to the basic requirements before examining the manufacturer's technical file to establish its suitability with respect to these technical specifications.

(b) Examination of the model

- When examining the model, the inspection body shall verify that it has been produced in accordance with the manufacturer's technical file and can be used in complete safety for its intended purpose.

- It shall conduct the necessary examinations and tests to establish the conformity of the model with the harmonized standards.

- Where a manufacturer has not applied or has only partly applied the harmonized standards or where there are no such standards the body of which notification has been given shall conduct the necessary examinations and tests to establish the conformity of the model with the technical specifications used by the manufacturer, subject to their being suitable with respect to these basic requirements.

5. If the model satisfies the relevant provisions, the inspection body shall draw up an EC type-examination certificate and shall notify the applicant to this effect. This certificate shall reproduce the findings of the examination, indicate any conditions attaching to its issue and incorporate the descriptions and drawings necessary for the identification of the approved model.

The Commission, the other approved inspection bodies and the other Member States may obtain a copy of the certificate and, in response to a reasoned request, a copy of the manufacturer's technical file and the reports of the examinations and tests conducted.

The file shall be held at the disposal of the competent authorities for 10 years following the placing of the PPE on the market.

6. Any inspection body which refuses to issue an EC type-examination certificate shall inform the other approved inspection bodies of this fact. An inspection body withdrawing an EC type-examination certificate shall inform the Member State which approved it, to this effect. That Member State shall then inform the other Member States and the Commission, setting out the reasons for the decision.

CHECKING OF PPE MANUFACTURED

Article 11

A. 'EC' quality control system for the final product

1. A manufacturer shall take all steps necessary to ensure that the manufacturing process, including the final inspection of PPE and tests, ensures the homogeneity of production and the conformity of PPE with the type described in the EC type-approval certificate and with the relevant basic requirements of this Directive.

2. A body of which notification has been given, chosen by a manufacturer, shall carry out the necessary checks. Those checks shall be carried out at random, normally at intervals of at least one year.

3. An adequate sample of PPE taken by the body of which notification has been given shall be examined and appropriate tests defined in the harmonized standards or necessary to show conformity to the basic requirements of this Directive shall be carried out to check the conformity of PPE.

4. Where a body is not the body that issued the relevant EC type-approval certificate it shall contact the body of which notification has been given in the event of difficulties in connection with the assessment of the conformity of samples.

5. The body of which notification has been given shall provide the manufacturer with a test report. If the report concludes that production is not homogeneous or that the PPE examined do not conform to the type described in the EC

type-approval certificate or the relevant basic requirements, the body shall take measures appropriate to the nature of the fault or faults recorded and inform the Member State which gave notification thereof accordingly.

6. The manufacturer must be able to present, on request, the report of the body of which notification has been given.

B. System for ensuring EC quality of production by means of monitoring

1. The system

(a) Under this procedure the manufacturer submits an application for the approval of his quality-control system to a body of which notification has been given, of his choice.

That application shall include:

- all the information relating to the category of PPE concerned, including, where appropriate, documentation relating to the model approved,
- documentation on the quality-control system,
- the undertaking to maintain the obligations arising from the quality-control system and to maintain its adequacy and efficiency.

(b) Under the quality-control system, each PPE shall be examined and the appropriate tests referred to in Section A paragraph 3 shall be carried out to check their conformity to the relevant basic requirements of this Directive.

The documentation on the quality-control system shall in particular include an adequate description of:

- the quality objectives, the organization chart, the responsibilities of executives and their powers in respect of product quality,
- the checks and tests which must be carried out after manufacture,
- the means to be employed to check the efficient operation of the quality-control system.

(c) The body shall assess the quality-control system to determine whether it satisfies the provisions referred to in paragraph 1 (b). It shall assume that quality-control systems applying the relevant harmonized standard satisfy those provisions.

The body carrying out audits shall make all necessary objective evaluations of the components of the quality-control system and shall check in particular whether the system ensures conformity of PPE manufactured with the approved model.

The decision shall be communicated to the manufacturer. It shall include the conclusions of the check and the reasoned assessment decision.

(d) The manufacturer shall inform the body which approved the quality-control system of any plan to alter the quality-control system.

The body shall examine the proposed changes and decide whether the altered quality-control system satisfies the relevant provisions. It shall communicate its decision to the manufacturer. The communication shall include the conclusions of the check and the reasoned assessment decision.

2. Supervision

(a) The purpose of supervision is to ensure that a manufacturer correctly fulfils the obligations arising from the approved quality-control system.

(b) The manufacturer shall authorize the body to have access, for purposes of inspection, to PPE inspection, testing and storage sites and shall provide the body with all requisite information, in particular:

- documentation on the quality-control system,
- technical documentation,
- quality control manuals.

(c) The body shall periodically carry out audits to ensure that the manufacturer is maintaining and applying the approved quality-control system and shall provide the manufacturer with a copy of the audit report.

(d) In addition, the body may make unannounced visits to the manufacturer. In the course of such visits the body shall provide the

manufacturer with a report of the visit and, if appropriate, with an audit report.

(e) The manufacturer must be able to present, on request, the report of the body of which notification has been given.

EC DECLARATION OF PRODUCTION CONFORMITY

Article 12

The EC declaration of conformity is the procedure whereby the manufacturer:

1. draws up a declaration using the form laid down in Annex VI certifying that the PPE placed on the market are in conformity with the provisions of this Directive with a view to its submission to the competent authorities;
2. affixes the EC mark of conformity provided for by Article 13 to each PPE.

CHAPTER III

EC MARK

Article 13

1. The EC mark consists of the letters 'CE' followed by the last two figures of the year in which the mark was affixed

and, in the event of the involvement of a notified body having carried out an EC examination of the type referred to in Article 10, its distinguishing number shall be added.

The form of the mark to be used is shown in Annex IV.

2. The EC mark shall be affixed to each production PPE and its packaging so as to be visible, legible and indelible throughout the foreseeable useful life of that PPE.
3. Marks or inscriptions which could be confused with the EC mark may not be affixed to PPE.

CHAPTER IV

FINAL PROVISIONS

Article 14

Any decision taken in implementation of this Directive and leading to restrictions on the marketing of PPE shall be accompanied by a detailed explanation of the grounds on which it is based. The interested party shall

be notified of the decision without delay and informed of the possibilities for appeal under the legislation in force in the Member State concerned and of the deadlines for lodging such appeals.

Article 15

The Commission shall take the necessary steps to ensure that data concerning all the relevant decisions in connection with the management of this Directive are made available.

Article 16

1. By 31 December 1991, Member States shall adopt and publish the laws, regulations and administrative provisions necessary to comply with this Directive. They shall forthwith inform the Commission thereof.

They shall apply those provisions from 1 July 1992.

2. Member States shall communicate to the Commission the texts of the provisions of national law which they adopt in the field governed by this Directive.

Article 17

This Directive is addressed to the Member States.

Done at Brussels, 21 December 1989.

For the Council

The President

E. CRESSON

(1) OJ N° C 141, 30. 5. 1988, p. 14.

(2) OJ N° C 12, 16. 1. 1989, p. 109,

(3) OJ N° C 337, 31. 12. 1988, p. 37.

(4) OJ N° L 109, 26. 4. 1983, p. 8.

(5) OJ N° L 81, 26. 3. 1988, p. 75.

(1) OJ N° L 109, 26. 4. 1983, p. 8.

(2) OJ N° L 183, 29. 6. 1989, p. 9.

ANNEX I

EXHAUSTIVE LIST OF PPE CLASSES NOT COVERED BY THIS
DIRECTIVE

1. PPE designed and manufactured specifically for use by the armed forces or in the maintenance of law and order (helmets, shields, etc.).
2. PPE for self-defence (aerosol canisters, personal deterrent weapons, etc.).
3. PPE designed and manufactured for private use against:
 - adverse atmospheric conditions (headgear, seasonal clothing, footwear, umbrellas, etc.),
 - damp and water (dish-washing gloves, etc.),
 - heat (gloves etc.).
4. PPE intended for the protection or rescue of persons on vessels or aircraft, not worn all the time.

ANNEX II

BASIC HEALTH AND SAFETY REQUIREMENTS

1.

GENERAL REQUIREMENTS APPLICABLE TO ALL PPE

PPE must provide adequate protection against all risks encountered.

1.1.

Design principles

1.1.1.

Ergonomics

PPE must be so designed and manufactured that in the foreseeable conditions of use for which it is intended the user can perform the risk-related activity normally whilst enjoying appropriate protection of the highest possible level.

1.1.2.

Levels and classes of protection

1.1.2.1.

Highest level of protection possible

The optimum level of protection to be taken into account in the design is that beyond which the constraints imposed by the wearing of the PPE

would prevent its effective use during the period of exposure to the risk or normal performance of the activity.

1.1.2.2.

Classes of protection appropriate to different levels of risk

Where differing foreseeable conditions of use are such that several levels of the same risk can be distinguished, appropriate classes of protection must be taken into account in the design of the PPE.

1.2.

Innocuousness of PPE

1.2.1.

Absence of risks and other 'inherent' nuisance factors

PPE must be so designed and manufactured as to preclude risks and other nuisance factors under foreseeable conditions of use.

1.2.1.1.

Suitable constituent materials

PPE materials and parts, including any of their decomposition products, must not adversely affect user hygiene or health.

1.2.1.1.

Satisfactory surface condition of all PPE parts in contact with the user

Any PPE part in contact or in potential contact with the user when such equipment is worn must be free of roughness, sharp edges, projections and the like which could cause excessive irritation or injuries.

1.2.1.3.

Maximum permissible user impediment

Any impediment caused by PPE to movements to be made, postures to be adopted and sensory perception must be minimized; nor must PPE cause movements which endanger the user or other persons.

1.3.

Comfort and efficiency

1.3.1.

Adaptation of PPE to user morphology

PPE must be so designed and manufactured as to facilitate correct positioning on the user and to remain in place for the foreseeable period of use, bearing in mind ambient factors, movements to be made and postures to be adopted. For this purpose, it must be possible to optimize PPE adaptation to user morphology by all appropriate means, such as adequate adjustment and attachment systems or the provision of an adequate size range.

1.3.2.

Lightness and design strength

PPE must be as light as possible without prejudicing design strength and efficiency.

Apart from the specific additional requirements which they must satisfy in order to provide adequate protection against the risks in question (see 3), PPE must be capable of withstanding the effects of ambient phenomena inherent under the foreseeable conditions of use.

1.3.3.

Compatibility of different classes or types of PPE designed for simultaneous use

If the same manufacturer markets several PPE models of different classes or types in order to ensure the simultaneous protection of adjacent parts of the body against combined risks, these must be compatible.

1.4.

Information supplied by the manufacturer

In addition to the name and address of the manufacturer and/or his authorized representative established in the Community, the notes that must be drawn up by the former and supplied when PPE is placed on the market must contain all relevant information on:

(a) storage, use, cleaning, maintenance, servicing and disinfection. Cleaning, maintenance or disinfectant products recommended by manufacturers must have no adverse effect on PPE or users when applied in accordance with the relevant instructions;

(b)

performance as recorded during technical tests to check the levels or classes of protection provided by the PPE in question;

(c)

suitable PPE accessories and the characteristics of appropriate spare parts;

(d)

the classes of protection appropriate to different levels of risk and the corresponding limits of use;

(e)

the obsolescence deadline or period of obsolescence of PPE or certain of its components;

(f)

the type of packaging suitable for transport;

(g)

the significance of any markings (see 2.12).

These notes, which must be precise and comprehensible, must be provided at least in the official language(s) of the Member State of destination.

2.

ADDITIONAL REQUIREMENTS COMMON TO SEVERAL CLASSES OR TYPES OF PPE

2.1.

PPE incorporating adjustment systems

If PPE incorporates adjustment systems, the latter must be so designed and manufactured as not to become incorrectly adjusted without the user's knowledge under the foreseeable conditions of use.

2.2.

PPE 'enclosing' the parts of the body to be protected

As far as possible, PPE 'enclosing' the parts of the body to be protected must be sufficiently ventilated to limit perspiration resulting from use; if this is not the case, it must if possible be equipped with devices which absorb perspiration.

2.3.

PPE for the face, eyes and respiratory tracts

Any restriction of the user's field of vision or sight by PPE for the face, eyes or respiratory tract must be minimized.

The degree of optical neutrality of the vision systems of these PPE classes must be compatible with the type of relatively meticulous and/or prolonged activities of the user.

If necessary, they must be treated or provided with facilities to prevent moisture formation.

PPE models intended for users requiring sight correction must be compatible with the wearing of spectacles or contact lenses.

2.4.

PPE subject to ageing

If it is known that the design performances of new PPE may be significantly affected by ageing, the date of manufacture and/or, if possible, the date of obsolescence, must be indelibly inscribed on every PPE item or interchangeable component placed on the market in such a way as to preclude any misinterpretation; this information must also be indelibly inscribed on the packaging.

If a manufacturer is unable to give an undertaking with regard to the useful life of PPE, his notes must provide all the information necessary to enable the purchaser or user to establish a reasonable obsolescence date, bearing in mind the quality level of the model and the effective conditions of storage, use, cleaning, servicing and maintenance.

Where appreciable and rapid deterioration in PPE performance is likely to be caused by ageing resulting from the periodic use of a cleaning process recommended by the manufacturer, the latter must, if possible, affix a mark to each item of PPE placed on the market indicating the maximum number of cleaning operations that may be carried out before the equipment needs to be inspected or discarded; failing that, the manufacturer must give this information in his notes.

2.5.

PPE which may be caught up during use

Where the foreseeable conditions of use include in particular the risk of the PPE being caught up by a moving object thereby creating a danger for the user, the PPE must possess an appropriate resistance threshold above which a constituent part will break and eliminate the danger.

2.6.

PPE for use in explosive atmospheres

PPE intended for use in explosive atmospheres must be so designed and manufactured that it cannot be the source of an electric, electrostatic or impact-induced arc or spark likely to cause an explosive mixture to ignite.

2.7.

PPE intended for emergency use or rapid installation and/or removal

These PPE classes must be so designed and manufactured as to minimize the time required for attachment and (or) removal.

Any integral systems permitting correct positioning on, or removal from, the user must be susceptible of rapid and easy operation.

2.8.

PPE for use in very dangerous situations

The information notes supplied by the manufacturer together with PPE for use in the very dangerous situations referred to in Article 8 (4) (a) must include, in particular, data intended for the exclusive use of competent trained individuals who are qualified to interpret them and ensure their application by the user.

They must also describe the procedure to be adopted in order to verify that PPE is correctly adjusted and functional when worn by the user.

If PPE incorporates an alarm which is activated in the absence of the level of protection normally provided, this must be so designed and accommodated as to be perceived by the user in the conditions of use for which the PPE is marketed.

2.9.

PPE incorporating components which can be adjusted or removed by the user

Any PPE components which can be adjusted or removed by the user for the purpose of replacement must be so designed and manufactured as to facilitate adjustment, attachment and removal without tools.

2.10.

PPE for connection to another, external complementary device

If PPE incorporates a system permitting connection to another, complementary, device, the attachment mechanism must be so designed and manufactured as to enable it to be mounted only on appropriate equipment.

2.11.

PPE incorporating a fluid circulation system

If PPE incorporates a fluid circulation system, the latter must be so chosen, or designed, and incorporated as to permit adequate fluid renewal in the vicinity of the entire part of the body to be protected, irrespective of user gestures, posture or movement under the foreseeable conditions of use.

2.12.

PPE bearing one or more identification or recognition marks directly or indirectly relating to health and safety

The identification or recognition marks directly or indirectly relating to health and safety affixed to these types or classes of PPE must preferably take the form of harmonized pictograms or ideograms and must remain perfectly legible throughout the foreseeable useful life of the PPE. In addition, these marks must be complete, precise and comprehensible so as to prevent any misinterpretation; in particular, when such marks incorporate words or sentences, the latter must appear in the official language(s) of the Member State where the equipment is to be used.

If PPE (or a PPE component) is too small to allow all or part of the necessary marking to be affixed, the relevant information must be mentioned on the packing and in the manufacturer's notes.

2.13.

PPE in the form of clothing capable of signalling the user's presence visually

PPE in the form of clothing intended for foreseeable conditions of use in which the user's presence must be visibly and individually signalled must have one (or more) judiciously positioned means of or devices for emitting direct or reflected visible radiation of appropriate luminous intensity and photometric and colorimetric properties.

2.14.

'Multi-risk' PPE

All PPE designed to protect the user against several potentially simultaneous risks must be so designed and manufactured as to satisfy, in particular, the basic requirements specific to each of those risks

(see 3).

3.

ADDITIONAL REQUIREMENTS SPECIFIC TO PARTICULAR RISKS

3.1.

Protection against mechanical impact

3.1.1.

Impact caused by falling or projecting objects and collision of parts of the body with an obstacle

Suitable PPE for this type of risk must be sufficiently shock-absorbent to prevent injury resulting, in particular, from the crushing or penetration of the protected part, at least up to an impact-energy level above which the excessive dimensions or mass of the absorbing device would preclude effective use of the PPE for the foreseeable period of wear.

3.1.2.

Falls

3.1.2.1.

Prevention of falls due to slipping

The outsoles for footwear designed to prevent slipping must be so designed, manufactured or equipped with added elements as to ensure satisfactory adhesion by grip and friction having regard to the nature or state of the surface.

3.1.2.2.

Prevention of falls from a height

PPE designed to prevent falls from a height or their effects must incorporate a body harness and an attachment system which can be connected to a reliable anchorage point. It must be designed so that under the foreseeable conditions of use the vertical drop of the user is minimized to prevent collision with obstacles and the braking force does not, however, attain the threshold value at which physical injury or the tearing or rupture of any PPE component which might cause the user to fall can be expected to occur.

It must also ensure that after braking the user is maintained in a correct position in which he may await help if necessary.

The manufacturer's notes must specify in particular all relevant information relating to:

- the characteristics required for the reliable anchorage point and the necessary minimum clearance below the user,
- the proper way of putting on the body harness and of connecting the attachment system to the reliable anchorage point.

3.1.3.

Mechanical vibration

PPE designed to prevent the effects of mechanical vibrations must be capable of ensuring adequate attenuation of harmful vibration components for the part of the body at risk.

Under no circumstances must the effective value of the accelerations transmitted to the user by those vibrations exceed the limit values recommended in the light of the maximum foreseeable daily exposure of the part of the body at risk.

3.2.

Protection against (static) compression of part of the body

PPE designed to protect part of the body against (static) compressive stress must be sufficiently capable of attenuating its effects to prevent serious injury or chronic complaints.

3.3.

Protection against physical injury (abrasion, perforation, cuts, bites)

PPE constituent materials and other components designed to protect all or part of the body against superficial injury caused by machinery, such as abrasion, perforation, cuts or bites, must be so chosen or designed and incorporated as to ensure that these PPE classes provide sufficient resistance to abrasion, perforation and gashing (see also 3.1) under the foreseeable conditions of use.

3.4.

Prevention of drowning (lifejackets, armbands and lifesaving suits)

PPE designed to prevent drowning must be capable of returning to the surface as quickly as possible, without danger to his health, a user who may be exhausted or unconscious after falling into a liquid medium, and of keeping him afloat in a position which permits breathing while awaiting help.

PPE may be wholly or partially inherently buoyant or may be inflated either by gas which can be manually or automatically released or orally.

Under the foreseeable conditions of use:

- PPE must, without prejudice to its satisfactory operation, be capable of withstanding the effects of impact with the liquid medium and the environmental factors inherent in that medium,
- inflatable PPE must be capable of inflating rapidly and fully.

Where particular foreseeable conditions of use so require, certain types of PPE must also satisfy one or more of the following additional requirements:

- it must have all the inflation devices referred to in the second subparagraph, and/or a light or sound-signalling device,
- it must have a device for hitching and attaching the body so that the user may be lifted out of the liquid medium,
- it must be suitable for prolonged use throughout the period of activity exposing the user, possibly dressed, to the risk of falling into the liquid medium or requiring his immersion in it.

3.4.1.

Buoyancy aids

Clothing which will ensure an effective degree of buoyancy, depending on its foreseeable use, which is safe when worn and which affords positive support in water. In foreseeable conditions of use, this PPE must not restrict the user's freedom of movement but must enable him, in particular, to swim or take action to escape from danger or rescue other persons.

3.5.

Protection against the harmful effects of noise

PPE designed to prevent the harmful effects of noise must be capable of attenuating the latter to such an extent that the equivalent sound levels perceived by the user do not under any circumstances exceed the daily limit values laid down by Council Directive 86/188/EEC of 12 May 1986 on the protection of workers from the risks related to exposure to noise at work (;).

All PPE must bear labelling indicating the noise attenuation level and the value of the comfort index provided by the PPE; should this not be possible, the labelling must be fixed to the packaging.

3.6.

Protection against heat and/or fire

PPE designed to protect all or part of the body against the effects of heat and/or fire must possess thermal insulation capacity and mechanical strength appropriate to foreseeable conditions of use.

3.6.1.

PPE constituent materials and other components

Constituent materials and other components suitable for protection against radiant and convective heat must possess an appropriate coefficient of transmission of incident heat flux and be sufficiently incombustible to preclude any risk of spontaneous ignition under the foreseeable conditions of use.

Where the outside of these materials and components must be reflective, its reflective power must be appropriate to the intensity of the heat flux due to radiation in the infra-red range.

Materials and other components of equipment intended for brief use in high-temperature environments and of PPE which may be splashed by hot products such as large quantities of molten material must also possess sufficient thermal capacity to retain most of the stored heat until after the user has left the danger area and removed his PPE.

PPE materials and other components which may be splashed by large amounts of hot products must also possess sufficient mechanical-impact absorbency (see 3.1).

PPE materials and other components which may accidentally come into contact with flame and those used in the manufacture of fire-fighting equipment must also possess a degree of non-flammability corresponding to the risk class associated with the foreseeable conditions of use. They must not melt when exposed to flames nor contribute to flame propagation.

3.6.2.

Complete PPE ready for use

Under the foreseeable conditions of use:

1. the quantity of heat transmitted by PPE to the user must be sufficiently low to prevent the heat accumulated during wear in the part of the body at risk from attaining, under any circumstances, the pain or health impairment threshold;
2. PPE must if necessary prevent liquid or steam penetration and must not cause burns resulting from contact between its protective integument and the user.

If PPE incorporates refrigeration devices for the absorption of incident heat by means of liquid evaporation or solid sublimation, their design must be such that any volatile substances released are discharged beyond the outer protective integument and not towards the user.

If PPE incorporates a breathing device, the latter must adequately fulfil the protective function assigned to it under the foreseeable conditions of use.

The manufacturer's notes accompanying each PPE model intended for brief use in high-temperature environments must in particular provide all relevant data for the determination of the maximum permissible user exposure to the heat transmitted by the equipment when used in accordance with its intended purpose.

3.7.

Protection against cold

PPE designed to protect all or part of the body against the effects of cold must possess thermal insulating capacity and mechanical strength appropriate to the foreseeable conditions of use for which it is marketed.

(;) OJ N° L 137, 24. 5. 1986, p. 28.

3.7.1.

PPE constituent materials and other components

Constituent materials and other components suitable for protection against cold must possess a coefficient of transmission of incident thermal flux as low as required under the foreseeable conditions of use. Flexible materials and other components of PPE intended for use in a low-temperature environment must retain the degree of flexibility required for the necessary gestures and postures.

PPE materials and other components which may be splashed by large amounts of cold products must also possess sufficient mechanical-impact absorbency (see 3.1).

3.7.2.

Complete PPE ready for use

Under the foreseeable conditions of use:

1. the flux transmitted by PPE to the user must be sufficiently low to prevent the cold accumulated during wear at any point on the part of the body being protected, including the tips of fingers and toes in the case of hands or feet, from attaining, under any circumstances, the pain or health-impairment threshold;

2. PPE must as far as possible prevent the penetration of such liquids as rain water and must not cause injuries resulting from contact between its cold protective integument and the user.

If PPE incorporates a breathing device, this must adequately fulfil the protective function assigned to it under the foreseeable conditions of use.

The manufacturer's notes accompanying each PPE model intended for brief use in low-temperature environments must provide all relevant data concerning the maximum permissible user exposure to the cold transmitted by the equipment.

3.8.

Protection against electric shock

PPE designed to protect all or part of the body against the effects of electric current must be sufficiently insulated against the voltages to which the user is likely to be exposed under the most unfavourable foreseeable conditions.

To this end, the constituent materials and other components of these PPE classes must be so chosen or designed and incorporated as to ensure that the leakage current measured through the protective integument under test conditions at voltages correlated with those likely to be encountered in situ is minimized and, at all events, below a maximum conventional permissible value which correlates with the tolerance threshold.

Together with their packaging, PPE types intended exclusively for use during work or activities in electrical installations which are or may be under tension must bear markings indicating, in particular, their protection class and (or) corresponding operating voltage, their serial number and their date of manufacture; a space must also be provided outside the protective integument of such PPE for the subsequent inscription of the date of entry into service and those of the periodic tests or inspections to be conducted.

The manufacturer's notes must indicate, in particular, the exclusive use for which these PPE types are intended and the nature and frequency of the dielectric tests to which they are to be subjected during their useful life.

3.9.

Radiation protection

3.9.1.

Non-ionizing radiation

PPE designed to prevent acute or chronic eye-damage from sources of non-ionizing radiation must be capable of absorbing or reflecting the majority of the energy radiated in the harmful wavelengths without unduly affecting the transmission of the innocuous part of the visible spectrum, the perception of contrasts and the ability to distinguish colours where required by the foreseeable conditions of use.

To this end, protective glasses must be so designed and manufactured as to possess, for each harmful wave, a spectral transmission factor such that the radiant-energy illumination density capable of reaching the user's eye through the filter is minimized and, under no circumstances, exceeds the maximum permissible exposure value.

Furthermore, the glasses must not deteriorate or lose their properties as a result of the effects of radiation emitted under the foreseeable conditions of use and all marketed specimens must bear the protection-factor number corresponding to the spectral distribution curve of their transmission factor.

Glasses suitable for radiation sources of the same type must be classified in the ascending order of their protection factors and the manufacturer's notes must indicate, in particular, the transmission curves which make it possible to select the most appropriate PPE bearing in mind such inherent factors of the effective conditions of use as distance to source and the spectral distribution of the energy radiated at that distance.

The relevant protection-factor number must be marked on all specimens of filtering glasses by the manufacturer.

3.9.2.

Ionizing radiation

3.9.2.1.

Protection against external radioactive contamination

PPE constituent materials and other components designed to protect all or part of the body against radioactive dust, gases, liquids or mixtures thereof must be so chosen or designed and incorporated as to ensure that this equipment effectively prevents the penetration of the contaminants under the foreseeable conditions of use.

Depending on the nature or condition of these contaminants, the necessary leak-tightness can be provided by the impermeability of the protective integument and/or by any other appropriate means, such as ventilation and pressurization systems designed to prevent the back-scattering of these contaminants.

Any decontamination measures to which PPE is subject must not prejudice its possible re-use during the foreseeable useful life of these classes of equipment.

3.9.2.2.

Limited protection against external irradiation

PPE intended to provide complete user protection against external irradiation or, failing this, adequate attenuation thereof, must be designed to counter only weak electron (e.g. beta) or weak photon (e.g. X, gamma) radiation.

The constituent materials and other components of these PPE classes must be so chosen or designed and incorporated as to provide the degree of user protection required by the foreseeable conditions of use without leading to an increase in exposure time as a result of the impedance of user gestures, posture or movement (see 1.3.2).

PPE must bear a mark indicating the type and thickness of the constituent material(s) suitable for the foreseeable conditions of use.

3.10.

Protection against dangerous substances and infective agents

3.10.1.

Respiratory protection

PPE intended for the protection of the respiratory tract must make it possible to supply the user with breathable air when the latter is exposed to a polluted atmosphere and/or an atmosphere having inadequate oxygen concentration.

The breathable air supplied to the user by the PPE must be obtained by appropriate means, for example after filtration of the polluted air through the protective device or appliance or by a piped supply from an unpolluted source.

The constituent materials and other components of these PPE classes must be so chosen or designed and incorporated as to ensure appropriate user respiration and respiratory hygiene for the period of wear concerned under the foreseeable conditions of use.

The leak-tightness of the facepiece and the pressure drop on inspiration and, in the case of the filtering devices, purification capacity must be such as to keep contaminant penetration from a polluted atmosphere low enough not to be prejudicial to the health or hygiene of the user.

The PPE must bear the manufacturer's identification mark and details of the specific characteristics of that type of equipment which, in conjunction with the instructions for use, will enable a trained and qualified user to employ the PPE correctly.

The manufacturer's notes must also in the case of filtering devices, indicate the deadline for the storage of filters as new and kept in their original packaging.

3.10.2.

Protection against cutaneous and ocular contact

PPE intended to prevent the surface contact of all or part of the body with dangerous substances and infective agents must be capable of preventing the penetration or diffusion of such substances through the protective integument under the foreseeable conditions of use for which the PPE is placed on the market.

To this end, the constituent materials and other components of these PPE classes must be so chosen, or designed and incorporated as to ensure, as far as possible, complete leak-tightness, which will allow where necessary prolonged daily use or, failing this, limited leak-tightness necessitating a restriction of the period of wear.

Where, by virtue of their nature and the foreseeable conditions of their use, certain dangerous substances or infective agents possess high penetrative power which limits the duration of the protection provided by the PPE in question, the latter must be subjected to standard tests with a view to their classification on the basis of efficiency. PPE which is considered to be in conformity with the test specifications must bear a mark indicating, in particular, the names or, failing this, the codes of the substances used in the tests and the corresponding standard period of protection. The manufacturer's notes must also contain, in particular, an explanation of the codes (if necessary), a detailed description of the standard tests and all appropriate information for the determination of the maximum permissible period of wear under the different foreseeable conditions of use.

3.11.

Safety devices for diving equipment

1. Breathing equipment

The breathing equipment must make it possible to supply the user with a breathable gaseous mixture, under foreseeable conditions of use and taking account in particular of the maximum depth of immersion.

2. Where the foreseeable conditions of use so require, the equipment must comprise:

(a) a suit which protects the user against the pressure resulting from the depth of immersion

(see 3.2) and/or against cold (see 3.7);

(b)

an alarm designed to give the user prompt warning of an approaching failure in the supply of breathable gaseous mixture (see 2.8);

(c)

a life-saving suit enabling the user to return to the surface (see 3.4.1).

ANNEX III

TECHNICAL DOCUMENTATION SUPPLIED BY THE MANUFACTURER

The documentation referred to in Article 8 (1) must comprise all relevant data on the means used by the manufacturer to ensure that a PPE complies with the basic requirements relating to it.

In the case of PPE models referred to in Article 8 (2), the documentation must comprise in particular:

1. the manufacturer's technical file consisting of:

(a) overall and detailed plans of the PPE accompanied, where appropriate, by calculation notes and the results of prototype tests in so far as necessary for the verification of compliance with the basic requirements;

(b) an exhaustive list of the basic safety requirements and of the harmonized standards or other technical specifications referred to in Articles 3 and 5, taken into account in the design of the model;

2. a description of the control and test facilities to be used in the manufacturer's plant to check compliance of production PPE with the harmonized standards or other technical specifications and to maintain quality level;

3. a copy of the information notice referred to in Annex II, 1.4.

ANNEX IV

EC MARK OF CONFORMITY

The EC mark of conformity consists of the symbol shown below.

(1)(2)

The vertical dimensions of the different components of the EC mark must be perceptibly the same and not less than 5 mm.

(¹) As provided in Article 13 (1) the mark may also include the distinguishing number of the approved inspection body referred to in Article 9 (1).

(²) Year in which the mark was affixed.

ANNEX V

CONDITIONS TO BE FULFILLED BY THE BODIES OF WHICH NOTIFICATION HAS BEEN GIVEN

(Article 9 (2))

The bodies designated by the Member States must fulfil the following minimum conditions:

1. availability of personnel and of the necessary means and equipment;
2. technical competence and professional integrity of personnel;
3. independence, in carrying out the tests, preparing the reports, issuing the certificates and performing the surveillance provided for in the Directive, of staff and technical personnel in relation to all circles, groups or persons directly or indirectly concerned with PPE;
4. maintenance of professional secrecy by personnel;
5. subscription of a civil liability insurance unless that liability is covered by the State under national law.

Fulfilment of the conditions under 1 and 2 shall be verified at intervals by the competent authorities of the Member States.

ANNEX VI

MODEL EC DECLARATION OF CONFORMITY

The manufacturer or his authorized representative established in the Community (¹):

.
. .
.

declares that the new PPE described hereafter (¹)

.
. .
. .
. .

is in conformity with the provisions of Council Directive 89/686/EEC and, where such is the case, with the national standard transposing harmonized standard N° (for the PPE referred to in Article 8 (3))

is identical to the PPE which is the subject of EC certificate of conformity N° issued by ⁽³⁾ (%).

.
.

is subject to the procedure set out in Article 11 point A or point B (%) of Directive 89/686/EEC under the supervision of the notified body ⁽³⁾.

.
.

Done at, on .

.

Signature (1)

(1) Business name and full address; authorized representatives must also give the business name and address of the manufacturer.

(2) Description of the PPE (make, type, serial number, etc.).

(3) Name and address of the approved body.

(%) Delete whichever is inapplicable.

(1) Name and position of the person empowered to sign on behalf of the manufacturer or his authorized representative.

Annex 2: Certificate of Origin Form A

1 Consignor (Space reserved for translation)	No. 000000	ORIGINAL
	(Space reserved for issuing number)	(Space reserved for translation)
2 Consignee (Space reserved for translation)	EUROPEAN COMMUNITY (Space reserved for translation)	
	CERTIFICATE OF ORIGIN (Space reserved for translation)	
4 Transport details (Optional) (Space reserved for translation)	3 Country of Origin (Space reserved for translation)	
	5 Remarks (Space reserved for translation)	
6 Item number; marks, numbers, number and kind of packages; description of goods (Space reserved for translation)	7 Quantity (Space reserved for translation)	
8 THE UNDERSIGNED AUTHORITY CERTIFIES THAT THE GOODS DESCRIBED ABOVE ORIGINATE IN THE COUNTRY SHOWN IN BOX 3 (Space reserved for translation)		
Place and date of issue, name, signature and stamp of competent authority (Space reserved for translation)		

Annex 3: DV1 Form

EUROPEAN COMMUNITY DECLARATION OF PARTICULARS RELATING TO CUSTOMS VALUE D.V.	
1 NAME AND ADDRESS OF SELLER (Block Letters)	FOR OFFICIAL USE
2 (a) NAME AND ADDRESS OF BUYER (Block Letters)	
2 (b) NAME AND ADDRESS OF DECLARANT (Block Letters)	
IMPORTANT NOTE By signing and lodging the declaration the declarant accepts responsibility for the accuracy and completeness of the particulars given on this form and on any continuation sheet lodged with it and the authenticity of any document produced in support. The declarant also accepts responsibility to supply any additional information or document necessary to establish the customs value of the goods.	3 Terms of delivery
	4 Number and date of invoice
	5 Number and date of contract
6 Number and date of any previous Customs decision concerning boxes 7 to 9	Enter X where applicable <input type="checkbox"/> YES <input type="checkbox"/> NO
7 (a) Are the buyer and seller RELATED in the sense of Article 143 (*) of Regulation (EEC) No 2454/93? If 'NO', go to box 8. (b) Did the relationship INFLUENCE the price of the imported goods? (c) (reply optional) Does the transaction value of the imported goods CLOSELY APPROXIMATE to a value mentioned in Article 29 (2) (b) of Regulation (EEC) No 2913/92? If 'Yes', give details:	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> NO
8 (a) Are there any RESTRICTIONS as to the disposition or use of the goods by the buyer, other than restrictions which: - are imposed or required by law or by the public authorities in the Community, - limit the geographical area in which the goods may be resold, or - do not substantially affect the value of the goods? (b) Is the sale or price subject to some CONDITION or CONSIDERATION for which a value cannot be determined with respect to the goods being valued? Specify the nature of the restrictions, conditions or considerations as appropriate:	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> NO
If the value of conditions or considerations can be determined, indicate the amount in box 11 (b).	
9 (a) Are any ROYALTIES and LICENCE FEES related to the imported goods payable either directly or indirectly by the buyer as a condition of the sale? (b) Is the sale subject to an arrangement under which part of the proceeds of any subsequent RESALE, DISPOSAL or USE accrues directly or indirectly to the seller? If 'YES' to either of these questions, specify conditions and, if possible, indicate the amounts in boxes 15 and 16	<input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> NO
(*) NOTES TO BOX 7 1. PERSONS SHALL BE DEEMED TO BE RELATED ONLY IF: (a) they are officers or directors of one another's businesses; (b) they are legally recognized partners in business; (c) they are employer and employee; (d) any person directly or indirectly owns, controls or holds 5% or more of the outstanding voting stock or shares of both of them; (e) one of them directly or indirectly controls the other; (f) both of them are directly or indirectly controlled by a third person; (g) together they directly or indirectly control a third person; or (h) they are members of the same family. 2. The fact that the buyer and the seller are related need not preclude the use of a transaction value (see Article 29 (2) of Regulation (EEC) No 2913/92 and the Interpretative Notes on that provision in Annex 23).	10 (a) Number of continuation sheets D. V. 1 BIS attached ----- 10 (b) Place: Date: Signature:

FOR OFFICIAL USE				
		Item	Item	Item
A. Basis of calculation	11 (a) Net price in CURRENCY OF INVOICE (Price actually paid or price payable for settlement at the material time for valuation for customs purposes)			
	(b) Indirect payments – see box 8 (b) (rate of exchange:)			
12 Total A in NATIONAL CURRENCY				
B. ADDITIONS: Costs in NATIONAL CURRENCY NOT INCLUDED in A above (*) QUOTE BELOW previous relevant Customs decisions, if any:	13 Costs incurred by the buyer:			
	(a) commissions, except buying commissions			
	(b) brokerage			
	(c) containers and packing			
	14 Goods and services supplied by the buyer free of charge or at reduced cost for use in connection with the production and sale for export of the imported goods: The values shown represent an apportionment where appropriate.			
	(a) materials, components, parts and similar items incorporated in the imported goods			
	(b) tools, dies, moulds and similar items used in the production of the imported goods			
	(c) materials consumed in the production of the imported goods			
	(d) engineering, development, artwork, design work and plans and sketches undertaken elsewhere than in the Community and necessary for the production of the imported goods			
	15 Royalties and licence fees – see box 9 (a)			
	16 Proceeds of any subsequent resale, disposal or use accruing to the seller – see box 9 (b)			
	17 Costs of delivery to _____ (place of introduction)			
	(a) transport			
(b) loading and handling charges				
(c) insurance				
18 Total B				
C. DEDUCTIONS: Costs in NATIONAL CURRENCY INCLUDED in A above (*)	19 Costs of transport after arrival at place of introduction			
	20 Charges for construction, erection, assembly, maintenance or technical assistance undertaken after importation			
	21 Other charges (specify) _____			
	22 Customs duties and taxes payable in the Community by reason of the importation or sale of the goods			
	23 Total C			
24 VALUE DECLARED (A + B – C)				
(*) Where amounts are payable in FOREIGN CURRENCY, indicate in this section the amount in foreign currency and the rate of exchange by reference to each relevant element and item.				
Reference	Amount	Rate of exchange		

Annex 4: Single Administrative Document (SAD)

EUROPEAN COMMUNITY					A OFFICE OF DESTINATION		
Copy for the consignee	8 2 Consignor/Exporter No				1 DECLARATION		
	<input type="checkbox"/>				3 Forms		4 Loading lists
	8 Consignee No				5 Items		6 Total packages
	9 Person responsible for financial settlement No				7 Reference number		
	14 Declarant/Representative No				10 Country last consigned		11 Trad./Prod country
	15 Country of dispatch/export				12 Value details		13 CAP
	16 Country of origin				15 C. disp./exp. Code		17 Country destin. Code
	18 Identify and nationality of means of transport on arrival				19 Ctr		20 Delivery terms
	21 Identify and nationality of active means of transport crossing the border				22 Currency and total amount invoiced		23 Exchange rate
	25 Mode of transport at the border				26 Inland mode of transport		27 Place of unloading
29 Office of entry				30 Location of goods			
28 Financial and banking data				32 Item No			
31 Packages and description of goods				33 Commodity Code			
Marks and numbers — Container No(s) — Number and kind				34 Country origin Code		35 Gross mass (kg)	
				37 PROCEDURE		38 Net mass (kg)	
				40 Summary declaration/Previous document			
				41 Supplementary units		42 Item price	
				A.I. Code		43 VM Code	
				45 Adjustment			
				46 Statistical value			
44 Additional information/Documents produced/Certificates and authorisations				48 Deferred payment			
47 Calculation of taxes				49 Identification of warehouse			
Type Tax base Rate Amount MP				B ACCOUNTING DETAILS			
Total							
50 Principal No				Signature			
51 Intended offices of transit (and country)				C OFFICE OF DEPARTURE			
represented by							
Place and date:							
52 Guarantee not valid for				Code			
J CONTROL BY OFFICE OF DESTINATION				53 Office of destination (and country)			
				54 Place and date			
				Signature and name of declarant/representative			

Annex 5: Legal framework for business activities

This Annex gives basic information about starting a business in the Czech Republic

The legal framework for business activities in the Czech Republic is to the largest extent formed by three Acts: the Commercial Code, the Foreign Exchange Act and the Trade Licensing Act.

Czech law enables foreigners to conduct business activities under the same conditions and to the same extent as Czech entrepreneurs. Foreigners may become founders or co-founders of a company, or may join an existing Czech company. There is no upper limit on foreign investment. Foreigners with business operations abroad may also run business activities in the Czech Republic provided they own an enterprise or a branch office in the country. Since 1991, no formal approval is required from the Czech Ministry of Finance for foreign investment except when made through a large privatisation program or when involving the banking/financial and defense sectors.

The Czech Commercial Code provides the following options for business activities:

- limited liability company - abbr.: s.r.o., or spol. s r. o.
- joint-stock company - abbr.: a.s., or akc. spol.
- co-operative
- various types of partnerships
- branch office of a foreign company

The most common types are a limited liability company and a joint-stock company. The form of a joint-stock company suits above all big companies planning to issue bonds and to be listed on the Stock Exchange. The limited liability form is suitable for smaller and middle-sized companies. Co-operatives and partnerships are designed rather for smaller subjects without foreign participation.

Here below is described the basic types:

Limited Liability Company

The company may be founded by a single person, whether a legal entity or an individual. The maximum number of shareholders is 50. An individual can participate as a sole shareholder at most in three limited liability companies. A limited liability company cannot be founded by a sole shareholder or have a sole shareholder which is already a limited liability company with a sole shareholder. The interpretation of the last restriction is not clear. Until recently, the general view was that this provision applies only to limited liability companies established

under Czech law (having a sole shareholder - Czech or foreign) and restricts them from being a founder or a sole shareholder of another limited liability company established under Czech law. However, the last interpretation leans toward the legal opinion that if a non-Czech company with limited liability has a sole shareholder itself, and then it cannot establish a limited liability company under Czech law as a sole shareholder or be a sole shareholder thereof.

The minimum registered capital requirement is approx. EUR 6 600; the minimum deposit of each shareholder is approx. EUR 660. No shares are issued in a company of this type. Shareholders are jointly and severally liable for the company's obligations up to the unpaid portions of their investment contributions, as registered in the Commercial Register. Upon registration of full payment of all contributions in the Commercial Register, the members' liability for the company's obligations lapses. A limited liability company must have at least one Executive who is the statutory representative of the company. Executives are elected for a definite period not exceeding five years (re-election is possible).

The Executive(s) must convene a General Meeting of shareholders at least once a year. Certain matters [e.g., approval of accounts; distribution of profit; settlement of losses; liquidation of the company; election of the Executive(s); etc.] can only be dealt by the shareholders at the General Meeting. If a company has a sole shareholder, no General Meeting is held and such sole shareholder exercises the powers of the General Meeting. The Supervisory Board is only an optional organ for Czech limited liability companies. In most cases it is not formed at all.

Joint-stock Company

A joint-stock company may be formed by one or more entities; if formed by individuals (natural persons), formation must be by at least two founders. No restrictions are imposed on the number of shareholders that a joint stock company may have. Shareholders are not liable for the company's obligations. A joint stock company must have minimum registered capital of EUR 66 ths, if the founder(s) subscribe the entity registered capital; if the founder(s) arrange for the creation of the registered capital over and above the nominal value of shares subscribed by them through a public offer of shares subscription, the minimum registered capital is CZK EUR 66 ths.

Shares may be issued either as shares in a physical form or as book entry shares. Shares can be either bearer or registered shares (the articles of association may restrict the transferability of registered shares). Two types of shares are permitted: ordinary (common) shares and preferred shares (the articles of association may reduce or remove the voting rights attached to this type of share). The company may also issue convertible bonds (with limitation up to half of the nominal value of share capital) or bonds carrying out the right for share subscription. Joint-stock company shares can be traded on the Prague

Stock Exchange if they are accepted for trading under the Securities Act and the Prague Stock Exchange rules.

The statutory body of a joint-stock company is the Board of Directors, which must have at least three members (with the exception of companies with only one shareholder), and it is responsible for the management of the company. Members are elected for a definite period not exceeding five years; re-election is possible. Foreigners who sit on the Board of Directors are required by law to satisfy Czech residency requirements, but some commercial courts are prepared to register companies with non-resident directors, as directors without authorization to act on behalf of the company.

The Board of Directors must convene a General Meeting of shareholders at least once a year. Certain matters specified by law can only be dealt with by the shareholders at the General Meeting (e.g. on the amount of profit to be distributed to the company's shareholders or settlement of losses); if the company has a sole shareholder, no General Meeting is held and such sole shareholder exercises powers of the General Meeting. The Supervisory Board must have at least three members. Members may serve for a maximum of five years and may be re-elected. No member of the Supervisory Board may be a member of the Board of Directors, procurists or a person entitled to act on behalf of the company. If the company has more than 50 full-time employees, one-third of the members of the Supervisory Board must be elected by the employees. The Supervisory Board is entitled, among others, to check all aspects of the company's business and to inspect accounting and other company records at any time.

General Partnership

A general partnership (unlimited liability company) is an association of two or more legal entities or individuals for the purpose of carrying out business under a common business name. There are no restrictions regarding the maximum number of partners. The main feature of a general partnership is that the liability of each partner is unlimited. No minimum deposit is required. Optional deposits that are to be made must be recorded in the partnership agreement. All partners of a general partnership are its statutory organ and are entitled to perform the business management of the company. However, the partnership agreement may state that only one or more partners are the statutory organ of the company and/or are authorized to perform the company's business management.

Limited Partnership

A limited partnership is a combination of a general partnership and limited liability company. It has at least one general partner, whose liability for the debts of the company is unlimited, and at least one limited partner, whose liability is limited up to the amount of the unpaid parts of his contribution to the partnership capital. The minimum contribution of a limited partner is EUR 166. According to the law,

the general partners form the statutory organ of a limited partnership and manage its business. Each general partner is authorized to act on behalf of the company independently, but the partnership agreement may state a different manner of acting on behalf of the company.

Branch

A branch is not a separate legal entity but an organizational part of its founder, which is registered in the Commercial Register. When a branch's business is carried out, the branch uses the founder's business name supplemented by an indication that is a branch of the founder. Each branch must have a Branch Manager who is recorded in the Commercial Register; such Branch Manager is authorized to act on behalf of the founder in all matters concerning the branch.

Silent Partnership

The silent partnership is an unregistered written agreement by which the silent partner contributes to an entrepreneur's business a fixed amount of money, a certain thing, a particular right or another value which can be used in business activity but takes no part in the activity of the business. The value of the deposit increases or decreases in accordance with the silent partner's share of profits and losses. The silent partner participates on the company's loss up to the amount invested in it by that partner.

Setting up a trading partnership

Opening for business consists of two stages:

Setting up a trading partnership (formation of a contract between partners), incorporation of a trading partnership (incorporation into the Companies Register), within 90 days at the most after setting up.

- Setting up a company
- Incorporation of a company
- Business Activities of Foreign Legal Entities in the Czech Republic

Setting up a company

1. by a partnership contract signed by all the partners and authenticated by a notary public;
2. by a deed of foundation authenticated by the notary public (if permitted by the law that the company may be founded by a sole founder).

In case of a limited liability company the Commercial Code enables, and in the case of a joint-stock company it orders, the issue of the articles of association of

the company, specifying in detail the relations among partners, namely their share in profit and compensation for the possible loss of the company.

A set-up trading partnership is not entitled to enter legal relations because, from the legal point of view, its existence starts only after its incorporation into the Companies Register. Any legal acts made by individual partners within the period from setting up till the incorporation of the legal entity are made only by physical entities with unlimited liability. Within this period the company also has to obtain any necessary trade licences in accordance with the Small Business Act and enclose them to the application for the incorporation into the Companies Register.

Important terms connected with setting up a trading partnership:

- registered capital = financial expression of a sum of both monetary and non-monetary investments of individual partners.
 - anything that may be expressed in money and used for the given sphere of business may be used as an investment into the company. Buildings, machinery, securities, know-how, inventions, copyrights or even claims (somebody owes you money). In the case that a partner deposits a claim into the registered capital, he/she shall be responsible for its recovery (he/she answers for the fact that the debtor will really pay the money to the firm) up to the amount of valuation of the claim. If you deposit anything else than money to the firm, you have to have a written expert valuation elaborated, in some cases even by two independent experts.
 - its formation is compulsory in limited partnerships, s. r. o. (limited liability company) and a. s. (joint-stock company)
 - registered capital is a part of equity capital of the firm (you will use the information in bookkeeping)
 - its amount is registered in the Companies Register (so it is publicly known)
- Partnershare = the share represents the participation of a partner in the company and his/her rights and obligations resulting from this fact. For the purposes of this act a share is valued as the extent of participation of the partner in net assets of the company (after obligations are settled).
- Reserve fund = capital trading partnerships are obliged to form reserve funds, which in the case of s.r.o. is at least 10% of the registered capital and in the case of a.s. at least 20% of the registered capital. The reserve fund serves exclusively for covering losses of the company (it is not allowed to

use it for some other purposes). However, the fund needn't be formed at the beginning of business activities. Money is transferred to the fund net of tax from profits of the current year. This fact has two effects. If the firm does not create profit as a result of its activities, there is nothing that may be transferred to the reserve fund. The other important feature of the reserve fund is that money is transferred there only after payment of a legal entity income tax, which means money that fully belong to the firm (it is not burdened by any obligation to the state). You will use the characteristics in bookkeeping when you distinguish your own and foreign sources.

The approved amendment to the Commercial Code dated 2000 deals in detail with problems of relations among shareholders, their rights of vote; there are terms such as controlling person, controlled person, controlling contract, misuse of position, persons acting in agreement, etc.

Companies have been formed, working, merging, separating, sold and ceasing to exist. It is important to be familiar with the procedures and even at the time of the incorporation of a company be familiar with possible risks and advantages of individual forms of companies.

Personal trading company is closely connected with its founder and that is why it is difficult to sell such a company. This type of companies is suitable for small family firms. Its advantage is trading without the necessity of compulsory initial investment.

Stock corporation is not bound to a particular founder and shares may be sold easily. An entrepreneur should be aware of this fact from the very beginning and purposefully increase not only profits, but also the value of the firm itself (the value of a firm consists of material and non-material elements, good name, market share, wide distribution network, etc.). You have to know that more than a half of stock corporations change their owners within three years, merge with other companies, etc.

Doing business in the Czech Republic is possible after obtaining a Trade License (*Živnostenský list*) and after registration in the Commercial Register.

The Trade Licenses are issued by the respective local Trade Licensing Office (*Živnostenský úřad*). The Trade Licensing Act requires the applicant to be a legally capable person over 18 years of age who has not committed any serious offences. The applicant must also prove he/she has no unsettled obligations with the Financial Authority. Issuing a Trade License for certain areas of business is dependent on presenting a proof of qualification for exercising the trade. An explicit list of such areas can be found in an appendix to the Trade Licensing Act. If the applicant is a legal person (i.e. a company) or a non-resident, the Trade Licensing Act calls for appointing a responsible representative. The representative must be a natural person who is a Czech resident and meets all of

the aforementioned requirements. If the responsible representative is a foreigner, he/she has to obtain:

- a residence permit (i.e. a visa for a stay over 90 days);
- proof of fluency of Czech language;
- extract from the Crime Register of the Czech Republic (an original is needed);
- extract from the Crime Register of the country of origin (an original is needed).

No person can act as responsible representative for more than two entrepreneurs.

Companies, which were founded in the Czech Republic as well as branches of foreign companies, are requested to apply for entry into the Commercial Register. Applicants for entry in the Commercial Register must submit Articles of Association verified by a notary and prove possession of a valid Trade License, issued by the appropriate Trades Licensing Office. The Commercial Register is administered by regional commercial courts.

Every company is obligated to install one or more executives (authorized representatives, a statutory body) who is/are entitled to act on behalf of the company. The name(s) of this/these person(s) has to be recorded in the Commercial Register. A foreigner can become an authorized representative, providing he/she receives a long-term residence permit (i.e. a visa for a stay over 90 days) in the Czech Republic. Knowledge of Czech is not required for this purpose. Until the date of entry into the Commercial Register, the company does not officially exist and is not allowed to do business.

Annex 6: Companies Directories

Companies Directory Country: Czech Republic Sector: Industrial Footwear					
Página Web	Idioma	Idioma del Contenido	Información General de Empresas Disponible sin Costo	Requiere Registro	Información Adicional con Costo
Directorios Europeos					
http://www.kompass.com/	E	E; I; O	Contenido: Nombre de la empresa; País; Dirección; Teléfono; Fax; Sitio Web; Numero de empleados; Fecha de constitución; Capital; No de registro; Identificación del IVA. Descripción: Información de empresas para 70 Países. Opciones de Búsqueda: País; Productos/Servicios; Empresa; Sector; Subsector; Marcas; Dirigentes; Códigos.	SI	SI
http://worldyellowpages.com/	I	I	Contenido: Nombre de la empresa; País; Dirección; Teléfono; Fax; E-mail; Sitio Web; Descripción corta de la empresa y sus productos. Descripción: Paginas amarillas - Lista alfabética de productos y servicios; lista de empresas; Permite acceder a las páginas amarillas de cada País; Acceso a una pagina de Información de negocios con algunos Países entre los que se encuentran Polonia y Republica Checa. Opciones de Búsqueda: País; Productos/Servicios; Empresa; Listado de productos; Listado de países; Oportunidades de negocio con algunos países.	SI	NO
http://www.europages.com/	E; I; O	E; I; O	Contenido: Nombre de la empresa; País; Dirección; Teléfono; Fax; Sitio Web; Productos/Servicios. Descripción: Directorio en línea (en 25 idiomas) de la empresas europeas mas dinámicas; Consulta gratuita de las licitaciones publicadas en el diario oficial de la Unión Europea; Directorio impreso (en 6 idiomas) de los compradores europeos mas dinámicos; Directorio en CD-Rom (en 14 idiomas) de la empresas europeas mas dinámicas. Permite contactar las empresa vía intra mail. Opciones de Búsqueda: Productos/Servicios; Empresa; Temática; País; Sector.	SI	SI
Directorios Checos					
www.wlw.de	I; A		Contenido: Nombre de la Empresa; Dirección; Código postal; Ciudad; Teléfono; Gerente/Administrador; Productos/Servicios; Tipo de empresa. Descripción: Portal de contacto para negocios entre empresas. Opciones de Búsqueda: Productos/Servicios; Empresa.	NO	NO

Industrial footwear in the Czech Republic

Companies Directory Country: Czech Republic Sector: Industrial Footwear					
Página Web	Idioma	Idioma del Contenido	Información General de Empresas Disponible sin Costo	Requiere Registro	Información Adicional con Costo
http://www.edb.cz/	C; I; A	C; I; A	<p>Contenido: Nombre de la empresa; Dirección; Ciudad; Distrito; País; Código postal; VAT; Marcas registradas; Empleados; Retorno; Teléfono; Fax; E-mail; Sitio Web; Contacto; Productos/Servicios; Clasificación de la producción.</p> <p>Descripción: Información de empresas checas. Permite contactar las empresa vía mail; Permite solicitar Información adicional de las empresas.</p> <p>Opciones de Búsqueda: Nombre; Actividad; Región; Tipo de empresa.</p>	NO	NO
http://www.inform.cz/	I	C; I	<p>Contenido: Nombre de la empresa; Dirección; Ciudad; Distrito; País; ID; VAT; Teléfono; Fax; Celular; E-mail; Sitio Web; Contacto y Cargo; Descripción de la actividad; Productos/Servicios; Categorías; Estructura; Palabras clave; Registro comercial; Certificación; Información de importación y exportación; Información financiera (Cifras de Capital, Retorno, Numero de empleados, Importación, Exportación); Información de Mercadeo (Fecha de constitución, Tipo de empresa).</p> <p>Descripción: Información de empresas checas general e Información de empresas de importación y exportación. Tiene un link de acceso al registro comercial de la empresa.</p> <p>Opciones de Búsqueda: Empresa; Exportación/Importación; Texto; Región.</p>	NO	NO
http://www.spcr.cz/	C; I	C; I	<p>Contenido: Nombre; Dirección; Ciudad; Teléfono; Fax; E-mail; Sitio Web; Contacto/Representante; Teléfono del contacto; Fax del contacto; Tipo de empresa; Oficina de registro; Retorno; Capital; Numero de empleados; Numero de registro; Impuestos ID; Productos/Servicios; NACE; Rama de la asociación a la que esta adscrita la empresa.</p> <p>Descripción: Confederación de industria de la Republica Checa que contiene Información de empleadores emprendedores del sector industrial y de transporte. Link de acceso a: IOE (Organización Intenacional de Empleadores); UNICE (Union of Industrial and Employers' Confederations of Europe); BIAC (Business and Industry Advisory Committee to OECD). Listado de las empresas miembro de la organización.</p> <p>Opciones de Búsqueda: Miembros por lista alfabética; Lista completa;</p>	NO	NO

Market Researches in Eastern Europe

Companies Directory Country: Czech Republic Sector: Industrial Footwear					
Página Web	Idioma	Idioma del Contenido	Información General de Empresas Disponible sin Costo	Requiere Registro	Información Adicional con Costo
			Texto.		
http://zlatestranky.cz/	C; I	C; I	Contenido: Nombre; Dirección; Ciudad; Distrito; Teléfono; Celular; Información adicional para algunas empresas (E-mail, Sitio Web). Descripción: Directorio telefónico idnes.cz. Opciones de Búsqueda: Directorio; Negocios; Texto; Ciudad; Distrito; Dirección; Información requerida; Sector.	NO	NO
http://www.seznam.cz/	C	C	Contenido: Nombre; Descripción corta de la empresa; Productos/Servicios; Dirección; Ciudad; Mapa; Teléfono; Fax; E-mail; Sitio Web; Contacto; Teléfono del contacto; E-mail del contacto. Descripción: Buscador con Información sobre las empresas Checas. Permite contactar las empresa vía intra mail. Opciones de Búsqueda: Empresa; Texto; Región; Sector; Productos/Servicios.	SI	NO
Directorios por Sector					
http://www.pips.pl/	P; I	P; I	Contenido: Nombre de la empresa; Dirección; Ciudad; Teléfono; E-mail; Sitio Web. Descripción: Pagina de la Cámara Polaca de la Industria de Zapatos y Cuero. Opciones de Búsqueda: Miembros	NO	NO
http://www.atok.cz/	C; I; A	C; I; A	Contenido: Nombre de la empresa; Teléfono; Fax; E-mail; Sitio Web. Descripción: Página de la Asociación de la Industria Textil, Prendas y Cuero. Opciones de Búsqueda: Miembros;	NO	NO

Industrial footwear in the Czech Republic

Companies Directory Country: Czech Republic Sector: Industrial Footwear					
Página Web	Idioma	Idioma del Contenido	Información General de Empresas Disponible sin Costo	Requiere Registro	Información Adicional con Costo
			Nombre; Sector; Productos/Servicios.		

Idioma:

E: Español; **I:** Ingles; **A:** Alemán; **C:** Checo; **H:** Húngaro; **P:** Polaco; **O:** Otros; **W:** Idioma del Sitio Web