



Association of SME and Crafts of the Czech Republic

Mr. Jiří BELINGER
Vice-President



AMSP ČR – Who Are We?

3 pillars:

- **INDEPENDENCE**
- **PROFESSIONALISM**
- **EXPERIENCE**

We are not a bureau.



AMSP ČR – our members are:

- **AMSP ČR represents more than 254,000 business entities**
- **Companies without size limitations from various fields from the whole of the Czech Republic**
- **Independent associations, coalitions, fraternities**
- **Operators of small businesses**
- **Banks and financial institutions**
- **High Schools and Universities**
- **Agencies for market research**

INFORMATION SERVICE for small and medium businesses:

E-mail information aimed at:

- Bank products and products of insurance companies
- Marketing
- Education
- Legislature with emphasis on SME and small business operators
- Promotion of participation in SME competitions - nomination
- Statistics
- Surveys
- Trends in fields, transfer of know-how from other countries
- Foreign policy, support of exports and others

We offer institutions the following:

- **Cooperation**
- **Work in joint projects**
- **Mutual professional consultation**
- **Joint viewpoints for the media**

... and to companies:



Companies don't have to be our members right away...

...they may be observes

... free for 6 months

Find more at: www.amsp.cz



“We are closer to businessmen”

AMSP ČR
Těšnov 5, 110 00 Prague 1, Czech Republic
amsp@amsp.cz
tel. +420 222 246 404, +420 733 722 512
www.amsp.cz

VARI, a.s.

PRODUCTION – SALE – SERVICE
GARDEN, FARMING AND SMALL MACHINERY

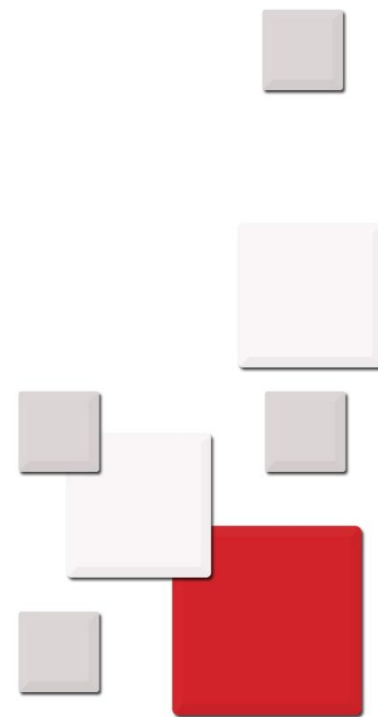


www.vari.cz

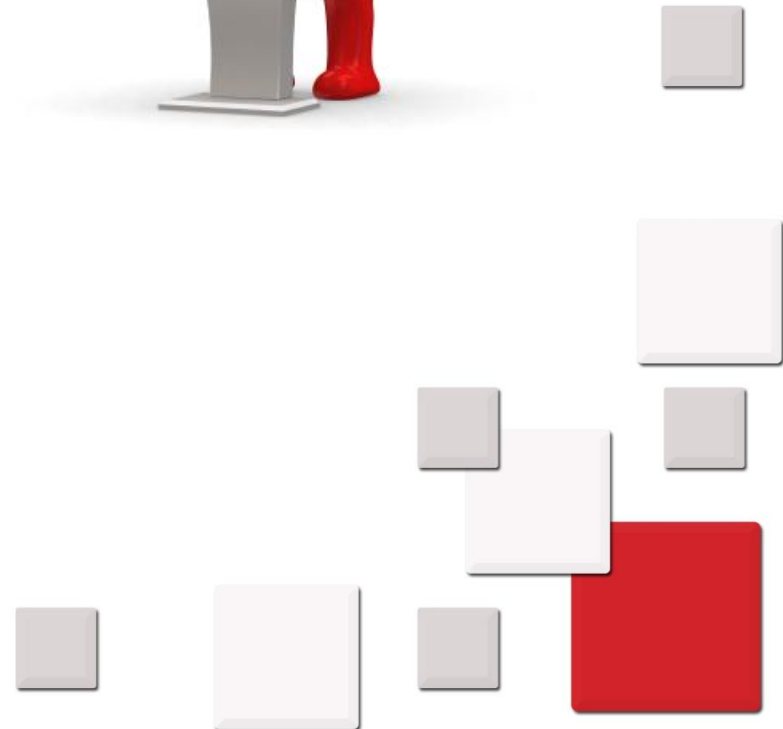
VARI IN AFRICA

VARI[®]
POWERED by **HONDA**[™]

Angola, Benin, Burkina Faso, DR Congo, Egypt, Ethiopia, Ghana, Guinea, Liberia, Nigeria, Togo, Uganda



- ☐ **INVITATION**
- ☐ **VARI INTRODUCTION**
- ☐ **FACTORY TOUR**
- ☐ **OUTDOOR PRESENTATION**
- ☐ **COFFE BREAK**
- ☐ **DISCUSSION – Q&A**



BASIC INFORMATION

Number of employees: 85

Company turnover: 200 mil. CZK (8,3 mil. EUR)

More than 2 mil. CZK (83 000 EUR) per 1 employee

Very successful fully Czech middle-sized company



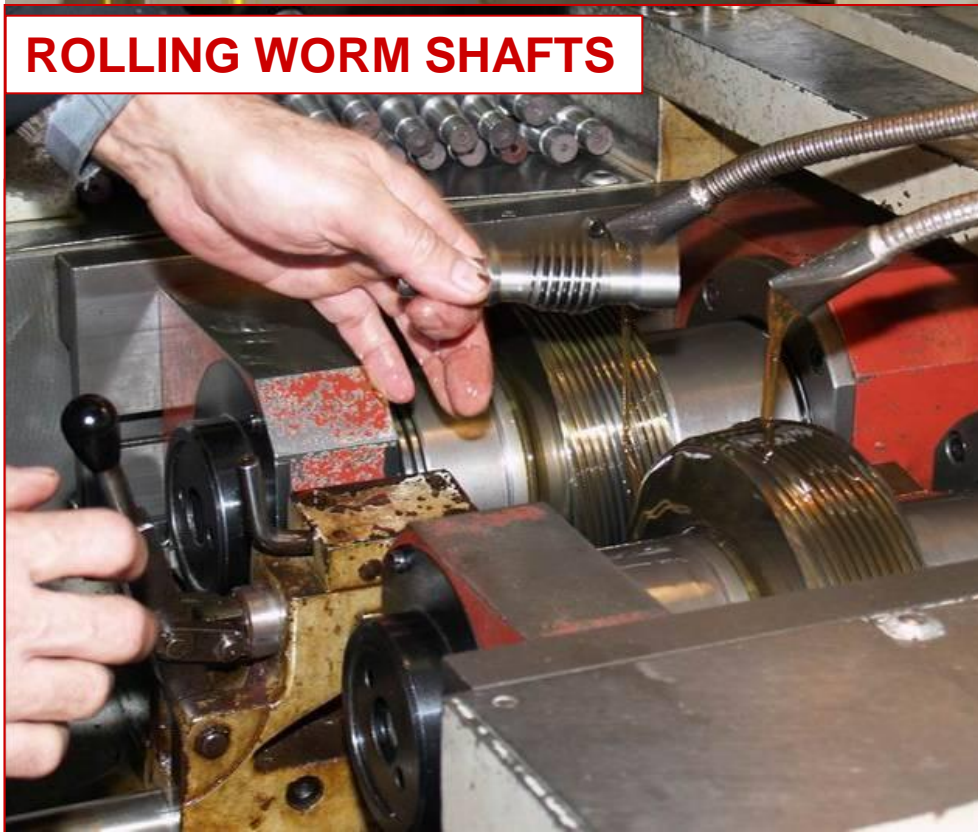
- ❑ **1969: production of two-wheel minitractors started based on a licence from GUTBROD (TERRA) – 40-year tradition**
- ❑ **1992: company privatized, own development of new products**
- ❑ **since 1998: specialized in production of hand-operated single-purpose machines for cutting high grass – during the last 12 years a product range of drum mowers and mulchers of various categories according to needs and demands of the users was created**



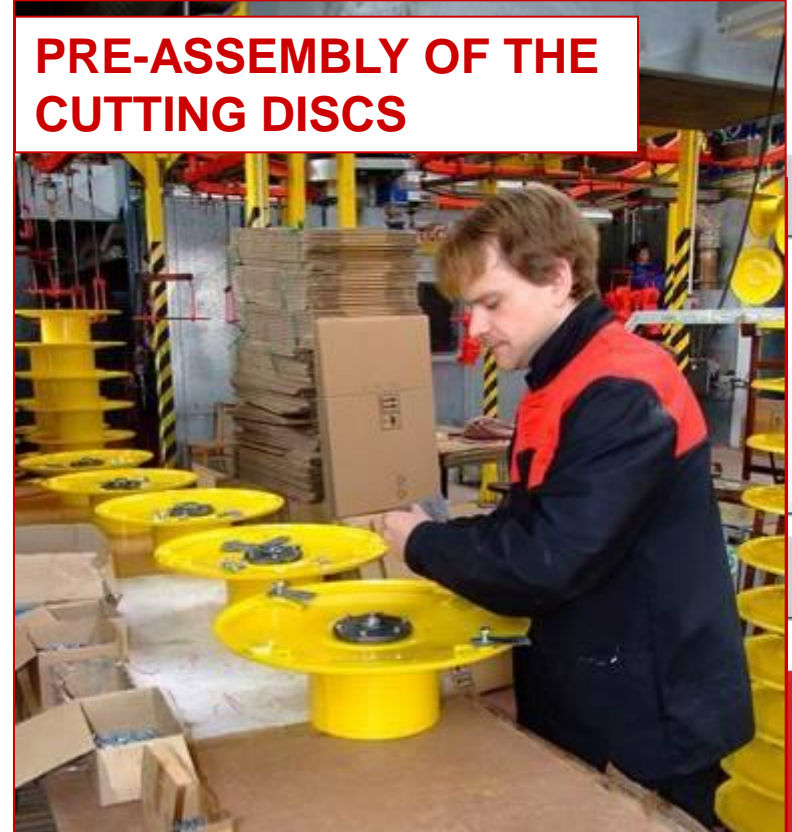
PRODUCTION & WAREHOUSE

- ❑ VARI machines are developed, manufactured and assembled in the Czech Republic.
- ❑ We focus on high utility value of the machines.
- ❑ During the development we prefer easy operation, transport and maintenance.

ROLLING WORM SHAFTS



PRE-ASSEMBLY OF THE CUTTING DISCS



PRODUCT LINES

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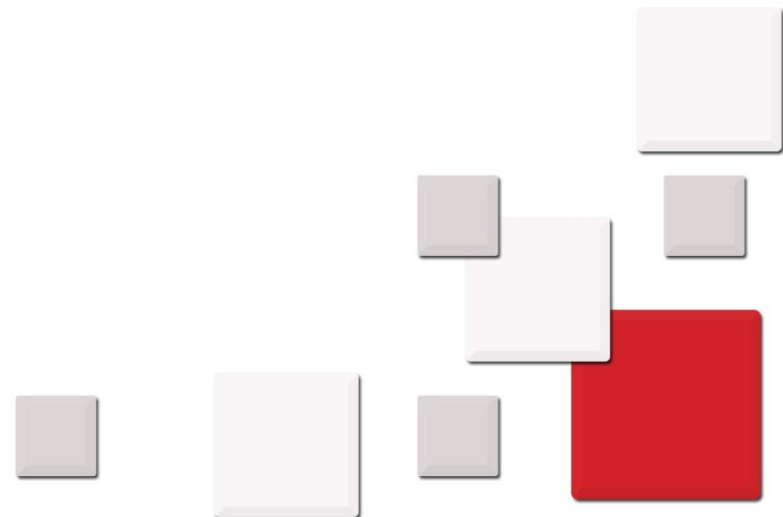
Main product lines:

- ❑ **Drum mowers** – a rotating disc with four blades; the cut grass remains lying in rows, it is possible to use it for feeding or drying
- ❑ **Mulchers** – a specially shaped blade; it cuts the grass into small pieces, they remain lying on the surface, there is no need to remove the grass and it serves as a natural fertilizer
- ❑ **VARI System** – a modular system of multi-purpose minitractors based on a concept of two gearboxes with wide variety of accessories for soil works, grass cutting, roads cleaning, etc.



Drum mowers:

- ❑ **DS-521 Liza 60**
 - H GCV 160 (5,5 HP), 58,5 cm, 1 speed, 6" wheels
- ❑ **BDR-620 Lucina 65**
 - H GCV 190 (6,5 HP), 62 cm, 2 speeds, 8" wheels
- ❑ **BDR-595 Adela**
 - H GCV 160 or 190, 56 cm
- ❑ **BDR-1200 – double drum mower**
 - H GXV 390 (13 HP), 120 cm, option: two-wheel seat

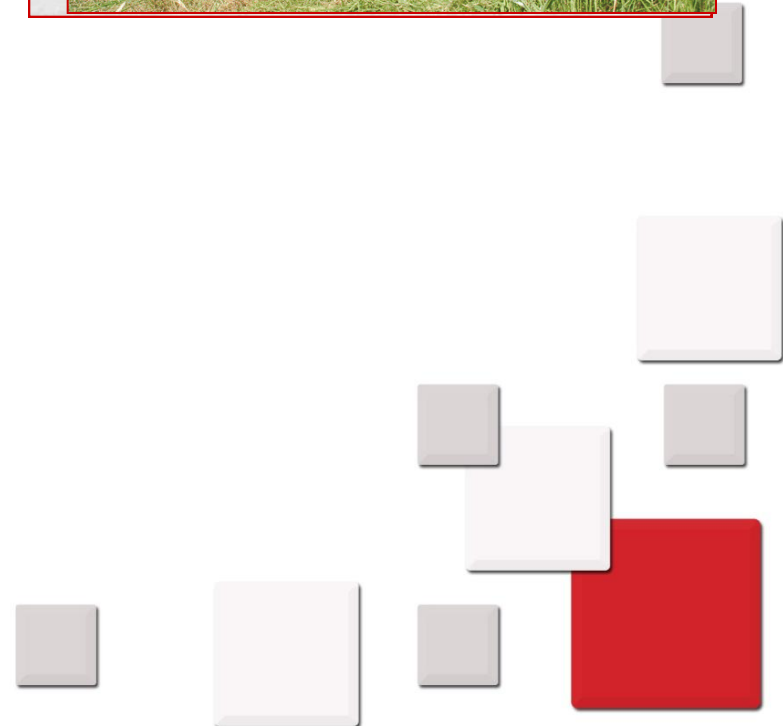


Mulchers:

- ❑ **F-550**
 - **H GCV 190 (6,5 HP), 53 cm, 2 speed, 4-9 cm cutting height adjustable in 16 positions**

- ❑ **F-600**
 - **H GCV 190 (6,5 HP), 57 cm, 3+R, 5-9 cm in 6 positions, option: two-wheel seat**

- ❑ **F-700**
 - **H GXV 340 (11 HP), 68 cm, 5+R, 6-14 cm in 6 positions, options: two-wheel seat, snow blade**



EQUIPMENT CONNECTED DIRECTLY TO THE TERRA-VARI DRIVING UNITS

VARI
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DZP-005/S IRRIGATION PUMP

- ❑ vertical, centrifugal, single-stage
- ❑ water quantity is 100 l/min and suction head is 5 m
- ❑ transport wheel for easy handling with the product
- ❑ for owners of both Terra and VARI driving units

Standard accessories:
suction hose and exit hose
with a length of 5 m



80 mm



37 kg



100 l/min

EQUIPMENT CONNECTED DIRECTLY TO THE TERRA-VARI DRIVING UNITS

VARI
POWERED by **HONDA**

CORN CRUSHER

- ❑ the corn crusher easily crushes corn and maize into fine cornflour suitable for feeding farm animals or fish
- ❑ transport wheels for easy handling with the product
- ❑ for owners of both Terra and VARI driving units



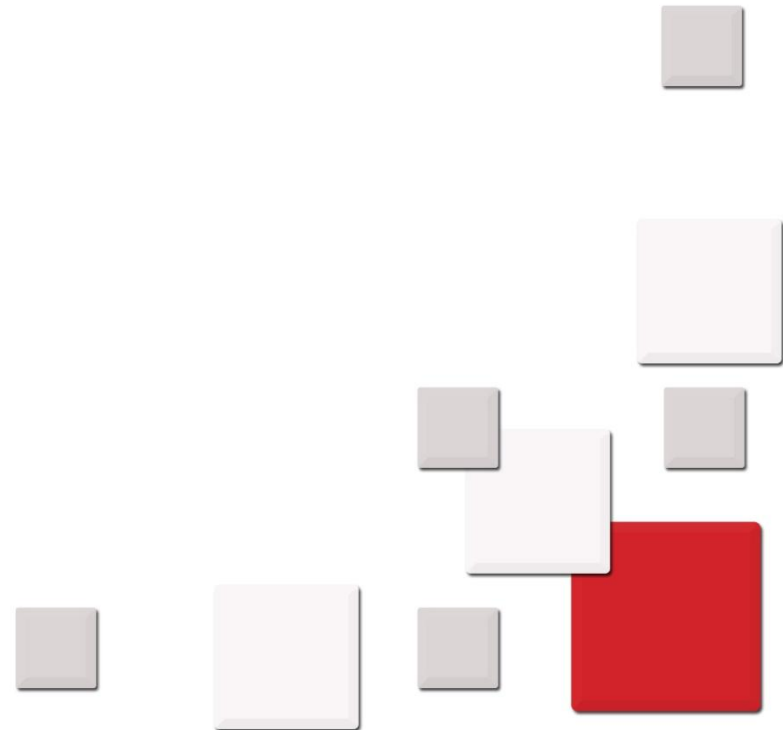
Standard accessories:
two sifters
with different coarseness

80 mm

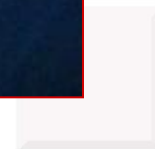


An important part of the production is exported into almost 30 countries of the world (half of the EU members, Norway, Ukraine, Armenia, Serbia, since 2005 to some of the African countries).

Trainings and exhibitions are made there too.





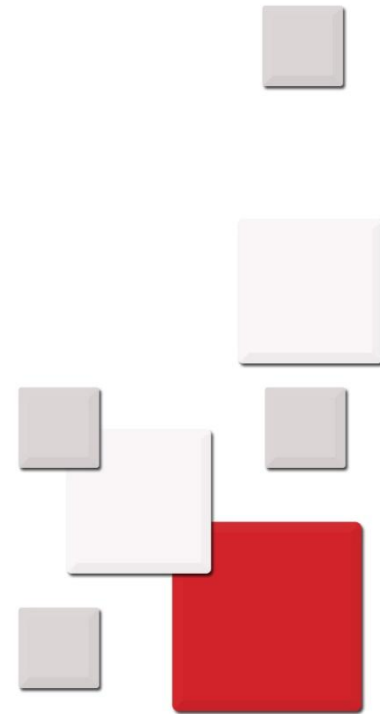




VARI IN AFRICA

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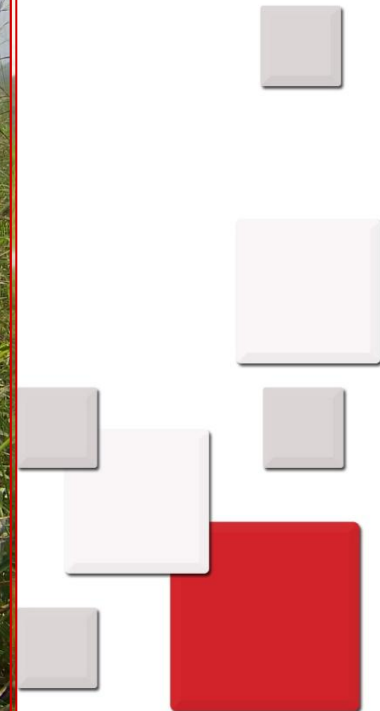
Angola, Benin, Burkina Faso, DR Congo, Egypt, Ethiopia, Ghana, Guinea, Liberia, Nigeria, Togo, Uganda



The first exports to Ghana in 2005 after several years of preparations; since then more countries (Angola, Ethiopia, Benin, etc.)

We continue negotiations in several countries, such as Zambia, the Republic of South Africa, etc.

Till 2010 total 125 million CZK (5 million EUR), over 2000 machines.



Trainings are organized both in the Czech Republic and in African countries.



VARI[®]

***POWERED by* HONDA[™]**

**THANK YOU FOR
YOUR ATTENTION**

**Jiří Belinger
General Director**



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VARI FOR AFRICA

