

**Open invitation to tender issued by  
PROKONZULTA, a.s.  
for sale of a company RÜCKL CRYSTAL, a.s.,  
Indentif. number: 25691384**



# Tender Offer Details:



Bid Submission Start Date: 28.9.2015 09:00

Bid Submission End Date: 9.11.2015 17:00

Date of Evaluation: 10.11.2015

No minimum bidding price has been set.

Security Deposit: 10,000,000 CZK

Business Appraisal: 74,113,000 CZK

**The evaluation is based on the highest bid submitted in compliance with the rules and regulations of this tender.**

**A contact person responsible for the tender applications processing:**

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**Bidder gains permission to take a tour in the property belonging to RÜCKL CRYSTAL, a.s. and permission to access the data room containing the company's documentation, under condition of paying 100,000 CZK fee.**

A meeting point and time of the tour need to be arranged with a tour host.

**Information covered by the company's trade secrets are made accessible for the bidder after paying the 10,000,000 CZK security deposit, which is a necessary condition for participating in the tender.**

## Company's background

RÜCKL CRYSTAL, a.s. operates a glassworks in Nižbor, Czech Republic, which engages in manufacturing of etched and cut glass products. The company has a long history and its products are known worldwide. **Thanks to the high quality of its products and services the company has been chosen to cooperate with governments to produce and supply gifts presented to foreign dignitaries.**

Currently, the glass factory is a medium-sized business with 130 employees. The product range comprises handmade lead crystal products (24 %). The techniques of the handmade glass products manufacturing involve: mold-blowing into beech-wood molds, glass-cutting, glass-polishing, glass-sanding, glass-painting and glass-gilding.



The factory operation is based on “make-to-order” process and the produce is exported to 30 countries worldwide. The key markets include Japan, USA, Middle East, Russian Federation and China.

The product range is being continuously innovated by both internally employed and externally hired glass designers. Moreover, new ideas and innovations also come from cooperation with technical and art schools. In addition to that, the company’s investments mainly aim to provide new processing technology in order to increase efficiency of its employees’ work (e.g. glassmakers and other glass specialists). **The company is a member of ICF (International Crystal Federation) which is based in USA and Ireland.**

More information available at [www.ruckl.cz](http://www.ruckl.cz).

## History

1903 - Glassworks in Nižbor was built  
1923 - Turning of multiple glassworks into a joint stock company  
1945 - Nationalization of the company  
1965 - Glassworks placed in the grouping „Sklárny Bohemia“  
1992 - Privatization by Ing. Jiří Rückl  
2007 - 2012 - Significant modernization

In the past, the company’s sales were reaching 9M CZK/month (approx. 100 - 120M CZK/year. Between January and August 2015 the sales generated approx. 6M CZK/month with 1M CZK/month coming from the glasswork’s showroom sales.

During the time of insolvency the financing is secured in a form of an operational loan provided by one of the creditors.

## Description of the glassworks

The glassworks comprises:

- Manufacturing and administrative building
  - Smelting
  - Grinding
  - Sanding
- Gilding
- Administrative offices
- Gas boiler room
- Auxiliary units
- Maintenance unit and Warehouse
- Showroom, snack bar
- Cafeteria
- Reception
- Dormitory

## Personnel

During the time of insolvency the glassworks operates in standard production system. Currently the personnel comprises 127 employees:

- Glassmakers: 26
- Glass grinding specialists: 24
- Manufacturing and operative workers: 53
- Administrative workers: 24

Currently, both administrative and business positions duties are being covered by administrative workers. For smooth operation of the business it is necessary to hire employees for the key job positions.



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