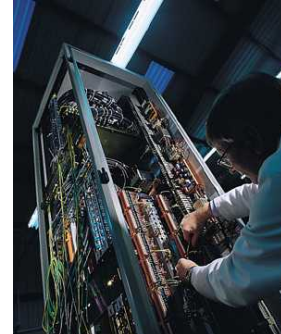


## Case Study

### JJS Electronics

JJS Electronics (JJS) is a leading contract manufacturer of specialist electro-mechanical and electronic equipment for clients in US and Europe. The company's operations are very labour intensive and require trained semi-skilled workers to assemble the finished products. At its HQ in Lutterworth, JJS was finding increasing difficulty in recruiting and retaining workers. In early 2005, JJS decided to look at the Czech Republic as a possible location to assemble some of their customers equipment.



Alpha assisted JJS to size and specify their facility requirements and provided cost data that demonstrated the viability of the investment.

Alpha then supported the entry to the Czech Republic by:

- Recommending an almost new 2,500 m<sup>2</sup> factory building in Chomutov
- Negotiating the lease and entry terms
- Establishing a Czech registered company, JJS Electronics s.r.o. and providing a temporary address and Jednatel (legally responsible Executive)
- Obtaining substantial grants through CzechInvest for the provision of new jobs in a disadvantaged area
- Recruiting more than 50 workers, mainly from the local unemployment register
- Recruiting members of the JJS top team



JJS commenced production in November 2005 on schedule. First results are impressive with JJS Directors, Derek Williams and Stephen Greaves, enthusiastic at the quality and work ethic of their new employees. It is expected that the workforce will grow substantially in the period 2006 – 2008 to take advantage of new business. Alpha successfully applied for a second grant for JJS to cover the employment of 150 additional workers.

JJS has commenced sourcing components from the region that will add to the increased margins obtained from production in the Czech Republic.

For details of JJS Electronics services, visit [www.jjselectronics.com](http://www.jjselectronics.com)