



Delegation's Journey
of the German-Arab Friendship Association (DAFG)
to the **Kurdistan Region, Iraq**

31 May to 3 June 2014

Head of Delegation:

Professor Randolph Rodenstock

Vice President of the German-Arab Friendship Association (DAFG)

Vice President of the Federal Confederation of German Employers' Associations (BDA)

Member of the Executive Committee of the Federation of German Industries (BDI)

Managing Partner of the Optische Werke G. Rodenstock GmbH & Co

in co-operation with:



with the generous support of:



The German-Arab Friendship Association (DAFG)

Founded in July 2007, the German-Arab Friendship Association (DAFG) advocates understanding, trust and co-operation between Germany and the Arab World on a friendly footing. The association covers a wide range of fields of co-operation, namely politics, business & economy, culture, science & education and the media. This ensures that people from very different fields enthusiastically contribute to the DAFG and its objectives.

The president of the DAFG is Dr. Otto Wiesheu, former Bavarian Minister of State for Economic Affairs, Infrastructure, Transport and Technology. The DAFG board comprises German and Arab citizens as well as Germans of Arab origin who reflect the various DAFG fields of action. It is composed of members of political parties in Germany, outstanding representatives of cultural, educational and economic institutions, and known business representatives. The DAFG closely collaborates with the Arab ambassadors in Berlin who are also members of the association; some of which are also members of the board.

The German-Arab Friendship Association (DAFG) is a non-partisan, non-profit organization characterized by its transparency. The DAFG encourages its members to get involved in the various fields of action.

The pillars of a solid friendship

DAFG's fields of work

Politics

The DAFG promotes political exchange between Germany and the Arab countries through open dialogue and peaceful communication. It is our mission to deepen the mutual understanding between Germany and the Arab countries on the level of state, politics and society as well as to discuss political topics and prospects. The DAFG closely collaborates with the Arab ambassadors in Berlin and all German and Arab parties and institutions dedicated to the peaceful development of German-Arab relations. The DAFG does not appear as political actor or party in any kind of political conflict.

Economic Co-operation

Concerning politics and economy, the DAFG regards itself as link between Germany and the Arab countries. The DAFG organizes events on the development of the economy such as financial systems and financing options with a particular focus on the system of Islamic finance. The German-Arab Friendship Association (DAFG) plans and organizes delegations for German companies to Arab countries. Furthermore the DAFG assists in the preparation and realization of visits of Arab delegations to Germany and supports the German economy in the initiation and cultivation of contacts to the Arab world. Therefore the DAFG puts an emphasis on the organization of investment conferences, where high-ranking representatives can present investment opportunities in their Arab home countries and direct contacts can be established.

Culture, Education & Science

Those who wish to prevent conflicts between cultures must recognize cultural similarities and be interested in cultural differences. The DAFG promotes exchanges in the fields of culture, science and education by organizing events, encounters, trips and exchange programs. We observe a growing willingness of all sides to complement the economic and political relations to cultural exchange. We see huge development opportunities in the field of science and education.

Media & Communication

To develop and strengthen friendly relations between Germany and the Arab world an effective communication is needed besides personal contact. The DAFG builds networks between numerous actors in the field of German-Arab relations. With a continuous press work in the fields of print media, radio and television the DAFG seeks to make its objectives and tasks of its work public and transparent.

The internet is seen as a central platform for the distribution and provision of information for our members as well as interest groups and the public itself.

Through fostering the co-operation between German, Arab and international media we seek an intensification of German-Arab topics in the media.

The DAFG Branch Office

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Managing Director

Embassador (ret.) Jürgen Steltzer
Juergen.steltzer@dafg.eu

The Confederation of Baden-Wuerttemberg Employers' Associations

The Confederation of Baden-Wuerttemberg Employers' Associations (Landesvereinigung Baden-Württembergerischer Arbeitgeberverbände e.V. – Arbeitgeber Baden-Württemberg) central mission is to actively represent business interests in the field of social policy.

Based in Stuttgart the Confederation has 42 member associations representing all industries, the commerce and agriculture in Baden-Wuerttemberg.

It engages in the work of committees at regional, national and European level, in expert hearings, in social insurance self-administration bodies, as coordinator and as a mediator in public debate. This embraces a high responsibility also for the common good, which excludes one-sided interest representation.

The Confederation is a discussion partner for its members, the general public, Baden-Wuerttemberg government and parliament, the political parties and the churches on all issues linked to social policy, labor law and labor market issues, as well as education and training. The Confederation is involved in the dialogue with representatives of European and international organizations involved in social policy issues.

In close cooperation between companies, company executives and experts from member associations as well as from the Confederation, a shared business vision of social and society policy is developed by professionals drawing on their practical experience. The Confederation's experts prepare positions on macroeconomic analyses, provide assistance with legal and collective bargaining questions and contribute to ongoing development of legislation, on State, national and European level. The Confederation collates the opinions of its members and acts as their mouthpiece.

To learn more, please have a look at our German website: www.agv-bw.de

vbw – Your Partner in Business

The Bavarian Business Association vbw and its member associations all have the same goal – the strengthening of its members' competitive advantage.

As the "Voice of Business" in the State of Bavaria, we bring together the knowledge and experience of the entire Bavarian economy in articulating our members' interests both in politics and in society at large.

The vbw – A Strong Community

The Bavarian Business Association represents more than 100 Bavarian economic and employers' associations, including 30 companies from the manufacturing and skilled crafts industries; from construction, transportation, retail and whole sale; banking and financial services such as insurance; forestry, farming industry, hotel and food services, gastronomic and independent contractors.

Together, we represent companies employing more than three million people in the State of Bavaria.

We Specialise In the Following Issues:

Social-security policy: labor and employment; health care; retirement and supplemental benefits; societal issues.

Economic policy: small and mid-sized enterprises (SMEs); tax; finance; competition; environment; transportation; energy; technology; european issues; international economic affairs.

Legal: law and policy; labour and employment law, corporate law; social security law, European Union law.

Education policy: pre-school; primary education; secondary education; post secondary education; continuing education; vocational training

Berlin Chamber of Commerce and Industry (IHK Berlin)

The Berlin CCI is a public corporation with a mandatory membership for every enterprise which is based in Berlin. It is financed by the membership fees. As the representative organisation of Berlin's more than 225.000 enterprises, the Chamber is public authority, partner of the political community and provider of services to the business community at the same time.

The Berlin Chamber of Commerce and Industry: An independent campaigner for the Berlin business community

We regard ourselves as a joint venture by our more than 225,000 member companies in Berlin and act on their behalf. We are a valuable partner to the political and administrative authorities. And as a strategic partner of companies and institutions in the city, we are dedicated to nurturing a business-friendly environment. We support the development of an innovation-based economy with a rapidly expanding service sector.

As the political decision-making centre of Germany, Europe's strongest economy, Berlin is an attractive place for international enterprises and institutions. Accordingly, foreign trade is of outstanding importance for our member companies. We are delighted to support both local and foreign enterprises interested in doing business with each other.

With regard to the Arab world, we collaborate successfully with various regional partners in business, politics and local government. Relations with the Gulf region are especially important for Berlin's economy and mutual business activities have risen significantly over the past few years.

The German Liaison Offices for Industry and Commerce in Iraq

The German Liaison Offices for Industry and Commerce in Iraq are bridge builders between the Iraqi and the German market. The German Liaison Office for Industry and Commerce in Baghdad opened at the beginning of 2009, since February 2010 another liaison office has been made available in the North Iraqi town of Erbil. On June 2010 the Basrah branch office was opened.

All offices are funded by the German Federal Government.

Our strategic partners in Germany are the Association of German Chambers of Industry and Commerce (DIHK) and MENA Projektpartner. In addition our offices cooperate closely with the German embassy in Baghdad and the German Consulate General in Erbil.

Our Services

Are you the representative of a German or Iraqi Company and are you looking for information on the economic and commercial situation in the respective partner country or interested in establishing business contacts?

Then we are just the ones to talk to!

We offer

- Information on the Iraqi or German market
- Information on business contacts in Iraq or Germany
- Organisation of business delegation visits to Iraq
- Information on trade fairs and support for exhibitors

Contact us

Our office in Erbil

German Liaison Office for Industry and Commerce
Nawroz Street
ETTC – Compound
Erbil, Iraq

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Participants of the Delegation's Journey of the German-Arab Friendship Association (DAFG)

to the Kurdistan Region, Iraq

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1. Professor Randolph Rodenstock

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Vice President of the Federal Confederation of German Employers' Associations (BDA)
Member of the Executive Committee of the Federation of German Industries (BDI)
Managing Partner of the Optische Werke G. Rodenstock GmbH & Co

Members of the Delegation:

2. Dr. Gerhard Beysel

Linde AG, Engineering Division,
Vice President Business Development & Sales

3. Mr. Götz Bierling

The Baden-Wuerttemberg Employers' Association of the Metal and Electrical Industry
CEO of Karlsruhe Chapter

4. Eng. Nasyr Birkholz

Member of the Board of the German-Arab Friendship Association (DAFG)
Founder and owner of Birkholz International GmbH

5. Mrs. Leonore Boscher

Charite University Medical Center, Berlin
International Cooperation, Project Coordination

6. Dr. Roman Dörfler

Lindenpartners
Partner

7. Dr. Angelika Euchner

ale Galerie

8. Mr. Bernhard Heine

bdh-consulting GmbH
CEO

9. Dipl.-Pol. Björn Hinrichs

German-Arab Friendship Association (DAFG)
Desk Officer for Economic and Business Co-operation

10. Mrs. Marion J. Johannsen

Confederation of Baden-Wuerttemberg Employers' Associations
Employers' Association of the Metal- and Electrical Industry of Baden-Wuerttemberg
Managing Director International Affairs

11. Ambassador (ret.) Bernd Muetzelburg

Ambassadors Associates GmbH
Managing Director

12. Mr. Herbert Tauber

K.A. Tauber Spezial-Tiefbau GmbH & Co. KG
CEO

13. Mr. Christian Wiesenhütter

Berlin Chamber of Commerce and Industry
Vice CEO



Prof. Randolph Rodenstock
Head of Delegation

Professor Randolph Rodenstock, Physicist, MBA
Head of Delegation

- Vice President of the German-Arab Friendship Association (DAFG)
- Vice President of the Federal Confederation of German Employers' Associations (BDA)
- Member of the Executive Committee of the Federation of German Industries (BDI)
- Managing Partner of the Optische Werke G. Rodenstock GmbH & Co

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Dr.-Ing. Gerhard Beysel

Born: March 28th, 1948 in Groß-Zimmern, Hesse, Germany.

1954 – 1966 Primary and Secondary School with University Diploma

1967 – 1968 Military Service

1969 – 1977 Technical University of Darmstadt, Germany

Teaching Career

1974 – 1978 Scientific Assistant/Assistant Professor for Inorganic Chemistry

1978 Doctorate in Inorganic Metallurgical Chemistry/ Chemical Engineering

Professional Career

1978 – 2007 Linde AG, Process Engineering Division, Pullach, Germany e.g. Process Calculation, Logistics, Product Application, Sales

Present position

VP Business Development and Sales of Air Separation Plants

The Linde Engineering Division is successful throughout the world. It focuses on promising market segments such as

- olefin plants,
- natural gas plants
- air separation plants,
- hydrogen and synthesis gas plants.

In contrast to virtually all our competitors, we are able to call on our own extensive process engineering expertise in the planning, project development and construction of turnkey industrial plants.

Linde plants are used in a wide variety of fields: in the petrochemical and chemical industries, in refineries, fertiliser plants and in the pharmaceutical industry. Linde also constructs plants to recover air gases, produce hydrogen and synthesis gases and treat natural gas.

Industrial Gases production, supply and application in various Industries and Healthcare are main activities of The Linde Industrial Gases Division

Linde AG

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Mr. Goetz Bierling

Studies of law at the Universities of Berlin and Freiburg im Breisgau (in Germany), with special focus on cartel law and corporate law.

Specialization: attorney, specialist in labour law

Since 1995 Director of the regional group of Südwestmetall based in Karlsruhe.

Voluntary posts: alternating chairman and member of several boards of AOK, the largest German health insurance, of the local Federal Employment Agency and of the Integration Office for disabled people of the KVJS, the German Association for Youth and Social affairs.

SÜDWESTMETALL is the leading Employers' Association of the Metal and Electrical Engineering Industries of Germany.

Based in Baden-Wuerttemberg with its Headquarters in Stuttgart it represents the common interests of 1000 companies with nearly 500.000 employees. SÜDWESTMETALL aims to improve industrial relations and works conditions and thus the performance of the German Metal and Electrical Engineering Industry in order to continuously improving its international competitiveness.

SÜDWESTMETALL is the most important member association of the Federation of German Employers' Associations in the Metal and Electrical Engineering Industries (GESAMTMETALL).

SÜDWESTMETALL simultaneously provides the management for the Confederation of Baden-Wuerttemberg Employers' Associations (ARBEITGEBER BADEN-WUERTTEMBERG), a confederation of 42 business associations from all sectors of Baden-Wuerttemberg's economy.

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Eng. Nasyr Birkholz

Engineer Nasyr Birkholz
Owner & CEO of Birkholz International Group
BB by Berlin GmbH
Birkholz International GmbH
Birkholz Transport & Logistics

Memberships

- DAFG, Member of the board, German Arabic Friendship Association
- IKW, Member of German Cosmetic, Perfumery & Detergent Association
- IHK -Member of the German Chambers of Commerce and Industry
- Member of the Engineers Association

BB by Berlin GmbH

BB by Berlin GmbH is one of the companies of the Birkholz International Group (Est. 1991) headquartered in Berlin. We have offices in Berlin, Düsseldorf, Dubai, USA, Erbil and Sulaymaniyah.

BB by Berlin GmbH is specialized in manufacturing and worldwide trading of luxurious perfumes and additional beauty products and cosmetics.

We have, inspired by the fascination, the lifestyle and the vibrant dynamism of the city of Berlin developed our own Perfume lines, Hair Care products, Hair Coloration as well as Hair styling products.

The product range currently is being enlarged.

In this year we started with the construction of our new Headquarter in Berlin for more than 5 Mio Euro, on the premises near Porsche and Liebherr. For several years now we operate in Kurdistan, increasing our investment in the Region every year.

Birkholz International GmbH

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Mrs. Leonore Boscher

Ms. Leonore Boscher
(Nurse-Diploma, Business Admin Uni Tübingen,
MBA University of Washington, Seattle,
PhD. Cand WHU Koblenz)
Charité International Projects

Charité – Universitätsmedizin Berlin is the biggest one in Europe with its more than 13,000 employees and a revenue volume of over 1,3 billion € a year. There are many specialists in medical treatment, research & science and education that have founded the world-wide reputation of the Charité with a long tradition and with actual manifold awards. Charité international has a huge and rising number of international patients and many long-term cooperations between specialists in all over the world.

In the last years, Charité is a wished partner for common international projects in areas like know-how transfer, management contracts, training concepts where the explicit expertise of the Charité specialists is demanded in countries of the Arab world.

Charité Universitätsmedizin Berlin
Forschen, Lehren, Heilen

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Dr. Roman Dörfler

Dr. Roman Dörfler, LL.M.
(London) – lindenpartners, Berlin
Partner

Attorney since 2004

Roman Dörfler is a partner at lindenpartners and advises clients about corporate law issues, mergers and acquisitions, international contract law and cross border transactions. Another focal point of his work is advising banks, savings banks and financial service providers about issues related to banking and capital markets law as well as representing the interests of our clients in litigation and arbitration. Roman Dörfler attended universities in Leipzig, London (LL.M., 2001) and Brussels.

lindenpartners

lindenpartners is a Berlin-based law firm providing counsel to companies and entrepreneurs, banks and other financial institutions regarding all questions related to business law. The expertise extends from business establishment and capital and structural measures to company acquisitions and cross-border contract issues not only but also regarding infrastructure and healthcare projects. Most of lindenpartners' lawyers have studied abroad or have worked in another country for an extended period of time. Almost all of the firm's partners have a background at a major international law firm and have brought a network of international contacts at foreign law firms with them. With this kind of background, lindenpartners advises a large number of foreign clients not only on their activities in Germany. For lindenpartners' activities abroad, the firm collaborates with prestigious firms. In doing so, lindenpartners does not rely on fixed partnerships with specific law firms. Rather, lindenpartners select a partner who is best suited for the particular project.

lindenpartners

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Dr. Angelika Euchner
Art manager and owner of
a|e|Galerie

Dr. Angelika Euchner
Art manager and owner of a|e|Galerie

2 children, lives and works in Berlin and Paris
Studied art history, archaeology and Islamic studies at Freiburg University (Germany), Sorbonne IV and Ecole du Louvre, Paris;
PhD in art history from Freiburg University
Work experience as cultural travel guide in Germany and France and as gallery assistant at Berlin and New York based galleries
Since 2004 lecturer of cultural management at Potsdam University of Applied Sciences (FH)
Since 2008 owner of "a|e|Galerie"

a|e|Galerie is an art gallery in the city of Potsdam which shows paintings and photographs.

My focal point is Middle East photography. Over the last years city portraits of Cairo, Damascus, Palestine and Istanbul which were featured by different artists have attracted the German audience.

a | e | Galerie

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Dipl.-Eng. Bernhard Heine

Dipl.-Ing. (TU) Civil Engineering

Managing Director of bdh-consulting GmbH

Competitive, target and employee oriented leader, more than 20 years' experience in foreign projects for the International EPC business for technical infrastructure projects and sanitary environmental engineering, project-management, contract management, engineering and supervision.

Successfully execution of turnkey projects for various project sizes until 50 Mio. € and project-sizes about 5 Mio. € for engineering services. Experience in project management and execution of large size projects.

Key-qualification: Project Management of turnkey engineering projects in the area of water and wastewater

Special experience in the region: Middle East, Jordan, Egypt, GCC, Saudi Arabia, Bahrain, UAE

Range of area for expertise for bdh-consulting GmbH:

Potable water supply and wastewater disposal, Water treatment Plants and Wastewater Treatment Plants, Solar – Power – Plants, Biomass Heating Power Plants, Wind-Craft Power Plants.

Range of Services:

Feasibility Studies, Calculation of Rentability, Design and Bidding Procedures, Project-Management, Site Supervision, Documentation and Commissioning

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Dipl.-Pol. Björn Hinrichs

2000-2005 Academic Studies of Political Science at the Free University of Berlin with a special focus on international relations and the Middle East

Desk Officer for Economic and Business Co-operation, German-Arab Friendship Association (DAFG)

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Mrs. Marion J. Johannsen

Studies of law at the Universities of Mannheim, Frankfurt am Main and Bonn (Germany). Specializing in:
International Law, Comparative Law and European Community Law.
Lawyer (Assessor iuris)
Managing Director International Affairs - Employers' Association of the Metal- and Electrical Industry of Baden-Wuerttemberg (SUEDWESTMETALL) and the Confederation of Baden-Wuerttemberg Employers' Associations (ARBEITGEBER BADEN-WUERTTEMBERG)
Voluntary Work and Honorary Posts:

- Chair of University Council, University of Hohenheim,
- Honorary Judge at the Higher Labour Court (Stuttgart)
- President of European Movement International - Baden-Wuerttemberg
- Membre Correspondant des Conseillers du Commerce Extérieur de la France

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ARBEITGEBER BADEN-WUERTTEMBERG and SUEDWESTMETALL maintain a constant dialogue on social and economic issues with the government of the Federal State of Baden-Wuerttemberg as well as with all political and socially relevant groups and initiatives on all major social and remuneration related issues.

Confederation of Baden-Wuerttemberg Employers' Associations

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Ambassador (ret.)
Bernd Muetzelburg

Bernd Mützelburg is a former German diplomat. He served i.a. as Deputy Head of German Foreign Minister Hans-Dietrich Genscher's Private Office during German unification. From 2002 to 2005 he was Foreign and Security Policy Adviser (National Security Adviser) to German Chancellor Gerhard Schröder. He served as ambassador and head of mission in Kenya, in Estonia and in India. His last assignment was as Special Envoy to Afghanistan and Pakistan.

Since 2010 Bernd Mützelburg is Managing Partner of "Ambassadors Associates-International Networking GmbH", Senior Partner of "Strategy & Politics GmbH" and Managing Director of "MTG Berlin Trade & Invest GmbH & Co. KG".

Ambassadors Associates – International Networking GmbH

Established in 2009, the company advises and consults enterprises in the acquisition, implementation and closure of international business including mergers and acquisitions. It assists in analyzing specific markets and in developing result oriented marketing strategies. Furthermore it supports them in finding and establishing appropriate financial frameworks.

Its particular interests are in the fields of infrastructure, energy including renewables and raw materials.

Ambassadors Associates – International Networking GmbH

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Mr. Herbert Tauber

Herbert Tauber, born 1946.
Educated in Würzburg (G) and Vienna (A).
Civil construction engineer and since 1985 CEO of family-owned
Tauber Group Germany

TAUBER are several companies in Germany, France, Russia, Azerbaijan, Portugal u. Romania; specialized and full-liner in demilitarization (bombs, ammunition, landmines), pipelines in underground and watertherapy.
Founded in 1964 by Kilian-Alois Tauber

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Mr. Christian Wiesenhütter
Deputy CEO

Christian Wiesenhütter works since 1990 at the Berlin CCI. Since 2003 he is the Deputy CEO of Berlin CCI. He is also head of the board of trustees of Logistic-Network Berlin-Brandenburg, President of Skat Club International Berlin.

The Berlin Chamber of Commerce and Industry: An independent campaigner for the Berlin business community. We regard ourselves as a joint venture by our more than 265,000 member companies in Berlin and act on their behalf. We are a valuable partner to the political and administrative authorities. And as a strategic partner of companies and institutions in the city, we are dedicated to nurturing a business-friendly environment. We support the development of an innovation-based economy with a rapidly expanding service sector.

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