

### **Three Days in Turkey, The Economic Partner with Egypt**

Will Turkey become the principal economic partner with Egypt in the upcoming years? Egyptian industrialists find this as most likely to happen due to the common history of both countries and their aspirations and ambitions for development. Add to this the free trade agreement between the two countries and the mutually repeated door-knocking missions.

Above all, there is the role played by Turkey as a technological mediator, being a link between Egypt and the highly advanced technological countries. All these are essential factors to make Turkey an important candidate to become the principle and number one economic partner with Egypt soon.

The Engineering Industrial Chamber at the Egyptian Federation for Industries believes in this potential. The head of the Chamber, Nabil Farid Hassanein, took the initiative to turn the idea of stronger partnership with Turkey from words into actions.

The Chamber members became more committed to such strategic choice after the first visit its delegation paid to Turkey a few months ago. The Turkish industrialists were very much welcoming cooperation with the Egyptians, as if they have been longing for that for a long time.

Turkey has more than just cooperation and partnership to offer. In fact, it wants to broaden cooperation with Egypt, as expressed by the Turkish side during the Egyptian delegation's visit to Ankara that lasted three days full of talks, agreements and business deals.

## **An Honorary List**

We can very confidently put the names of the members of the Egyptian Engineering Industries Chamber in an honorary list because they went to Turkey out of their own initiative, each in his specialization, to bridge the gap between the Turkish industry and vitalize the old intimate relations between the two countries.

To be fair, we must salute all of them, especially Mr. Nabil Farid Hassanein, the head of the Chamber, who led the trip to Turkey. The Chamber sent four missions within five months only, which managed to open the Turkish doors before the Egyptian industrialists.

The delegation involved Mohamed el-Mohandes and Nader Mustafa Aly, the two deputies of the Chamber's head, **Dr. Eng. Nader Riad**, the member of board, Dr. Sherif Ezzat, the head of the Medical Equipment Branch, Dr. Eng. Ihab Mohamed Fahmy, Mohamed Sayed Khalil Zayed, Helmy Awad Gadallah, as well as Eng. Farouk Shalash, the General Director of the Engineering Industries Chamber, Salah Abdel Haq, the Director of the Information Centre of the Chamber, Eng. Mohamed el-Iraqi, Director of the Engineering Industries Technology Center, and our Turkish colleague, Mr. Mateen Touran, Secretary General of the Egyptian Businessmen Association, who speaks Arabic fluently and helps in building relations and contacts between the businessmen of both countries.

## **An Egyptian Message**

The Egyptian message voiced in all meetings was very clear and was repeatedly expressed by Mr. Nabil Farid Hassanein, who said: "We came to achieve a higher level of integration between the Egyptian and Turkish economies by building new investment projects and expanding the trade volume between the two countries."

Commenting on the results of the three-day journey, Mr. Nabil Hassanein says that the Turkish side believes Egypt is their way into Africa, the Arab world and the United States.

"We also believe that they are our way into Europe, and before that, into the Turkish market, which Egypt can integrate with. Therefore, we proposed to them to establish a department that would facilitate and assist investors of both countries. They have very much welcomed this proposal," he said.

The Deputy Head of the Chamber says that among the key factors that helped the Egyptian move in Ankara were the many success stories as regards cooperation between Egypt and Turkey.

"When some Turkish companies lately invested in Egypt, the latest of which was "Temsal" Automotive Industries that opened premises in 10<sup>th</sup> of Ramadan City, it was apparent that there is more room for cooperation," he said.

**Mr. Nader** Mustafa adds that the Egyptian industrialists are keen to grant more incentives to the Turkish investors in Egypt. Still, this should be coped with a similar move by the Egyptian businessmen to absorb the Turkish investments that came to Egypt, mounting so far to 180 industrial projects, mostly in textiles.

## **The Political Cover**

**Dr. Nader Riad** believes that the political cover provided by the Egyptian government and represented in the free trade agreement between Egypt and Turkey led to more cooperation between the two countries, in addition to the existing economic climate in Egypt that attracts foreign investments.

He says that this would provide a golden opportunity for both countries, especially if they abandon competition and focus more on integration and common interest.

He says we should bear in mind that we have a very dangerous competitor for us all, which is China, and we need to pay attention to that and be integrated against it.

Mr. Hamada Zayed says that among the most important aspects of integration achieved lately was the recognition of each country of the capabilities of the other. Therefore, the Turkish side proposed to us to participate in two successive engineering industrial exhibitions that will take place next February and March for machines, equipment and electrical appliances.

The Egyptian delegation agreed to participate and hoped for positive results out of these two events.

## **What Next?**

Still, the question is: what next after the fourth shuttle visit to Turkey? Eng. Ihab Mohamed Fathi says there is great potential for cooperation to take-off between the two countries, on top of which was the cooperation agreement between the Ankara Industrial Chamber and the Egyptian Engineering Industries Chamber.

According to this agreement, intensive contacts will take place to allow each party to make the utmost use of the other.

Dr. Sherif Ezzat, the Head of the Medical Equipment Branch, says that he has already done a lot of work on his own and made numerous contacts with medical equipment manufacturers in Turkey.

He also said that he found the Turkish people very much welcoming cooperation with us, especially that we have industries with very good technologies in this regard. He said that he hopes his contacts will lead soon to mutual projects between the Egyptian and the Turkish sides.

Mr. Helmy Awad Gadalla also agrees that choosing Turkey was a good choice which will allow Egypt to reap its fruits soon.

The most important role after this successful visit is laid on Eng. Farouk Shalash, the General Director of the Chamber, who would be in charge of vitalizing all the already reached agreements and to continue contacts with the Turkish side in collaboration with Mr. Salah Abdel Haq so as to provide him with all the information and data he would need, as well as provide the other members of the Chamber with all the necessary information that would help them build stronger contacts in this regard.

Will the rest of Engineering Industries Chamber members respond to the calls of the Egyptian delegation and venture into business with Turkey to make use of the available promising opportunities?

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## **A Successful Industrial Mission in Turkey**

### **Industrial Integration between Turkish Technologies and Investments and Egyptian Advantages and Expertise**

The mission of the Egyptian Engineering Industrial delegation to Turkey lasted for exactly 36 hours. Despite the short duration of this mission, the results were fruitful.

There is no doubt that Egypt and Turkey are very keen to enhance economic and industrial cooperation between them. This has been manifested by the great care and attention which the Egyptian industrial delegation found in Turkey during the many meetings it had with Turkish officials, industrialists and producers.

The Egyptian Embassy in Turkey was cooperative and closely monitoring the visit that was headed by Mr. Alaa el Din el Hadidy, the Egyptian Ambassador to Turkey.

As soon as we landed at Ankara airport, the Egyptian industrial delegation started its mission and moved with its luggage not to the hotel, but to the industrial zone in Ankara. They held talks with the leaders of the industrial zone headed by Mr. Nour el Din Ozdeber.

The Head of the Egyptian delegation, Mr. Nabil Farid Hassanein, who is the Chairman of the Egyptian Engineering Industries Chamber, said that among the priorities of this mission was to work for establishing new industrial projects in Egypt through joint Egyptian Turkish or fully Turkish investments.

The goal was also to enhance commercial cooperation between the two countries by increasing Egyptian exports to Turkey and importing Turkish commodities that are not produced in Egypt.

We also laid some models of certain projects that can start such cooperation, including a project for equipment and another for nails of special specifications. There has also been a proposal to manufacture medical equipment.

The Turkish side fully welcomed industrial cooperation with Egypt. Immediately after that, bilateral talks started between the members of the Egyptian industrial delegation and the Turkish counterparts. It was very much interesting to see this great deal of attention expressed by the Turkish industrialists. More than 40 Turkish producers came to participate in these bilateral talks.

There were talks with the Turkish officials and the specialists of the Trade Chamber in Ankara, as well as the Association of the Small and Medium size industries.

The result was an agreement to enhance cooperation and coordination between the Turkish side and the Engineering Industries Technology Center in 10<sup>th</sup> of Ramadan City.

Eng. Mohamed el Iraqi, the Executive Director of this Center, was among the visiting delegation. The topic was raised in the framework of the various efforts exerted to enhance and diversify the technological activity of the delegation. Now Egypt is involved in a similar mode of cooperation with international institutions in Italy and Germany.



Mr. Nabil Farid Hassanein said that among the results achieved during this visit was the signing a Memorandum of Understanding between the Engineering Industries Chamber at the Federation of Egyptian Industries with the Ankara Industry Chamber.

This agreement is setting the framework and the various rules and provisions for exchange of information, partnership and cooperation between the two sides in order to provide the most appropriate climate to enhance joint investments and increase commercial exchange between the two countries. He said that the next step would be in the field of engineering industries.

“It will have two axes: the first will be in Egypt, where all members of the Engineering Industries Chamber will be notified through the various specialized industrial branches of the mission of the accomplishments we had so far,” he said.

The mission of the Egyptian Industrial delegation lasted from July 3-6 and aimed at providing the opportunity for the Egyptian industrialists to participate in Turkish Egyptian cooperation in the future. Mr. Hassanein said that the second axis will be in Turkey by participating in two important industrial exhibitions, which the Turkish side was keen to invite Egypt to and provide numerous facilitations for.

The first exhibition would be the machines and equipment exhibition that will take place between February 5-8. The second exhibition would be for electrical appliances February 21 - March 1. Mr. Nour el Din Ozdober, the Head of the Ankara Industry Chamber, said that a visit of a delegation of Turkish manufacturers will be organized soon to visit Egypt to discuss mutual projects.

Also, Dr. Sherif Ezzat, the Head of the Medical Equipment Branch at the Engineering Industries Chamber, said that we will discuss many industrial

projects in cooperation between the investors of both countries in the near future.

Mr. Mohamed el Mohandes, the Deputy Head of the Engineering Industries Chamber, said that there are many opportunities for cooperation between Egypt and Turkey. Turkey has achieved great industrial advancement especially in manufacturing equipment. As to Egypt, it has many advantages that make it a very attractive spot for investments.

He said this would provide great opportunities for joint Egyptian Turkish projects to be established in Egypt. Both the Turkish and the Egyptian sides reviewed the possibility of establishing many joint projects which would be discussed in detail in the future.

**Dr. Nader Riad**, Board Member of the Engineering Industries Chamber, said that Egypt has a principle role and it enjoys a very distinctive geographical location in the Arab region. Turkey is also one of the most advanced countries in the Balkan area.

The Turkish industry has proven great success, and Turkey could be regarded as a principle source for technology transfer, especially low cost technology. Egypt also enjoys a great experience with the small, medium and individual enterprises which can provide cheap products if equipped with the appropriate technology. Therefore, cooperation between the two countries would definitely serve the common interests.

## **Drei „technische“ ägyptische Tage in der Türkei, Ägyptens Wirtschaftspartner!**

Entwickelt sich die Türkei in den ersten Wirtschaftspartner für Ägypten in den kommenden Jahren?..... Keiner der Industrielleute Ägyptens kann dies ausschließen ....

Die gemeinsame Geschichte der beiden Länder und deren Ehrgeiz Fortschritte zu machen, dann das Abkommen zum freien Handel zwischen den beiden Staaten sowie die pendelnden Delegationen hin und her und vor allem die Rolle der Türkei als Link zur Technologie fortgeschrittenerer Länder; all dies stellt die Türkei als hervorragenden Wirtschaftspartner für Ägypten dar!

Die Kammer der technischen Industrien im Verband der ägyptischen Industrien glaubt an diese Tatsache. Eine Initiative dessen Präsidenten, Nabil Farid Hassanein, bemühte sich um die Umsetzung der Idee von der Theorie in die Praxis.

Nach dem ersten Besuch einer Delegation aus Kammermitgliedern vor einigen Monaten in die Türkei war die Kammer umso mehr von dieser strategischen Entscheidung überzeugt.

Die Industrielleute der Türkei kamen auf uns zu, als hätten sie uns nach langem Suchen gefunden. Wichtiger ist, dass die Türkei sehr an einer Zusammenarbeit mit Ägypten interessiert ist. Anzeichen davon habe ich selbst bei der Delegation, die drei Tage in Ankara war, bezeugt; viele Abkommen und Geschäftsverträge wurden abgeschlossen.

## **Ehrenliste**

Ohne Zweifel kann man die Namen der Delegationsmitglieder der Kammer für technische Industrien auf die Ehrenliste setzen; warum? Alle sind auf Eigeninitiative, jeder seinen eigenen Bereich repräsentierend, in die Türkei gefahren, um alte innige Beziehungen zu beleben.

Hut ab für alle, aber vor Allen Nabil Farid Hassanein, der Vorsitzende der Kammer oder das Oberhaupt der Delegation in die Türkei.

Vier Gruppen haben innerhalb von 5 Monaten Portale in die Türkei geöffnet. Mitglieder der Delegation waren Mohamed El-Mohandes und Nader Mostafa Aly, Stellvertreter des Vorsitzenden der Kammer, **Dr. Ingenieur Nader Riad**, Mitglied des Aufsichtsrates, Dr. Sherif Ezzat, Leiter des Bereichs für medizinische Geräte, Dr. Ing. Ihab Mohamed Fahmy, Mohamed Sayed Khalil, bekannt unter dem Namen Hamada Zayed sowie Helmy Awad Gadallah, ebenfalls in Begleitung von Ingenieur Farouk Shalash, Generaldirektor der Kammer für technische Industrien, Salah Abdel Haqq, Leiter des Informationszentrums der Kammer, Ingenieur Mohamed El-Iraqy, Leiter des Technologiezentrums für technische Industrien, sowie dem türkischen Kollegen, Matin Nouran, Generalsekretär der Gesellschaft für ägyptische Geschäftsleute, der dank seiner hervorragenden Arabischkenntnisse die Beziehungen zwischen den Geschäftsleuten beider Seiten zu vertiefen verstand.

## **Eine ägyptische Botschaft**

Die ägyptische Botschaft bei allen Treffen war eigentlich eindeutig und wurde stets von Nabil Farid Hassanein wie folgt ausgesprochen: Wir sind gekommen, um ein höheres Niveau an ägyptisch-türkischer wirtschaftlicher Zusammenarbeit durch Investitionsprojekte zu erreichen und den Handel zwischen den beiden Ländern anzukurbeln.

Über das Ergebnis der dreitägigen Reise äußert sich Nabil, die Türken seien der Auffassung, wir bilden ihre Brücke nach Afrika, in die arabischen Staaten und nach Amerika; so wie wir glauben, sie seien für uns das Portal nach Europa und davor in den türkischen Markt, mit dem Ägypten sich ergänzen kann. Deshalb haben wir ihnen vorgeschlagen, eine Verwaltung zu gründen, die den Investoren in beiden Ländern unter die Arme greift.

Die türkische Seite begrüßte die Idee. Mohamed El-Mohandes, stellvertretender Vorsitzender der Kammer, setzt fort, einer der wichtigsten Faktoren, der die ägyptische Initiative in Ankara unterstützte, waren authentische Erfolgsgeschichten, als einige türkische Firmen ihre Investitionen nach Ägypten transferierten. Darunter war die letzte die Firma „Temsä“ für Autoproduktion, die einen Sitz in „El-Asher men Ramadan“ gründete.

Nader Mostafa ergänzte, uns liege sehr viel daran die Türken nach Ägypten zu locken; dies sollte allerdings von einer entsprechenden Reaktion der ägyptischen Geschäftsleute begleitet werden, um die türkischen Investitionen, die in das Land strömen aufzufangen. Inzwischen sind es 180 Projekte, die zum größten Teil im Bereich der Textilien aktiv sind.

## **Die politische Obhut**

Andererseits ist Dr. Nader Riad der Ansicht, dass die politische Obhut, die die Regierung durch das freie Handelsabkommen mit den Türken geboten hat, zusätzlich zum investitionsfreundlichen Klima der beiden Länder, eine einmalige Chance kreiert, vorausgesetzt beide Seiten nehmen Abstand von jeglicher Konkurrenz und arbeiten miteinander und sich gegenseitig ergänzend.

Wir alle haben nämlich einen gemeinsamen gefährlichen Konkurrenten, namentlich China, den wir im Auge behalten und ihm Hand in Hand die Stirn bieten müssen.

Die beste gegenseitige Ergänzung, laut Hamada Zayed, ist die realistische Selbsteinschätzung der Fähigkeiten der beiden Länder. Zayed äußert sich:

Die Türken haben uns angeboten, im Februar und März des kommenden Jahres zusammen zwei aufeinander folgende Messen im Bereich der technischen Industrien, Maschinen, Werkzeuge und Elektrogeräte zu organisieren.

Die Delegation signalisierte Interesse an der Teilnahme und wir warten nun auf positive Ergebnisse – so Gott will – im Zusammenhang mit diesem Ereignis.

## **Was dann?**

Was erwarten wir nach diesem vierten Pendelbesuch in die Türkei? Ingenieur Ihab Mohamed Fahmy sagt, die Gründung einer erfolgreichen Ausgangsbasis ist bisher gelungen, indem man das Abkommen zur Zusammenarbeit zwischen den beiden Kammern für Industrie in Ankara und für Technik in Ägypten unterzeichnet hat.

Aufgrunddessen beginnt eine intensive Kommunikationskampagne, die jedem Partner die Chance gibt vom anderen zu profitieren.

Andererseits hat Dr. Sherif Ezzat, Leiter des Industriebereichs für medizinische Geräte, sich selbst den Weg geebnet und mit den Herstellern in diesem Industriezweig in Verbindung gesetzt.

Er sagte, er sei mit offenen Armen empfangen worden und traf auf eine Bereitschaft zur Zusammenarbeit, insbesondere weil wir in diesem Bereich über Industrien auf hohem technischen Niveau verfügen. Bald werden meine Kontakte zu gemeinsamen Projekten für mich und für meine Kollegen mit den Türken führen.

Helmi Awad Gadallah stimmt zu, die Wahl der Türkei als Geschäftspartner war eine weise Entscheidung, die Ägypten zugute kommen würde.

Nach diesem erfolgreichen Besuch ergibt sich für Ingenieur Farouk Shalash, Generaldirektor der Kammer, eine wichtige Aufgabe, nämlich die Umsetzung der vereinbarten Abkommen und Aufrechterhaltung der Kommunikation mit der türkischen Seite in Zusammenarbeit mit Salah Abdel Haqq, um ihm die nötigen Informationen zur Verfügung zu stellen.

Es geht auch um Hilfestellung für die Mitglieder der Kammer zur Festigung und Vertiefung der Beziehungen.

Würden weitere Mitglieder des technischen Industriegewerbes dem Aufruf der ägyptischen Delegationen folgen, sich gen Türkei zu richten und die viel versprechenden Möglichkeiten zu nutzen?!