



# ENERGY INTERNATIONAL REPORT



SPRING - SUMMER 2014

## In This Issue

### ■ NEWS

EIC Opens Kuwait Office •  
Tower Tech Wins 1st Annual  
District Cooling Award • Parking  
& Transportation Division  
Conducts RTA Training • EIC  
Dubai Installs Tower Tech  
Cooling Tower at NGIP Plant In  
Qatar • Parking & Transportation  
Holds Tower Tech Seminar in  
Dubai • EIC Exhibits at Iraqi  
International Expo

### ■ PROJECTS

An Exhausting Job Well Done  
• King Saud University Girls  
Campus - Riyadh, Saudi Arabia  
• Turning a Banana Into a  
Gem - Anantara Resort &  
Spa - Qatar • Where There's  
Smoke, There's a Solution  
- Shisa Cafe - Kuwait City,  
Kuwait

### ■ PEOPLE

EIC People News

EIC report is published twice a year by and  
for the employees of Energy International  
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## Letter from the Top • Ned Fawaz

This year, 2014, Energy International is celebrating its 35th Anniversary. EIC was founded in 1979 to answer the need for quality HVAC and electromechanical products for construction projects throughout the Middle East. Since its humble beginnings in Southfield, Mich., Energy has grown to become a major player in the world market, contributing to the construction of major projects throughout the Middle East and North Africa. As we look back over the last 35 years there have been some ups and downs, but one thing we can boast is that the company has turned a profit every year it has been in existence. While 2013 wasn't a stellar year for the company, 2014 looks to be a promising year. We are continuing to expand our presence with a new office in Kuwait and have increased our efforts in exploring the Iraqi market as the country continues its post-war rebuilding efforts. We are also improving our operations to better serve our customers. One thing we've always had is good people working for the company. That has been Energy International's greatest asset. Without all of your hard work and long hours Energy International would not be the success it is today. I want to take this moment to thank all of you for your dedication to the company and wish you all a happy and prosperous new year. 🍀



**Dr. Ned Fawaz**  
Chief Executive Officer

## Be a Part of the Energy International Report

The EIC Report is designed to keep everyone at Energy International informed about the happenings at EIC, from the acquisition of multi-million dollar contracts to the latest additions to the EIC family. We need your participation to help make it a success. If it's of interest to you, it's of interest to us. We'd also like to know what you think about the newsletter content and format and how we can make it better. Send all your news, information, thoughts and ideas to [jpeter@energyintl.com](mailto:jpeter@energyintl.com). I look forward to hearing from you.



### Energy International Corporation Opens Kuwait Office

*Energy Kuwait will share office space with Allied Technologies Company*

Energy International Corporation is expanding its presence in the Middle East construction market with the announcement of the opening of a regional office in Safat, Kuwait.

The Kuwait office is being launched as the result of a sponsorship with partner company M/s. Allied Technologies Co. WLL Kuwait. Energy Kuwait will operate out of the Allied Technologies offices in Safat, Kuwait. Energy International has a long-standing relationship with Allied Tech., having worked with them on numerous projects throughout the Kuwaiti region.

Ramu Manjunath joins Energy International as the Sales Engineer. Ramu has more than 13 years of experience in business development, sales and marketing of industrial ventilation equipment and holds a degree in electrical engineering.

"We welcome Ramu to the Energy International family," said Dr. Ned Fawaz, CEO, Energy International Corporation. "The Kuwaiti market is one of the fastest growing in the GCC and we see great

potential for EIC as we venture into this new market."

News Group International 2012 reports that the Kuwait government has 324 expected infrastructure projects in its 2012-2013 development plan with a budget set at USD\$30.5 billion, the largest Kuwait has ever seen.

"We look forward to building lasting relationships with our new Kuwaiti partners by offering them the same top quality products and excellent service that our customers have come to expect of us," said Dr. Fawaz. "The partnership between Energy International and M/s. Allied Technologies Co. will allow both companies to deliver better and faster solutions to our customer's HVAC and electromechanical needs."

All inquiries for the Kuwait market should be directed to Ramu. He can be reached via mobile phone at 0096 50985419 or via email at [ramu.manjunath@energyintl.com](mailto:ramu.manjunath@energyintl.com). The office address is P.O. Box 24224, Safat 13103 Kuwait. ☐

### Tower Tech Wins 1st Annual District Cooling Award

*Tower Tech teams up with EIC to win the Recognition Honors*

Tower Tech Inc. teamed up with Energy International Corporation (EIC) to win the Recognition Honors award for Manufacturer (Cooling Towers) at the 1st Annual District Cooling Awards held on October 7, 2013 at the Grand Hyatt in Doha, Qatar.

The awards, produced by CPI Industries, publishers of Climate Control Middle East magazine, were presented at a gala dinner ceremony as part of the 7th Edition of The Climate Control Conference held on October 6 – 7 in Doha.

This year's Climate Control Conference focused on district cooling, bringing together the best minds of the district

cooling community, the energy and water sectors, and the finance industry to lay the groundwork for the implementation of the cooling technology of the future with respect to regulations, sustainable use of water, end-user aspirations and using carbon credit as a source of finance.

The jury of industry professionals was supported by the auditing firm KPMG which has worked closely with CPI Industry in the past few years to conduct the highly-acclaimed Climate Control Awards. KPMG was responsible for monitoring the entire process to ensure credibility and an adherence to metrics and merit.

EIC and Tower Tech had a major



Dan Coday, International Sales Manager for Tower Tech (left) and Ammar Assi, EIC Qatar Area Manager accept the Recognition Honors award.

presence at the 2013 C3 event. Tower Tech was one of the event sponsors and had a booth at the show and Dan Coday was a featured speaker at the conference. ☐



### EIC Parking & Transportation Division Conducts Training

*Division begins training sessions for Automated Fare Collection System RTA workers*

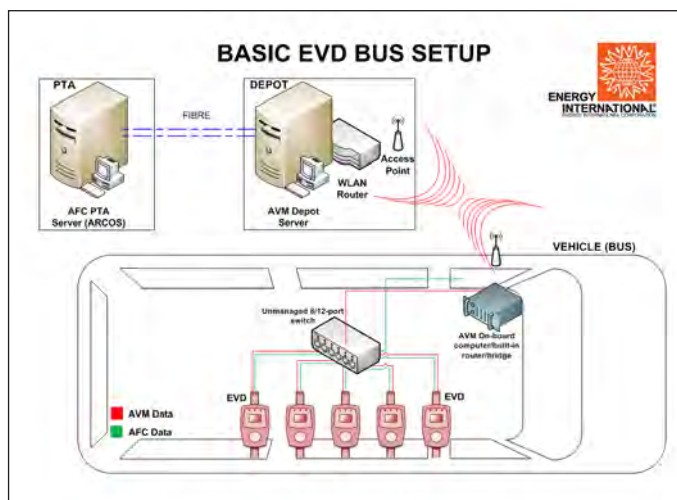
Energy International's Parking & Transportation Division held a three-day training seminar for members of the Dubai Roads & Transport Authority (RTA). The seminar, held October 1, 3 and 6, 2013 at the Roads & Transport Authority Headquarters Building in Dubai, UAE, was conducted by Chadi Farran, Project Manager for the Automated Fare System. 23 RTA members attended the training sessions over the three days.

The sessions provided an overview of the workings of the system with a more detailed look into how the data collected by the system can be utilized to improve service.

Energy International Parking & Transportation supplied, installed, and is currently maintaining the Automated Fare Collection System for RTA, Dubai, UAE. The system is integrated as one of Dubai's mass transit systems, rail, bus, and marine, as-well-as municipal parking into one system. There is no longer a need for commuters to use paper tickets. All transactions are done through a smartcard/ticket.

The heart of the system is the Electronic Validation Device (EVD). The EVD is a self-serve terminal that offers customers the ability to scan their smartcard/ticket when boarding buses, trains or water buses.

For example, when a passenger boards a city bus they scan their ticket. The information is routed through an onboard computer that transmits it to the backend system, a cluster of servers used to store the system's data.



Seminar attendees (above from left to right), Sam Cheriyan Geevarghese Charyan, Muhammad Farroq, Chadi Farran, Ayyup Khan, Ismayil Thazhe Chandam Kandiyil, and Zia Ul Haq Ghulam Sarwar. The illustration at left shows a basic Electronic Validation Device (EVD) set-up for a Dubai city bus.

The stored data can be used to run reports identifying things like ridership per vehicle and number of passengers by terminal by certain times of the day. This information can be used for improving the efficiency of the bus and rail schedules as well as understanding

passenger movement throughout the city.

EIC's Parking & Transportation Division was awarded the Certificate of Excellence by the RTA for the successful completion of the automatic fare collection project. EIC was recognized at the annual vendor meeting of the RTA in April of 2012.





### EIC Dubai Installs Tower Tech Cooling Tower at NGIP Plant in Qatar

*Celebrates first official start-up of a Tower Tech cooling tower in the Middle East*

The National Industrial Gas Plant (NIGP), established in Qatar in 1952, is a leading regional manufacturer of industrial gases such as oxygen, nitrogen, argon, carbon dioxide, breathing air, acetylene, nitrous oxide and hydrogen for industrial and medical applications. The company is also a provider of welding equipment and consumables.

Sixteen years ago, NIGP installed Tower Tech cooling towers consisting of three modules. The company has been pleased with the efficiency, performance, reliability and durability of the Tower Tech unit and turned to EIC and Tower Tech to provide additional cooling towers as part of an NIGP expansion project.

While the NIGP cooling tower sale was handled by the Doha office, the start-up was handled by the company's Parking & Transportation Division with offices in Dubai, UAE.

Mr. Chadi Farran served as Project Manager overseeing the start-up of the two new cells which were brought on-line on September 30, 2013. Mr. Farran was trained and certified as a Tower Tech representative and installation specialist in January of 2013. Mr. Farran worked on this start-up alongside Mr. Randy Russell, Regional Service Manager, Tower Tech USA.

"This is the first official start-up of a Tower Tech cooling tower in the Middle East conducted by EIC Dubai," said Mr. Chadi Farran, Project Manager and authorized Tower Tech



(Left to right) Project Manager Chadi Farran, Tower Tech's Randy Russel and K.M. Menon, NGIP Operations Manager survey the NGIP job site.

installation expert. "The installation process went smoothly and the customer is very pleased with the product."

The site has also served as a promotional installation for Tower Tech and EIC as Tower Tech is looking to expand the use of its efficient, energy-saving technology throughout the region.

"We had a large-end customer, consultant and contractor all visit the NIGP site," said Dan Coday, International Sales Manager for Tower Tech. "They were all blown away by seeing this technology in person."

### Parking & Transportation Holds Tower Tech Seminar in Dubai

EIC Dubai Parking & Transportation also hosted a Tower Tech Seminar on September 26, 2013 at the Ajman Meeting Room at the Westin Dubai Mina Seyahi Beach Resort & Marina Hotel in Dubai, UAE.

The seminar was attended by representatives from U.A.E's major end customers, consultants and contractors including Stellar Energy - a leader in the design and development of district cooling plants and similar energy solutions, Allied Consultants Ltd., Steel Construction Engineering Company (SCECO) and ETA - one of the UAE's largest Electromechanical contractors.

Mr. Randy Russell, Regional Service Manager for Tower Tech, led the seminar.

It was designed to give the attendees a basic understanding of Tower Tech's innovative cooling tower design / construction and how it uses less energy, conserves water and provides dramatic cost savings over the life-time of the unit.



Randy Russel leads the Tower Tech Seminar at the Westin Hotel in Dubai, UAE.



# EIC NEWS

The Latest News



## EIC Exhibits at Iraqi International Expo

**E**nergy International participated in the 9th Annual DBX International Expo in Sulaymaniyah, Iraq.

The exhibition, held November 20 – 23, 2013, was put on by the Iraqi-American Chamber of Commerce and co-sponsored by the Iraq Government and the Kurdish Regional Government.

The DBX International Expo is the only international expo in Iraq. It is designed to bring together business concerns from around the globe and promote an open-market economy in Iraq with a goal of rebuilding the country.

More than 500 local and international companies participated in the show that boasted nearly 100,000 visitors.



A ribbon-cutting ceremony kicks off the 2013 DBX International Expo in Sulaymaniyah Iraq (above right). Hassan Koubeissi (above left) and Fadi Rashid man the Energy International Exhibit at the show.





# PROJECT NEWS

King Saud University Girls Campus - Riyadh, Saudi Arabia

## An Exhausting Job Well Done

*EIC delivers patented induction ventilation technology to the King Saud University Girls Campus*



Architectural rendering illustrates the main entrance to the new King Saud University campus in Riyadh, currently under construction.

**K**ing Saud University in Riyadh, Saudi Arabia is one of the Kingdom's largest and oldest institutions of higher learning. The university, founded in 1957 by King Saud bin Abdul Aziz as Riyadh University, was established to meet the shortage of skilled workers in the country. It was renamed King Saud University in 1982.

The university sits on a nine square-kilometer campus with an enrollment of more than 37,000 students, both male and female. It offers a broad range of courses in the natural sciences, the social sciences, humanities and professional studies.

The university is in the middle of a

major expansion with the addition of the King Saud University Girls Campus. The Girls Campus is being constructed on a parcel of land about 1.8 km by 0.8 km just to the east of the current university.

The campus is made up of 34 major buildings including teaching and research facilities for undergraduate and graduate studies, student and staff member housing and supporting central facilities including a central kitchen, sewage treatment plant, LPG depot and electrical substation. The facilities are connected to a central plant by a one kilometer long utility service tunnel and covered walkway spine that runs the

entire length of the Campus.

Energy International Corporation (EIC) has been an integral part of the project from the beginning supplying air terminals, industrial fans and expansion joints the construction of a number of the facilities.

EIC was chosen by subcontractor Al Salem Air Conditioning (JCI) to supply components of the required induction/exhaust system to the construction of four research facilities, one each at The College of Pharmacy, The College of Medicine, The College of Dentistry and The College of Applied Medical Science.

Each college has its own research  
*continued on next page*



# PROJECT NEWS

King Saud University Girls Campus - Riyadh, Saudi Arabia

laboratory with each lab requiring a specific type of ventilation system.

Laboratory ventilation systems are designed to remove hazardous or noxious fumes from the laboratory by diluting the fumes as much as possible and expelling them from the building so the fumes cannot contaminate the structures roof or be allowed to re-enter the building through the make-up air system.

Each of the buildings will require a special set of induction/exhaust units to meet specific needs along with a general exhaust. All four labs will employ a chemical exhaust hood while the Colleges of Dentistry and Pharmacy will utilize a bio-safety, class II exhaust hood.

At a recent press conference to discuss the project, Dr. Ines Alissa, Assistant Vice President for Educational and Academic Affairs, stressed the necessity for safety which not only included the mechanical and technical components but also committing to staffing the labs with technicians trained to oversee that all laboratory procedure were carried out correctly. The technicians will be divided into two groups – one that will focus on chemical fumes and one that will focus on the prevention of radioactive contamination.

PennBarry HY-PLUME Induction Exhaust Systems were chosen for the project. The HY-PLUME Exhaust Systems are designed to perform in a true dynamic condition such as where crosswinds exist.

PennBarry's HY-PLUME induction nozzle is the industry leading technology for critical laboratory and



The multi-color gray mosaic design is carried throughout the main campus as a decorative exterior element on all buildings.



The PennBarry Hy Plume nozzles shown above are like those that will be installed on the laboratory buildings at the new KSU Girls campus.

diesel exhaust applications. The patent-pending induction nozzle design assures that the units will be minimally impacted by crosswinds, performing as rated and maintaining dilution.

When fresh ambient air enters the protected internal induction ports, the ports rely on the Venturi principle and

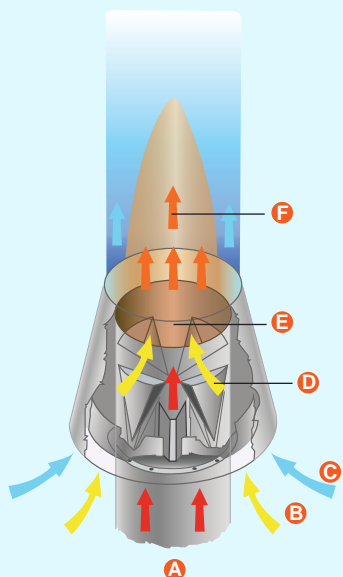
physics to create an aspirating effect with no moving parts. The induced air encapsulates the contaminated primary effluent as it enters the Windband/Plume Development Chamber.

Additional ambient air is induced directly into the Windband and further  
*continued on next page*



# PROJECT NEWS

King Saud University Girls Campus - Riyadh, Saudi Arabia



## How it Works

- Primary exhaust exits the purpose-built mixed flow fan and enters the induction nozzle. The armored induction nozzle has the unique ability to induce fresh air and dilute the primary airstream.
- Fresh ambient air enters the protected internal induction ports. The ports rely on the Venturi principle and physics to create an aspirating effect with no moving parts. The induction air encapsulates the contaminated primary effluent as it enters the Windband/Plume Development Chamber.
- Additional ambient air is induced directly into the Windband and further dilutes the contaminated airstream.
- The induction and primary airstream enter the multi-purpose Windband/Plume Development Chamber. The full-length Windband protects the induction ports from crosswinds and provides a means for the induced and primary airstreams to merge.
- The merged exhaust volume is accelerated to critical discharge velocity as it exits the Windband.
- The outlet velocity profile at the system discharge is uniform, ensuring maximized plume integrity and resilience to crosswind degradation.

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The outlet velocity profile at the system discharge is uniform, ensuring maximized plume integrity and resilience to crosswind degradation.


One benefit of the new system is the ability to adapt the nozzle to a number of efficient, mixed flow fans. The available combinations of fans and nozzles allow designers to tailor the system to the exact specifications of the project.

For the KSU project, EIC engineers specified PennBarry VCR backward inclined fans to meet the contractor's

specifications. VCR fans are heavy-duty and designed to handle a variety of atmospheric conditions including fumes, abrasives and high temperatures..

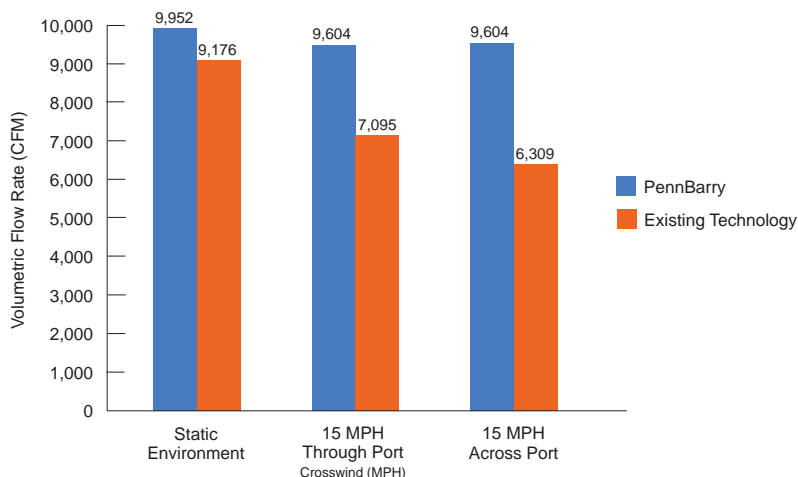
The units are coated with Heresite, a top-of-the-line UV coating that

will inhibit corrosion and deliver superior chemical resistance and high temperature resistance.

The units were manufactured at PennBarry's Lebanon, Indiana facility and shipped to the job site in Riyadh. 

## Crosswind Impact on Fan Performance

\*Windband discharge for primary flow of 6,000 CFM







# PROJECT NEWS

Anantara Doha Island Resort & Spa - Qatar

## Turning a Banana Into a Gem

*EIC supplies industrial plumbing equipment to Qatar's newest luxury resort island*



The Anantara Doha Island Resort & Spa is a new island getaway currently under construction on Banana Island located 3.5 kilometers east of the Hamad International Airport.

The 141-room luxury island resort, scheduled for completion in April of 2014, is being built on the 29.65 hectare island and will be operated by Anantara Hotels, Resorts and Spas, a Thailand-based company that operates more than 30 facilities in Asia, Africa and the UAE.

The 5-star resort will offer 34 guest villas, 24 hotel rooms, and 48 family suites including two- and three-bedroom poolside villas. There will also be 11 Maldives-style villas built above the gulf waters on stilts.

The resort's other amenities include four restaurants and bars including a contemporary Japanese restaurant and Arabic beach club.



The Anantara Hotels, Resorts & Spa offers a number of family-oriented amenities including a kids club and miniature golf. The luxury island resorts has a hotel, beach-side villas and Maldives-style villas (above).

Leisure facilities include four pools, a surf pool with wave machine, a hydro exercise pool and a lagoon pool, Anantara Spa and extensive Wellness & Holistic Center, plus a 24-hour fitness center and tennis court, kids club, a dedicated family beach, a nine-hole putt-putt golf course, a ten-pin bowling alley and cinema and a 33-berth marina.

The resort will also have its own

fully-equipped diving center with access to a man-made off-shore reef that will allow guest the opportunity to plant their own coral.

Business-related facilities include a ballroom that can accommodate up to 250 guests, two meeting rooms with accommodations for 50 delegates and an outdoor meeting area that will

*continued on next page*



# PROJECT NEWS

## Anantara Doha Island Resort & Spa - Qatar

accommodate 100 people.

Anantara advertises the resort as the sole off-shore escape for both Doha residents and visitors alike. The resort is primarily targeted at GCC nationals, Qatari citizen in particular, along with Saudi and European tourists.

While some of the facilities will be open to non-guests, the final membership structure is still being developed.

Access to the island will be a 16 to 20 minute ferry ride leaving from Shuyoukh Port across from the Souq Waqif. There are also plans to connect the island to other ports including the Pearl Qatar.

Aktor, a global contractor, with headquarters in Athens, Greece and offices in 17 countries, including Doha, Qatar, is the MEP contractor for the project.

Aktor called on Energy Electric Controls (EEC), EIC's office in Qatar, to provide industrial plumbing to the project.

EEC sourced a series of lint, oil and grease interceptors from Jay R. Smith Mfg. Co of Montgomery, AL, USA. Jay R. Smith is a leading manufacturer of quality engineered plumbing and drainage products in the non-residential construction industry. EEC is the exclusive representative for Jay R. Smith products in Qatar and has worked with Jay R. Smith on a number of projects in the Qatari market.

Large capacity interceptors are used in commercial kitchens or institutions



Jay R. Smith interceptors are fabricated of heavy-gauge steel and Duco Coated on the exterior and interior.

where there is an anticipated high rate of discharge of grease and oil laden waste from the fixtures. Oil and grease in the interceptor is drawn off by gravity to a storage tank or container.

Flow rate into the interceptor is controlled by a flow-control fitting. The fitting allows the grease-laden water to enter at a controlled rate of flow, free of turbulence. The water interacts with strategically located baffles to separate the grease contaminants from the water. Once separated, the grease rises to the surface by natural flotation and accumulates until it is removed. Jay R. Smith's engineered units have proven to remove more than 90% of the grease.

Jay R. Smith interceptors are fabricated of heavy-gauge steel and Duco Coated

on the interior and exterior. The cover design allows for fast removal for cleaning. Interceptors can be set on the floor, semi-recessed into the floor or fully-recessed with cover flush with finished floor.

Interceptors come in a range of sizes. The 10 units installed at the Anantara Resort range in size from 509mm wide, by 901mm long, by 610mm high, (20.75 x 35.5 x 24.55 in.), weighing 88Kg (195 lbs), to massive units at 1,100mm wide, by 1,703mm long, by 1,384mm wide, (43.5 x 67.75 x 54.5in.), weighing in at 544 kg (1,200 lbs).

The Banana Island units will be installed in the Kids Club, Lookout Restaurant, Beach Club House and to service the Chalets.

The lint interceptor is one of Jay R. Smith's standard 100 gallon units. The two oil and seven grease interceptors are special orders, built to the contractor's specifications. They are supplied with aluminum covers and a control box sensor that provides an alert when the units are full and need to be cleaned or have the oil drained to a storage tank. The grease interceptors are supplied with an enzyme opening allowing for the injection of enzymes or bacteria into the units to assist in breaking down the grease.

The units will be manufactured at Jay R. Smith's Alabama facility in the U.S. and will be shipped to Qatar. 🇶🇦

*Jay R. Smith is a leading manufacturer of quality engineered plumbing and drainage products in the non-residential construction industry. EEC is the exclusive representative for Jay R. Smith products in Qatar and has worked with Jay R. Smith on a number of projects in the Qatari market*



# PRODUCT SPOTLIGHT

Kuwait Shihsa Cafe - Kuwait City, Kuwait

## Where There's Smoke, There's a Solution

*EIC supplies smokeeters to keep Kuwait shisha cafe in compliance with smoking laws*

Energy International is truly your one-stop shop for all electromechanical devices and more. The sales staff at EIC is always available to assist customers with sourcing special equipment for their projects. EIC has supplied everything from billiard tables and exercise equipment to customized scoreboards for its clients throughout the Middle East.

When the L'espace International Company, a leader in the supply of top-quality, ultra-modern equipment to hotels, hospitals, restaurants, kitchens, palaces and villas, was in need of commercial air cleaners for a 200 square-meter Shisha Café for a customer in Kuwait, they turned to EIC, contacting Ramu Manjunath at the Energy Kuwait office in Safat.

Shisha Cafés, or Hookah Cafes as they are known in other parts of the region, provide patrons with a relaxing atmosphere to enjoy smoking these traditional water pipes, which have long been a part of Arab tradition.

Many GCC countries have instituted some sort of smoking ban, many prohibiting smoking in enclosed public areas. In February 2012, Kuwait implemented a smoke free law for cafes, restaurants, hotels, malls, schools, universities, hospitals, airports, government offices, and other places. Cafes, hotels and restaurants were permitted to provide "well-isolated places" for smokers and Shisha Cafés, in particular, were exempt from the law.

The project called for some



The Air Quality Engineering Smokeeter unit, shown above with optional source capture plenum, will clear the shisha cafe air and keep tobacco odor from escaping into the mall.

specific requirements. The restaurant anticipated that there would be serving an average of 60 customers who would be smoking. The facility would also have open doors to the mall. The client required that the units not only clear the air inside the restaurant but impede any of the smoking odor from escaping into the mall space.


The design called for hidden units, installed between the false ceiling and concrete roof with the air drawn into the units through ceiling-mounted grills.

EIC was able to provide a solution for L'espace. The U.S. office contacted Air Quality Engineering of Brookland Park, Minn., a leading manufacturer of high-quality, cost-effective, air filtration systems for commercial, industrial and

residential applications.

The unit specified for the L'espace project is the Air Quality Engineering F66L-1526 Industrial Electronic Air Cleaner with a HEPA filter module MERV 17 1,100 CFM filter and two 45 lb. carbon modules.

The F66 is a self-contained electronic air cleaning system designed for general background cleaning of ducted for source capture applications. (The L'espace project will use the ducted application.) The F66 efficiently captures a broad range of airborne contaminants including smoke, fumes, soot, light dusts and coolant mists at a rate of up to 2,600 CFM, with no costly filter replacement.

The units will be shipped from the company's factory in Brooklyn Park, Minn. 





# PEOPLE NEWS



## EIC U.S. Headquarters 2013 Christmas Party

The EIC U.S. office held their annual Christmas party on Monday, December 21, 2013 at Andiamo's in Dearborn, MI. Attendees enjoyed a delicious lunch, entered to win a number of door prizes and participated in several fun games including roulette and the party favorite Deal or No Deal with host Allie Bazy. The afternoon ended with encouraging words from EIC CEO Dr. Ned Fawaz. 🎄



(Clockwise from top) Party attendees enjoy lunch. Shipping Coordinator Inga Chismar reacts after opening a box of exploding confetti. Admin Tina Troppi won an Ipad Air in Deal or No Deal. CEO Ned Fawaz delivers some encouraging words to the Energy staff. Rami Fawaz mans the wheel for a round of roulette. Alex Itawi ponders whether to keep his envelope or take the deal offered by game host Allie Bazy.



# PEOPLE NEWS

## EIC Welcomes New Faces

Please join us in congratulating Mr. Krishna Kumar who was recently promoted to Sales Manager at Energy Industrial. Krishna joined EIC in January of 2007 and recently held the position of Sr. Sales Engineer.

Energy International would like to welcome the following people to the EIC family.

Ronald Hoge joins the U.S. Headquarters as the new company controller.

Ron comes to Energy International from Inergy Automotive of Milan, MI, where he served as a Plant Controller for the manufacturer of automotive plastic fuel tanks and system components.

Prior to that Ron served as Vice President Administration for Walsh Precision Products of South Lyon, MI.

Ron holds a Bachelor of Science (Cum Laude) - Accounting from Eastern Michigan University.

EIC's recently-opened office in Safat, Kuwait is being run by Ramu Manjunath. Ramu is an Electrical Engineer with more than 13 years of experience in HVAC sales in India and Kuwait. He comes to EIC from Eastern Engineering Company where he represented F.lli Ferrari Ventilatori Industriali of Italy and ET Solar Group of China in the southern India region. When he's not on the job, Ramu enjoys cricket, badminton, photography, gardening and classical music.

Amany Saayed has joined the Beirut, Lebanon office as an Estimation



(Above) Wissam Nassif is recognized for 10 years of service with the company. Ramu Manjunath (far left) heads the EIC Kuwait sales office. (Amany Saayed (left) joins the estimation team in Beirut. Ron Hoge (below) is the new controller working out of the U.S. office.

Engineer. Amany holds a degree in Mechanical Engineering/Industrial HVAC from the Lebanese University and has done internships at the Arabian Construction Company (ACC) and the Khatib & Alami Company, both located in Beirut.

Wissam Nassif, International Sales Manager for EIC was recognized at the company's 2013 Christmas Party for 10 years of service. He was awarded a watch by CEO Dr. Ned Fawaz. 🕒

