



# ENERGY INTERNATIONAL REPORT



SUMMER 2015

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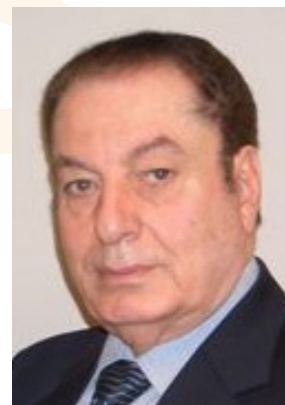
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EIC People News

EIC report is published twice a year by and for the employees of Energy International Corporation and their friends and associates in the business. All inquiries should be sent to: [jpeter@energyintl.com](mailto:jpeter@energyintl.com).  
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## Letter from the Top • Dr. Ned Fawaz

Energy International is celebrating its 37th year in business in 2015. I have seen my vision grow from a couple of employees in a small office in Southfield, MI, into an international business with 200 employees and offices throughout the Middle East. Our success is a direct result of the dedication, professionalism and strong work ethic of the Energy international family. As part of our plan for the future we are in the beginning stages of transitioning the day-to-day operations over to the next generation of leaders. Effective August 1, 2015, Alex M. Fawaz, Vice President of Operations, will begin assuming some of my responsibilities, overseeing the operations of our offices in Lebanon and Jordan. I want to thank you all for your continuing efforts to the success of EIC and ask for your support as we start the next chapter of Energy International. In this issue we look at our growing company as Jordan moves into larger quarters and Riyadh changes its name to Energy International. Cooling tower supplier Jacir-Gohl invites our product experts to visit Germany and France and holds a seminar for consultants and contractors in Saudi Arabia. We look at recent projects, manufacturer technology and welcome new employees to the company. Good things lie ahead for Energy International and I thank you all for being a part of our journey. 🍀



**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.



### Alex M. Fawaz to Assume Greater Duties at Energy International

*Fawaz will oversee day-to-day operations of the company's regional sales offices in Beirut and Jordan*

**E**nergy International Corporation announced that Alex M. Fawaz, Vice President of Operations will be adding to his responsibilities. Effective August 1, 2015, Alex will be overseeing the operations of Energy International and Engineering in Beirut, Lebanon and Energy International's Jordan office in Amman. These offices are currently under the directive of Energy International Corporation CEO and founder, Dr. Ned Fawaz.

"Energy International Corporation has enjoyed more than 36 years of success providing electromechanical products to thousands of major construction projects throughout the Middle East and beyond," said CEO Fawaz. "Our success is a direct result of the dedication, professionalism and strong work ethic of the Energy International family. We look forward to many more years of success and continued growing thanks to all of your hard work."

"As part of our plan for the Energy International's future," said Fawaz, we are beginning the transitioning of the day-to-day operations of the company to the next generation of leaders."

Alex Fawaz joined the company as Vice President of Operations last year, charged with overseeing the day-to-day operations of the company's U.S. sales office on updating the Customer Relations Management (CRM) system designed to provide business intelligence analysis to improve efficiency and profits.

Alex has a long history with Energy International having grown up with the business as the son of founder and CEO Ned Fawaz. Alex has served the company in several capacities over the years. While attending the University of Michigan studying molecular biology, Alex worked in the warehouse and served as an estimation engineer.

He has also conducted research for the University of Michigan Health System and was one of a team of individuals tasked with successfully creating one of the nation's first Federally Contracted Accountable Care Organizations.

Before rejoining EIC, Alex worked as a Principal at Cleanetics, a leading, full-service, design, build cleanroom supplier. ■



Suraj Bala, a senior engineer with Energy industrial Members of the Energy International & Engineering team are immersed in technical training on Metalaire air terminal products.

### EIC's Beirut Office Receives Metalaire Product Training

**M**embers of the engineering and estimation departments at Energy International & Engineering (EIC's regional office in Beirut, Lebanon) attended a half-day technical training seminar for Metalaire air terminal units. The presentation was given by Suraj Bala, a senior engineer from Energy Industrial Co., EIC's Sharjah factory. The factory manufactures some custom air terminals for projects in the Middle East. Most Metalaire products are built in the USA. Attendees for the session included Hassan Koubisi, Saleh Anan, Ali Metrik, Mohamed Al Arab, Amany Said, Sarah Hajjar, Said Bo Orum, Nour Mosaawi, Kifah Nasser El Din and Wissam Nassif, International Sales Manager from Energy International's USA office. ■



### EIC Parking & Transportation Receives Special Award for Support of Dubai Metro

*Certificate of Appreciation presented in recognition of valuable support to Serco*



Energy International Program Manager Chadi Farran (far right) stands next to Jeremy Davidson, Program Director for Serco. Davidson presented a Certificate of Appreciation to EIC Parking & transportation for their support of Serco.

Jeremy Davidson, Program Director for Serco Dubai Metro Middle East Operations presented Energy International Corporation with a Certificate of Appreciation in recognition of the valuable support EIC has been providing Serco on various projects. Davidson presented the award to Chadi Farran, EIC Parking & Transportation Program Manager during one of his regularly-scheduled site visits on July 21, 2015.

During the presentation Davidson announced to his Serco team, "We have never done this before to a subcontractor. If we had more subcontractors that support us the way Energy International have been supporting us, we would be able to work less hours".

Serco Dubai Metro Middle East Operations has operated the Dubai Metro since the official opening and inauguration in September of 2009. The Dubai Metro is one of the world's most advanced systems and the first of its kind in the Gulf and Middle East region. It features a fully automatic driverless train with on-board information, air conditioning with a maximum speed of 90 km/h and run to the highest global safety standards.

"I would like to take this opportunity to thank all of our staff members that supported us with the Serco projects that were completed last year and that we are currently working on," said Farran. "Keep up the great work. We wouldn't have been recognized without your support." 🇦🇪

*If we had more subcontractors that support us the way Energy International have been supporting us, we would be able to work less hours.*

*- Jeremy Davidson, Program Director - Serco*





### Advanced Electromechanical Becomes Energy International Corporation - Riyadh

There is a new sign on the door at EIC's Riyadh office. The office at 3135 Prince Sultan bin Abdul Aziz Rd. in Riyadh's Sulaymaniah district opened in October of 2013 as Advanced Electromechanical Company. In May of this year it began operating under the Energy International name. We wish our new "Energy International" employees success in their future endeavors. 🇸🇦



Energy International Riyadh occupy's space on the third floor of a complex that houses many local and international businesses (far left). The familiar sun logo greets visitors to suite 315 (left). Riyadh Area Manager Mazen Sheet (above) in his new office oversees a staff of three including (left to right in photo below) Secretary Sajid Dafeer Mohamad and Sales Engineers Majd Kanann and Marwan Mroueh.







### EIC Engineering Team Visits Jacir-Gohl Facilities in France and Germany

*Representatives from EIC offices attend 10 days of hands-on technical training on all Jacir-Gohl products*



Several members of the Energy International team were invited to attend a 10-day technical training session with Jacir-Gohl. The group included Khalil Bilane, General Manager, EIC Abu Dhabi; Mahmoud Al Kirdi, Project Sales Engineer, EIC, Dubai; Ziad Khalid, Sales Manager, EIC Qatar; Fayez Khoury, Assistant Manager, EIC, Sharjah; Hasan Koubiessi, Sales Engineer, EIC, Lebanon and Marwan Mroueh, Sales Engineer, EIC, Saudi Arabia.

Jacir-Gohl is a leading manufacturer of cooling towers with more than 50 years of experience in the design, manufacture and installation of a wide range of evaporative cooling solutions. Managing its international sales and distribution through three European sites in France and Germany, Jacir-Gohl

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(Top right, left to right) Mahmoud Al Kirdi, Fayez Khoury, Hasan Koubiessi, Marwan Mroueh, Michael Kost, Khalil, Bilane and Ziad Khalid take a break from training at Jacir-Gohl's headquarters in Germany. The EIC engineering staff receives hands on training at Jacir-Gohl's facilities where they closely inspect the company's cooling towers (top right and left). The group also enjoyed the sights with visits to Switzerland and Konstanz, Germany (below).







# EIC NEWS

## News

Gohl has delivered more than 65,000 towers to 100 countries. The company recently signed a partnership agreement with Energy International Corporation to have EIC represent them in the Middle East.

The 10-day training session included three days at Gohl's Singen Germany; three days at Jacir's headquarters in Pontault-Combault Cedex, France, and three days of training at the Jacir manufacturing facility in Normandy, France.

Jacir-Gohl also treated their guests to visits to Paris, France, Konstanz, Germany and Stein on Rhein, Switzerland.



Khalil Bilane and Mahmoud Al Kirdi inspect a Jacir cooling tower at Jacir's headquarters in France (top). Trainees were treated to a night on the town in Paris, sharing a meal with Nicolas Winkler and Lorent Petiot from Jacir (above right). The EIC group (above left) was joined at the Gohl facility by Mrs. Waldoch from Gohl aftersales. Koubiessi, Al Kirdi, Khalid and Khoury, receive hands on training at Jacir-Gohl's manufacturing and technical center in Singen, Germany.





### EIC Riyadh Office Holds Jacir-Gohl Seminar

*Saudi contractors, consultants and Ministry members learn the benefits of using Jacir-Gohl evaporative products*

Energy International's Riyadh, Saudi Arabia office recently held a seminar to introduce the Saudi market to Jacir-Gohl cooling towers. Jacir-Gohl recently signed a partnership agreement with EIC to represent their evaporative cooling technologies in the Middle East.

The seminar was held on Tuesday, May 12, 2015 at the Executive Hotel in Riyadh. It was attended by 35 consultants and contractors along with representatives of the Ministry of Water and the National Water Company.

Alex Fawaz, Vice President of Operations, EIC, kicked off the seminar with an overview of Energy International Corporation. Michael Kost and Nicolas Winkler from Jacir-Gohl introduced the group to the advantages of Jacir-Gohl's wide range of cooling towers and evaporative cooling technologies.

Several key topics were covered included power efficiency and water saving technologies such as Jacir-Gohl's EcoTec range of energy-saving forced-draft towers to optimal designs for BREEAM and LEED certified buildings.

The presentation also covered new materials like Gohl's whirl-sintering anti-corrosive coatings and Jacir's X-Steel and a comprehensive look at the advantages of installing closed towers to provide long-lasting stable cooling operation that is legionella-free.

Michael and Nicolas encouraged the attendees to participate in



Consultants, contractors and members of the Saudi Ministry of Water learn the technical benefits of Jacir-Gohl products (above). Michael Kost (left in photo at left) and Nicolas Winkler of Jacir-Gohl pose for a photo with a member of the Saudi Ministry of Water.

the discussion on the different technologies and provided answers to attendee questions.

"The seminar went very well," said Marwan Mroueh, Sales Engineer for

EIC Riyadh and technical expert on cooling towers, "The attendees were very pleased with the presentation and satisfied with the responses they received from Michael and Nicolas."





# PROJECT NEWS

Aga Khan University Hospital - Karachi, Pakistan

## Improving Infant Care

*Aga Khan University Hospital adds new State-of-the-art Neonatal Intensive Care facility*



The Aga Khan University Hospital is putting the finishing touches on a new 9,000 square-foot Neonatal Intensive Care Unit expansion that will facilitate the quick shift from delivery suites to emergency intensive care when necessary.

The Aga Khan University Hospital in Karachi, Pakistan, was established in 1895 to serve as the primary teaching facility for the Aga Khan University's Faculty of Health Sciences.

The 500-bed hospital offers a broad range of secondary and tertiary care supported by the highest doctor-to-patient and nurse-to-patient ratios and support services.

The University Hospital's multidisciplinary approach to diagnosis and care ensures a continuum of safe and high quality care for patients, with all services under one roof.

AKUH is part of an international referral network providing primary, secondary and tertiary level care. Doctors need not be affiliated to the

Aga Khan Hospitals to refer patients to its comprehensive healthcare network. The hospital is open to all patients in need. Those who are unable to pay for treatment receive generous assistance through a variety of subsidies and the Hospital Patient Welfare Program.

In 2000, AKUH became the first teaching hospital in Pakistan to be completely ISO 9002 certified. It has since received ISO 9001 certification. The AKUH quality assurance program serves as a model for other health institutions in the private and public sectors and in the Aga Khan Development Network.

AKUH is putting the finishing touches on a new Neonatal Intensive Care Unit (NICU) expansion. The new 9,000 square-foot, 24-bed, state-of-the-art NICU is located closer

to the labor and delivery suites and will help consolidate mother and baby services and facilitate the quick shift of at-risk babies from the Labor and Delivery suites to emergency intensive care.

The enhanced square footage in each room will allow incubators to be set at least five feet apart to accommodate bedside procedures and surgery

Two contact isolation rooms will be equipped with all standard applications including a hands hygiene station and an area for storage of clean and soiled material

Two airborne infection isolation rooms along with a small anteroom, complying with all standard applications of floor space, will be equipped with a hands-free hand, washing station and area for  
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# PROJECT NEWS

Aga Khan University Hospital - Karachi, Pakistan

storage of clean and soiled material

The NICU will also provide a special feeding area with comfortable seating arrangements for expressing breast milk, a counseling/teaching room with a seating capacity of 16, equipped with multimedia facilities and wireless connectivity and a 12-seat waiting area for parents and families adjacent to the NICU with TV, telephone connection, Wi-Fi facility and washrooms.

To ensure that babies are in a safe environment, the new NICU will have restricted access and be monitored by closed-circuit TV.

The NICU's HVAC system is designed to provide an air temperature of 72 degrees F to 78 degrees F (24-26 degrees C) and a relative humidity of 30-60 percent. In order to avoid condensation on wall and window surfaces a six to eight hourly system of 'air exchange' will be required.

Energy International was called on to provide duct heaters to the unit's HVAC system. Moiz Monsoor Ali, Senior Buyer for the Aga Khan Hospital & Medical College Foundation contacted Ahmed Chughtai at EIC's Canton, MI, USA office to purchase the components.

"We have done business with the hospital in the past," said Chughtai. "They contact us whenever they need components like duct heaters. They know that Redd-I Heat products are well-built and provide efficient, long-lasting performance."



The enhanced square footage in each room will allow incubators to be set at least five feet apart to accommodate bedside procedures and surgery.

The six Redd-I Heat Series HF, open coil electric duct heaters will be installed in four patient rooms and two isolation rooms. The duct heaters will be connected to an electronic control system to assure the air temperatures in all rooms stay within the 72 to 78 degree range.

Open coil duct heaters offer several advantages when properly used. They release heat directly into the airstream resulting in lower element temperatures, provide higher wattage per square foot of duct area, have low pressure drop due to high percentage of open area, are

light weight, easily installed.

All Redd-I Heat duct heaters are custom manufactured to meet the specifics of each project. The six units for the Aga Khan hospital will be constructed so they can be mounted inside the air ducts. The units will feature 80/20 nickel chrome heating elements made of the highest grade resistance wire. Nickel chrome provides precision heating while using less energy.

The HF Series duct heaters will be manufactured by Redd-I Products Company, a division of TPI Corporation, located in Johnson City, Tennessee, USA. 🇺🇸

*The Redd-I Heat Series HF open coil duct heaters will be electronically controlled to assure the air temperatures in all NICU rooms stay within the critical 72 to 78 degree F range*



# PROJECT NEWS

Lusail Car Park - Lusail, Qatar

## A Shining Example

*EIC Qatar teams up with Jay R. Smith to provide custom-designed stainless-steel trench drains for the Lusail Marina Car Park.*

Lusail is the newest planned city in Qatar, located on the coast, in the northern part of the municipality of Al Daayen about 23 kilometers north of the city center of Doha, and just north of the West Bay Lagoon.

When completed, the 35 square-kilometer city will provide accommodation for up to 260,000 people. The plan calls for marinas, residential areas, island resorts, commercial districts, luxury shopping and leisure facilities, including two golf courses, an all giraffe zoo and an entertainment district.

The Marina District features a car park that will accommodate up to 400,000 visitors per day. The car park is the first structure completed in Lusail and includes four underground parking structures with three levels each with a total floor surface of 150,000 square meters, four dedicated places for disabled people on each level, air conditioned passage for pedestrians, 60 travelators, 48 escalators and 16 lifts.

The top, or ground level, consists of a number of buildings housing the many lifts and stairways that provide access to and from the lower levels. The buildings are connected by an intricate, geometric design of stone-paver walkways. The walkways are lined with lush gardens, 26 gardens in all, covering the four car parks. The gardens are landscaped with 140,000 ground cover plants, 1,600 trees, an abundance of shrubbery, and lined



The architects illustration of one of four landscaped surface area above the Lusail Car Parks shows the intricate paving stone walkway spotted with gardens and lined with palm trees. There are 110 palm trees planted in all four landscaped areas.

with 110 palm trees.

Energy International's Qatar office was called on to supply an intricate maze of trench drains and grates that would be installed throughout the parks. The trench drains would serve to channel water run-off from rainstorms and plant irrigation.

"We received the basic design from the client which required specific sizes to meet their specifications," said Ammar Assi, General Manager for Energy International Qatar. "We worked with our supplier Jay R Smith to propose a custom design for the drains and grates using

316L grade stainless steel."

"The grates," added Assi, were polished to a near-mirror finish adding a very sophisticated look to the project."

Jay R Smith MFG Co., with headquarters in Montgomery, Alabama, USA, is a long-time partner with Energy International having supplied a number of custom-designed drains systems to projects in Qatar and throughout the Middle East.

EIC and Jay R. Smith worked together to generate the necessary shop drawings for the trench drains and grates.

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# PROJECT NEWS

Lusail Car Park - Lusail, Qatar



Entrances to the parking structure sublevels (above left) are surrounded by newly-planted gardens. Workers install the trench drains (top right). The drains are part of the overall design used as a separation line between the different paving bricks. The design called for precision manufacturing assuring precise fit where trenches intersect (right and lower right). The highly-polished stainless steel finish (still covered in protective plastic in these photos) adds a touch of elegance to the polished marble and colorful paver design.



The project provided an interesting challenge for the design team requiring more than 450 meters of trenches and grates divided into many sections and spanning all four car parks.

Each of the four parks was designed on a different surface level to create a natural flow from one park to the next. The varying surface levels created slopes from one section to another necessitated that the trenches had to be sloped as well. The specifications also called for varying grate widths depending on where, and which

park, the trenches were installed.

"The design provided an additional challenge as the trenches needed to cross each other at certain points," said Assi. "These intersections created some unusual angles that had to be carefully plotted out in the technical drawings before we went to production."

After a number of revisions the final drawings received approval from the client and the trenches and grates went in production at Jay R. Smith.

Jay R Smith's precision manufacturing

team constructed the trenches working within the two millimeter margin of error specified by the design.

"The units had to be very precisely manufactured," said Assi. "Any small error in building the units would be obvious when the trenches were installed."

Thanks to the hard work and dedication of the staff at EIC Qatar and the professionals at Jay R. Smith MFG Co., the complete project was shipped to Qatar and installed in less than 10 days with no problems. 🇶🇦



# PROJECT NEWS

Green Energy: BurJuman Center - Dubai, UAE

## Clearing The Air

*EIC's newest division provides much needed air purification technologies to customers in the Middle East*



The Green Energy Staff (left to right) , Muhammed Mustafa, Operations Manager, Vivek Kumar, Mechanical Engineer, Lani Mae Fernando, Secretary, Eva Pascual, Secretary, Anil Kumar, Technician and Ram Singh, Technician.

**E**nergy International is a parent company made up of a number of divisions serving the HVAC and electromechanical, Building Management and Parking and Transportation industries. Green Energy Air Conditioning Systems is the newest division to spin-off from EIC's parent.

The division, launched in 2013, with offices located in Al Nahdu, Dubai, specializes in the design, supply, installation and maintenance of air purification, ventilation and air

filtration systems for commercial and industrial applications. Ahmad Mohsen serves as the division General manager.

"We launched Green Energy to better serve the increasing demand for air purification and ventilation technologies in the Middle East," said Dr. Ned Fawaz, CEO, Energy International Corporation. "There has been a major focus on improving indoor air quality for commercial, industrial and residential spaces, creating healthier environments for

occupants and workers."

"It has always been EIC's quest to provide our customers with the latest technologies," said Fawaz. "We felt there was enough potential to launch a separate division to service the air purification and filtration markets. Ahmad Mohsen was the best choice to lead this new division."

Mohsen has more than 20 years of experience with Energy International having previously worked as the

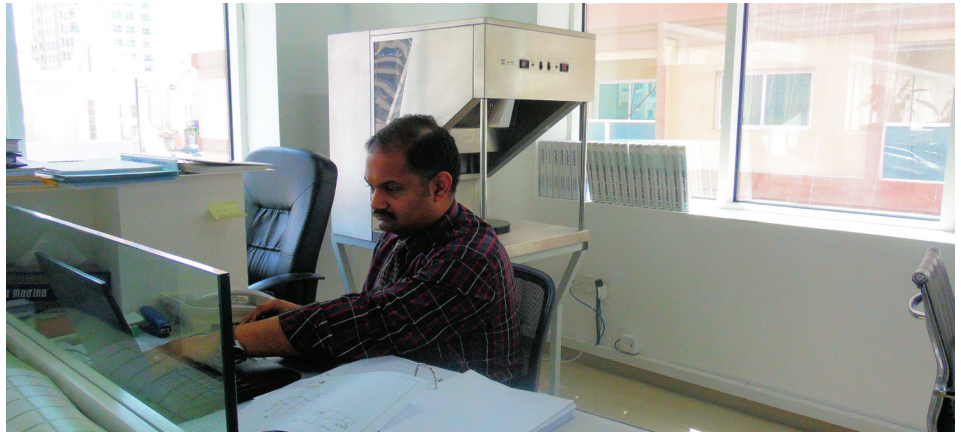
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# PROJECT NEWS

Green Energy: BurJuman Center - Dubai, UAE



Ahmad Mohsen, (above left), Green Energy's General Manager, has more than 20 years of experience with Energy International Corporation. Vivek Kumar (above right) works on a design proposal for an upcoming project.

General Manager for the company's Abu Dhabi, UAE office before taking the head job at Green Energy.

Green Energy currently has six employees who are specialists in their respective fields.

Muhammed Mustafa is the Operations Manager assuming all purchasing and logistics. Vivek Kumar is the division Sales Engineer who works directly with clients on the technical details of each project. Anil Kumar and Ram Singh handle all field work, supervising installation and commissioning of projects and follow-up visits to the job site if required. Lani Fernando and Eva Pascual handle all office administrative duties.

Green Energy partners with the world's leading manufacturers of air quality technologies, such as Cantech Kitchen Ventilation, a division of

UK-based Mansfield Pollard and Co. LTD, UK-based Purified Air and UVGI Systems, Germany's Bioclimatic and CosaTron and PennBarry located in the United States.

The product line-up includes state-of-the-art technologies for commercial and industrial kitchen ventilation, grease, odor and smoke control, air ionization systems that provide clean, healthy, fresh air for commercial and business environments and air sterilization systems for hospitals, clinics and pharmaceutical laboratories.

The division's product line also includes, ecology units, air handling units, acoustic enclosures, fire-rated ductwork, air conditioning systems, automatic control systems and vibration control products.

Though the division has only been

in business for a short time, Green Energy has already been involved in several major projects including: Mall of Emirates, Fairmont Hotels in Abu Dhabi and Ajman, The Dubai Mall, Murdif City Centre and Burjuman Dubai.

The Burjuman is one of the oldest mega shopping malls in Dubai, UAE, located in the residential area of Bur Dubai on the western side of Dubai Creek.

Developed and owned by the Al Ghurair Group, the mall is comprised of over 2.8 million square feet (260,000 square meters) of mixed-use space including the shopping mall, business tower, hotel suites and duplex residences.

The mall is currently undergoing a major renovation to the North wing, the oldest section of the mall which opened in 1992.

The multi-phase project will  
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*"We launched Green Energy to better serve the increasing demand for air purification and ventilation technologies in the Middle East,"*

*— Dr. Ned Fawaz, CEO, Energy International Corporation.*



# PROJECT NEWS

Green Energy: BurJuman Center - Dubai, UAE

increase total retail area from 800,000 square feet (74,000 square meters) to 1 million square feet (93,000 square meters). The design is aimed at extending and architecturally unifying the mall's physical space as well as enhancing the shopping and entertainment experience, with the addition of a 14-screen Vox Cinemas multiplex and new anchor tenants including a 16,215 square-foot (5,780 square meter) Carrefour hypermarket.

Green Energy teamed with Energy Industrial Co., EIC's factory in Sharjah, to supply ecology units to the project.

"We were not on the original vendor list as the specifications were for another manufacturer," said Fadi Salibi, "General Manager, Energy Industrial Co." "With coordination from Green Energy we managed to secure the project. In addition, this was the factory's initial venture into producing ecology units on a large scale."

The 10 ecology units were installed above the kitchen area of the mall's food court and designed to remove any odors, grease and other contamination from the airstream before it is exhausted from the building.

Each unit is comprised of multiple electrostatic precipitators supplied by Purified Air of Essex, UK, a carbon filtration system and a PennBarry commercial exhaust fan.

The air is drawn into the ecology unit where it passes through the electrostatic precipitators, ionizing




Workers install one of 10 ecology units above the food court at the BurJuman Centre mall in Dubai (above). Each unit is specifically designed by Green Energy engineers composed of components sourced by Green Energy and enclosed in custom cabinetry designed and built by Energy industrial, EIC's Sharjah, UAE factory. The BurJuman expansion includes the addition of a Carrefour hypermarket (left).

the air and removing odors and other contaminants. The airstream passes through a carbon filter that removes any remaining odors and is exhausted through a PennBarry Dynamo fan.

The special housing was designed and constructed by Energy industrial and the ecology units were shipped

complete with control panels mounted and ready to install.

Green Energy is busy building its product portfolio and spreading the word by participating in Trade Shows and working closely with consultants and end users to have products included in the design stage. 





# TECHNOLOGY

PennBarry Lab

## PennBarry Lab Receives AMCA Accreditation

*AMCA accreditation will create a broader selection of AMCA certified solutions*



The PennBarry testing laboratory (the new tunnel shown in the photo above) has received AMCA accreditation allowing PennBarry to certify all of their products to meet AMCA requirements.

**W**e're pleased to share the great news about the PennBarry Lab receiving Air Movement and Control Association (AMCA) accreditation. This achievement required the lab to meet all AMCA test equipment, calibration, and procedural requirements called out by AMCA Standard 210 and 300, and pass a comparison test conducted between the PennBarry lab and AMCA.

PennBarry made a significant financial commitment and dedication of engineering resources in making this effort a reality. According to PennBarry, there are only about 50 AMCA accredited labs in the world and PennBarry is very excited to be included in this exclusive list.

Energy customers can look forward to PennBarry accelerating the planned

expansion of its AMCA certified product portfolio to provide you with a wider solution set for projects specifying AMCA certification.

PennBarry plans to address this in two phases. First, by focusing on AMCA certification for existing products that do not currently carry the AMCA certification, and second, by requiring essential new product designs to include AMCA certification. With in-house capability to self-certify, the time to complete the certification process will be significantly shorter.

In light of current market trends, PennBarry has completed a review of all industrial and commercial product offerings in a concerted effort to bring greater value to customers. Future plans

include increasing the certification of existing products and the development and certification of a new breed of class-leading products. In the months ahead, the PennBarry product portfolio will expand to include a broader selection of AMCA certified solutions.

In addition, with the completion of AMCA 210 and 300 accreditation, PennBarry's engineering team will immediately begin working toward AMCA 260 accreditation. This will bring the added benefit of authenticating and certifying the performance of induced flow products for lab exhaust.

Energy International will work with PennBarry to inform our customers as products receive the new AMCA certifications. 🇺🇸



# PEOPLE NEWS

Please join us in welcoming new faces to the Energy International Corporation family.

**Fatima Al-Masri** joins the Jordan office as a Marketing and Sales Engineer. She will be working with the Jordan team focusing on marketing and estimation of core products such as fans, fan coil units and air control units. Fatima will also provide marketing and estimation for other non-core products like air terminals, boilers, humidifiers and air curtains when needed.

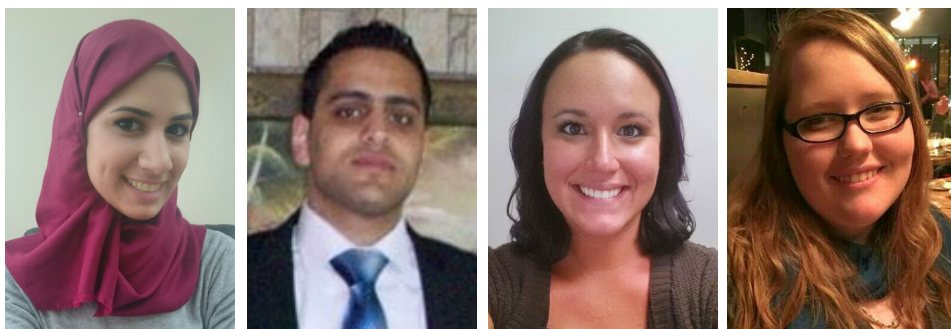
Fatima holds a Bachelor's Degree in Industrial Engineering from Hashemite University in Zarqa, Jordan. While at university she completed an internship with PKF ProGroup Auditing & Consulting (Khattab & Co) in Amman, where she performed a variety of consultancy tasks.

**Ben Vanderheyden** joins the Canton, U.S. office as a Buyer. Ben comes to Energy International from XPO Logistics, an international shipping and expediting company located in Ann Arbor Mich., where he served as an Account Manager handling multi-million dollars accounts negotiating rates with customers and carriers.

He is currently working on his Bachelor of Business Administration degree at Western Michigan University. Ben will be handling all sourcing and shipping for our ARAMCO client in the U.S. Ben resides in Westland, Mich.

**Joe Goris** joins us as a Shipping Coordinator in the U.S. office. He will be working with Beth Rutkowski and Tracey Baughman in providing logistics for shipping products from the U.S., Canada and European manufacturers to the Middle East.

Joe comes to us from Ann Arbor



Ben Vanderheyden (top photo left) shares cube space with Joe Goris. (Left to right above) Fatima Al-Masri, Kifah Abou Nasser Eldin, Kyla Henne and Victoria Dykes.

Distribution where he served as a Data Administrator providing data and clerical support for the day-to-day shipping and receiving operations at the Ypsanti, Michigan-based regional logistics company.

**Kifah Abou Nasser Eldin** joins the Beirut, Lebanon office as a Sales Engineer. Kifah holds a Masters Degree in Mechanical Engineering from Hariri Canadian University in Meshref, Lebanon.

Prior to coming to EIC Kifah was a Production Supervisor and Site Engineer at Jacteco Mechanical, a Beirut-based mechanical contractor, where he worked on several major projects including the Beirut Tower and SkyGate.

**Kyla Henne** joins the Canton office as Administrator for EIC President Allie Bazy. Kyla is an experienced Administrator coming to EIC from MIAT College of Technology in Canton, Mich., a school offering technical training in the aviation, energy and HVACR industries, where she served as an administrator.

**Victoria Dykes** is transferring from her position as Allie Bazy's admin to the position of Business Intelligence Analyst. She will work with Alex Fawaz using EIC's Customer Relations Management (CRM) system to analyze data to determine market and business trends to help increase efficiency and profits. 📊