



# Energy International Report

THE NEWSLETTER FOR THE EMPLOYEES AND FRIENDS OF ENERGY INTERNATIONAL CORPORATION

**SPRING 2019**

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## Forty Years and Growing

**CELEBRATING 40 YEARS**  
OF ENGINEERING EXCELLENCE

It's hard to believe that Energy International is celebrating its fortieth year in business. The company has become much more than I had envisioned when I opened the first small office in Troy, Michigan in 1979. A year later I hired my first employee. In the time since, Energy International would add 250 more employees and offices in Lebanon, Qatar, Jordan, Sharjah and Abu Dhabi in the U.A.E. and Jeddah, Riyadh and Dammam in Saudi Arabia. Energy has also expanded beyond the HVAC and electromechanical industry. Our Parking & Transportation Division in the U.A.E. installed the first park-and-pay parking meter in the city in 1988. Today, the division has installed and manages thousands of meters throughout the city and has launched a city-wide automated fare collection system for all public transportation. Energy Electric Controls has partnered with suppliers such as JCI to bring building management system solutions to customers all over the Middle East. Our Green Energy division specializes in air purification and has supplied ecology units to a number of projects throughout the region. We opened our manufacturing plant in the U.A.E. in 1996 to produce several PennBarry and Metalaire products. They will be expanding their role as we head into the next forty years. I have always believed there was potential for building a successful business in the Middle East, but it never would have happened without the hard work and dedication of the people of Energy International, many who have been with the company almost from the beginning. Thank you for your hard work and your loyalty. I can't wait to see what the future has in store for Energy International.

## 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.



## Bechara Saab Named to LIBNOR Committee in Lebanon

*Beirut office VP will help enact standards and specifications relating to HVAC System*

**B**echara Saab, Vice President of Energy International & Engineering, Energy International's office in Beirut, Lebanon has been chosen to serve on the LIBNOR (Lebanese Standards Institution) Committee.

LIBNOR is a public institution attached to the Ministry of Industry. It was established on July 23, 1962 by a law granting it the sole right to prepare, publish and amend national standards, as well as to grant the Lebanese Conformity Mark NL.

Lebanese standards are prepared by technical committees formed by LIBNOR. Bechara will serve on the HVAC committee and will assist in upgrading and enhancing all standards and specifications relating to HVAC systems.

LIBNOR is a member of the International Organization of Standardization (ISO), the Arab Industrial Development and Mining Organization (AIDMO), the Association ReseauNormalisationet Francophonie



**Bechara Saab, VP Energy International & Engineering was named to the LIBNOR Committee.**

(RNF) and the Standards and Metrology Institute for the Islamic Countries (SMIIC), an affiliate member of the European

Committee for Standardization (CEN), as well as the Codex Alimentarius Contact Point in Lebanon. 🇱🇧

## Energy International Jordan Receives JCI Sales Award

**E**nergy International – Jordan received a Top Chillers and Airside Channel 2018 Award from York-Johnson Controls Inc. for outstanding sales in 2018. This is the second year that Energy International – Jordan has received this prestigious award (third place in 2017 and second place in 2018). Fadi Rashid, General Manager for Energy International- Jordan received the award on the behalf of his staff. "This result is the outcome of all the teamwork here in the Jordan office and the continuous support and trust in our team here in Jordan. We are looking for more achievements and success in the future," said Rashid. 🇬🇧



**Energy - Jordan receives the Top Chillers and Airside Channel 2018 Award from York-Johnson Controls Inc. (Left to right, Toufic Farah, Regional Director ESG & New Channel Development, Middle East & Africa Building Technologies & Solutions, Loubna Imenchal, Vice President – Indirect Channels, Middle East & Africa (MEA) Building Technologies & Solutions, Fadi Rashid, General Manager, Energy International - Jordan and Ahmed Aqel, Regional Director, Indirect Channels, Building Technologies & Solutions.**



## Energy International To Represent Armstrong Pumps in KSA

*Canadian-based company offers full range of fluid control products available with smart technology*

**E**nergy International is pleased to announce that they have signed an agreement to be an authorized representative for Armstrong Fluid Technology in the Kingdom of Saudi Arabia.

Armstrong is a designer, manufacturer and marketer of fluid control and control equipment applied in HVAC and water-based process industries.

Founded in 1934 and based in Toronto, Canada, Armstrong has regional offices in Buffalo, NY, USA, Birmingham UK, Manchester, UK, Bangalore, India and Shanghai, China.

Their solution range includes pumping products for commercial, light commercial and residential applications, advanced control systems, heat exchangers, flow control products and fire suppression products.

The company also offers complete Intelligent Fluid Management systems, chilled-water integrated plant packages and engineered-to-order packaged HVAC systems.

"We are very excited to have Armstrong as our supplier partner in the Saudi market," said Rami Fawaz, VP Product Development, Energy International. "Armstrong is well respected and well known in the region for their quality products."

Armstrong offers a wide selection of fire protection products in their Fireset line from end suction and horizontal L split cage units powered


by diesel or electric to full-scale enclosed fire pump packages, constructed, tested and certified to the strictest global standards including NFPA, UL, ULC and FM.

Armstrong has a history of introducing ground-breaking innovations designed to substantially improve the quality and performance of pumping and HVAC installations.

One of those innovations is their Design Envelope technology.


Design Envelope technology replaces mechanical components with electronics and software to boost efficiency, downsize equipment and optimize part-load performance.

By combining advanced mechanical capabilities and controls intelligence, Design Envelope delivers the highest operating efficiency with lowest installed cost and lowest operating cost for HVAC or water process applications. Design Envelope technology helps lower project risks and meet sustainability goals – surpassing ASHRAE 90.1 requirements at an industry-best three-year warranty.

Energy International is now accepting requests for quotes for Armstrong products. For more information on Armstrong products, or to place an order, please contact Eng. Shadi Qazza, at +966 555 258449 or via e-mail at [shadi.qazza@energyintl.com](mailto:shadi.qazza@energyintl.com). 



## Vents Visit

Mikhail Burdukovsky, Senior MENA Area S&M Manager for VENTS, a manufacturer of industrial and commercial fans and ventilation products, with headquarters in Kyiv, Ukraine visited Energy International & Engineering, Energy's office in Beirut, Lebanon. Mikhail met with Vice President Bechara Saab and members of his sales staff to discuss future expansion and collaboration with the VENTS brand in the Middle East. 

**(Left to right) Bechara Saab, Kifah Nassereldin, Saleh Annan, Mikhail Burdukovsky, Hassan Kobeissi and Said Bou Orm.**





## Riyadh Clients Visit Jacir Cooling Tower Manufacturing Facility

*Factory visits are part of ongoing commitment to providing clients with full-service engineering solutions*

Tareq Alrefaie, Energy's Product Development Manager for Cooling Towers, accompanied several members of the Saleh Alsoqor Contracting Company and representatives from the Riyadh Municipality on a tour of the JACIR factory in Hautot Sur Mer, France.

Energy is supplying 12 cooling towers to the Qasr Al Hokm Project in Riyadh.

The Qasr Al Hokm district is the center of old Riyadh. The city has been conducting a major redevelopment project of the entire area since 1976. Two phases are complete with the third phase currently under construction. 🇸🇦



A Jacir employee demonstrates how cooling towers are packaged pre-assembled for delivery to the job site.



(Left to right) Mr. Saleh Alsogoor, Saleh Alsogor Contracting Co., Tareq Alrefaie, Energy International, Eng. Fathi Toni, Riyadh Municipality, Eng. Fahid Dighriri, Riyadh Municipality, Eng. Mohammed Ameen, Riyadh Municipality, Eng. Waleed Aldealij, Riyadh Municipality and Eng. Ashraf Selit, Saleh Alsogor Contracting Co. pose for a picture during their tour of the JACIR factory in Hautot Sur Mer, France.





## BLE Welcomes Energy International Clients

*Riyadh Area Manager and client receive tour of BLE Groups manufacturing facility*

Mazen Sheet, Area Manager for Energy International's Riyadh, KSA office recently conducted a visit to the BLE Group manufacturing facility in Holbrook, Sheffield United Kingdom.

Mazen was accompanied by Mahmoud Abdelrahim, a representative for the client working with Energy International on the supply and installation of BLE smoke curtains to the Lulu Mall project in Riyadh.

BLE invited Mahmoud and Mazen for a tour of the company's manufacturing facilities so Mahmoud could see how quality BLE smoke and fire curtains are made.

The group also enjoyed dinner with members of the BLE engineering staff and watched curtains being loaded onto trucks for shipment to the nearest port for international delivery. 🇸🇦



(Left to right in photo at top) Mahmoud Abdelrahim, Alan Todd, BLE Technical Sales Director, Steve Mason, International Sales Director and Mazen Sheet pose next to a van outside BLE's manufacturing facility in the UK. (Above) curtains are loaded onto a truck for delivery.



## Energy International Jordan Holds Annual Energy Solutions Seminar

*2019 Seminar adds A/C products from Hitachi by Johnson Controls along with York chillers*

Energy Jordan held their annual Energy Solutions Seminar on Tuesday, February 26, 2019 at the Four Seasons Hotel in Amman, Jordan.

The event was hosted by Fadi Rashid, General Manager for Energy International - Jordan, Alex Fawaz, VP of Operations for EIC Corporate, Rami Fawaz, Executive VP for EIC Corporate and the staff of the Energy Jordan office.

This year's event announced the addition of a new product line to the Energy Jordan portfolio.

Energy Jordan has signed an agreement to become the Authorized Dealer for Hitachi by Johnson Controls air conditioning products in the Jordan market.

The event showcased the latest technologies and innovations from York and Hitachi, both subsidiaries of Johnson Controls Inc., including York Smart Chillers and applications and the complete line-up and features of Hitachi air conditioning systems.

The event was attended by 150 consultants, contractors and owners and operators of local business and industry who were welcomed to the event by Alex Fawaz followed by an overview of JCI and Hitachi delivered by Danial Tokath, Regional Sales Manager and technical presentations from Serj Ibrahim, VRF Product manager, Mohammad Baklizi, Regional Products Manager & Strategic Accounts MEA and Abdulrahman Khalil, Regional Products Director – Airside MEA Region.

The event concluded with a question and answer session and a buffet luncheon followed by networking opportunities. 🍽️



**Seminar attendees sign in at the front table (above). The technical presentations included an audience Q&A session (in photo at left).**





A full house enjoyed the York and Hitachi technical sessions (left). Energy International celebrates 40 Years of Engineering Excellence flanked by Hitachi by Johnson Controls advertising banners (above).



El Jordan General Manager, Fadi Rashid networks with seminar attendees (photo at top). Abdulrahman Khalil (in blue suit above) explains the finer details of the Hitachi VRF 18 HP Outdoor Unit.



(Above) Serj Ibrahim, VRF Product Manager for Hitachi by Johnson Controls presents the Hitachi VFR Heat Recovery Outdoor Unit. Danial Tokath, Regional Sales Manager for JCI delivered the corporate presentation on the sale of Hitachi to Johnson Controls. (left).



## Robinsons Mall in Riyadh Outfitted with BLE Curtains

*Company's first store in Saudi Arabia chooses Energy International and BLE for fire safety solutions*

Robinson's, the luxury brand, known for its distinguished line of products and unrivaled customer experience, celebrated its 160th anniversary in 2018 with the opening of the store in the prestigious Riyadh Mall in September.

Founded in Singapore in 1858 with stores in Singapore and Malaysia, Robinson's made its debut in the Middle East in 2017 launching an 20,000 square-meter store in Dubai Festival City.

Energy International was selected to supply BLE Smoke Curtains to the new store in Riyadh.

Extensively used for smoke compartmentation and channeling as part of a smoke and heat exhaust ventilation (SHEV) system. In the event of a fire, the curtains deploy to contain and channel the smoke toward the exhaust fans and providing a safe exit for any building occupants.

The curtains installed in the Robinson's store are designed to be unobtrusive and simple to install, operate and maintain.

BLE smoke curtains are used in airports, shopping centers, hotels and many other building sectors around the world. Energy International can provide solutions for the most complex situations.



BLE smoke curtains under test and deployed in the Robinsons department store in Riyadh. BLE curtains are designed to be discreet, retracting into the ceiling when not in use, tucked away into decorative head boxes.





Illustration of the Control and Staff building of one of the five mega reservoirs being constructed in Qatar.

## Engineering Solutions

***Energy International - Lebanon utilizes its expansive product portfolio to supply boilers, fans and cooling towers to the construction of the new Serum & Solution manufacturing facility***

**S**erum & Solutions will soon be manufacturing and distributing packaged intravenous (IV) solutions from a new, state-of-the-art, environmentally-efficient plant that is being built in Saraain, Baalbeck, Lebanon.

IV solutions are prepared in flexible bags with multiple ports in volumes ranging from 50ml to 5,000ml according to international pharmacopeia requirements (USP). The new facility will implement Good Manufacturing Practices (GMP) under ISO 9001 Standards.

The new facility has been designed to allow for local production of almost any type of IV solutions at a quality level that exceeds the International Standards for IV solutions.

Serum & Solutions is also doing its part to promote the local economy and bring new jobs to rural areas of Lebanon.

The new facility is in the Bekaa Valley, an important farming region in eastern Lebanon with a growing industrial area.

Energy International & Engineering (EI&E), Energy International's Beirut, Lebanon office was chosen by the contractor to provide several products to the construction of the new manufacturing plant.

"Mr. Fouad Najdi was hired by Serum & Solutions to Execute the mechanical and electrical work on this project," said Bechara Saab, Vice President, Energy International & Engineering. "He approached us regarding this project because we have worked together on many projects and he trusts the quality of our products and our technical expertise."

The Serum & Solutions project is under the guidance of Hassan Koubeissi, Senior Sales Engineer for EI&E, assisted by

Engineer Moussa Deeb.

The project scope includes the supply, testing and commissioning of a complete, turn-key, steam boiler system consisting of two Hurst, Scotch Marine, 300HP, Series 300 Steam boilers, piping, fittings, chimney and pressure reducing station.

Hurst Industrial Boilers, headquartered in Coolidge, GA, USA manufactures a complete line of boilers including solid fuel, solid waste, biomass, wood, coal, gas- & oil-fired, steam and hot water boilers.

"The boiler system serves several functions including heating the facility and providing Steam to the autoclaves used as part of the sterilization process in manufacturing IV solutions," said Saab.

PennBarry of Plano, Texas, was tapped to supply commercial and industrial ventilation

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## Featured Projects

### SERUM & SOLUTIONS, LEBANON

fans including Centrex Inliner, Domex rooftop, Dynamo, and AVX axial models.

Eng. Kiffah Abou Nasser Eldin, Sales Engineer for Energy International & Engineering, worked with Koubeissi and the contractor to select the proper fan models based on his product knowledge and the project requirements.

Each of the four models plays an integral role in moving air throughout the building. The Dynamo blowers provide air to the entire system keeping it pressurized. The Centrex Inliners mount inside the duct work to provide pressurized air to all parts of the complex. The Domex rooftop fans remove excess heat and stale air through the roof. The AVX fans serve as part of the building's safety system, designed to remove smoke in the event of a fire. The fans are fire-rated and will keep working for several hours until the fire can be extinguished.

Jacir-Gohl is supplying the cooling tower system comprised of a pair of model DT, open circuit towers, a DT 2/50 and a DT 36 Z.

France's Jacir and Germany's Gohl have combined to offer an extensive product portfolio offering customers the appropriate solutions to meet their individual requirements.

Jacir-Gohl specializes in the development and manufacture of innovative cooling tower technologies, such as the Model DT which fundamentally redesigns the cooling tower as a complete system, perfecting the synchronization of the individual components.

The result is an open-circuit cooling tower that delivers maximal energy efficiency with low current consumption and high system efficiency, reducing energy consumption by as much as 30%. The model DT uses maintenance-free EC fans, features walk in access for maintenance and care, and offers the best hygiene conditions in accordance with VDI standards.

The project is expected to be completed by April 2019. 🇱🇧



Workers install the massive piping layout for the steam boiler system being installed at the new Serum & Solutions plant being constructed in Saaraain, Baalbeck, Lebanon.







## Mega Reservoirs - Qatar



Illustration of the Control and Staff building of one of the five mega reservoirs being constructed in Qatar.

## Fire and Water Don't Mix

***Energy International - Qatar and BLE Group design and install a comprehensive fire-safety system for the construction of a mega-reservoir system in Qatar.***

**W**ater, water, everywhere nor any drop to drink.

That has always been a concern for a nation like Qatar. Situated on a peninsula jetting out into the Persian Gulf, the oil rich and natural gas rich kingdom is surround by water, yet none of it is potable without going through the expensive process of desalination.

Recent studies have shown that desalinated sea water may not be healthy, lacking the minerals and nutrients found in natural water.

Add to that a population that is continually-growing increasing the demand for clean water and you see the problem.

Qatar is tackling the issue head on.

The Qatar General Electricity & Water Corporation (KAHRAMAA) has launched an ambitious project to provide seven days of

strategic potable water storage by adding a series of new mega reservoirs to the existing and future secondary reservoirs. Water quality in the reservoirs will be as per KAHRAMAA and World Health Organization (WHO) standards.

The first phase of the project entails the construction of five mega reservoir sites and pumping stations, situated along the Qatar National Utility Corridor, and an interconnecting network of large diameter water pipelines.

When completed, phase 1 will provide storage capacity of about 2.3 trillion gallons of water in 24 huge, concrete reservoirs and 480 km of buried, ductile, iron pipelines 1.6 meters in diameter.

Phase two, which will be implemented sometime after 2020, will include construction of additional pipelines and 16

new reservoirs within the five mega sites to achieve total storage capacity of about 3.8 trillion gallons of water.

Phase one should meet expected demand out to 2026 where phase two will meet demand out to 2036.

Each of the five mega sites has a control and staff building that overlooks the site's massive, main pump station room that is visible through a series of windows that span a long corridor.

The corridors stretch 65 meters in four of the control buildings while the fifth building has a 91-meter corridor.

Qatar Contractors HBK Contracting Co., Consolidated Contractors Company (CCC), and Leighton Contracting Qatar chose Energy International Qatar to supply fire curtains to the mega reservoir project.

*continued on next page*



## Featured Projects

MEGA RESERVOIRES, QATAR

"The requirement was to keep the fire rating and separation between the control building and pump station without having to remove the monitoring windows," said Ammar Assi, General Manager Energy International Qatar.

Assi added that the technical challenge was designing a system of curtains that could span the 65- and 91-meter corridors while still maintaining their structural integrity. Added to that, the whole system need to deploy on one fire alarm signal.

"We were chosen for the project because of the confidence the client had in our ability to meet the requirements," said Assi. "Our engineers worked closely with them from the beginning providing technical support and proving to them that we were qualified to handle the project."

Energy International called on supplier partner BLE Group, a U.K.-based supplier of state-of-the-art, gravity fail-safe smoke and fire curtains.

BLE designs, manufactures and installs gravity failsafe smoke and fire curtains that offer the latest in electronic technology and innovation, making their products the prime choice with designers, architects and engineers. BLE products are designed to be discreet, robust and simple to operate.

In the event of a power failure the backup batteries, supplied with the GCP, can maintain full control of the system for up to four hours. If a fire alarm signal is activated during a power failure the curtains will deploy in a controlled manner as normal.

Energy International engineers utilized their technical expertise and product knowledge to design a system, using BLE FC240 Fire Curtains, that would meet the contractor's and client's requirements.

"BLE's FC240 curtains are fire-rated for four hours at 1,000 °C, approved by the Qatar Civil Defense and have no limitations on width," said Assi.

"We have supplied the fire curtains with



**BLE fire curtains are designed to deploy along the row of control room windows (upper right in photo) overlooking the massive pump station. The curtains will protect occupants in the control room in the event of a fire in the pump station.**



**BLE fire FC240 fire curtains are manufactured from a woven glass fiber fabric with stainless steel wire enforcement. The fabrics coated on each side with silver polyurethane. The complete curtain assembly is rated at 1000°C for a period of up to 240 minutes for integrity and 60 minutes for irradiation.**

a group control panel, interlinking all of the curtain rollers in one shot, through a single fire alarm signal."

Gravity failsafe fire curtains are mounted to a roller that is concealed in a headbox in the ceiling above the area where they need to deploy. The roller is held in place by a

small holding voltage.

When a fire alarm is activated, the contact in the Group Control Panel (GCP) is opened and the power is removed from the motors, which releases the curtains to deploy under gravity in a controlled manner (Gravity Fail Safe). When the fire alarm system is reset the GCP reinstates the 24v supply to the motors and the curtains are retracted to their normal position in the head box. Current limiting circuitry detects when the curtain has fully retracted and the supply voltage to the motor is stepped down to a holding voltage. Motor limit switches are not required.

Energy International – Qatar engineers supervised the installation, testing and commissioning of the curtains and are on call to provide additional technical support when needed.

"All civil and electromechanical works are completed," said Assi. "The project will be handed over sometime this year once the testing and commissioning is completed on some of the sites." 🇶🇦





## The Real Solution

**Energy - Jordan's successful energy saving program has competitors playing catch-up.**

There's an old adage that goes "imitation is the sincerest form of flattery." In the Jordan HVAC market it seems that imitation is a necessity for survival.

Energy International – Jordan continues to add success stories to the Energy Solution program portfolio.

Energy International – Jordan initiated the Energy Solutions program in 2014 in response to concerns fueled by a government declaration of a new electrical tariff that incrementally increased costs through 2017 by as much as 100%.

The Energy Solution program offers a free energy study on the electrical consumption of the customer's current chillers compared to the savings they will see by replacing them with high-efficiency York chillers.

Energy International – Jordan goes as far as to guarantee that York chillers will save from 20% to 60% or the customer doesn't have to pay for the units.

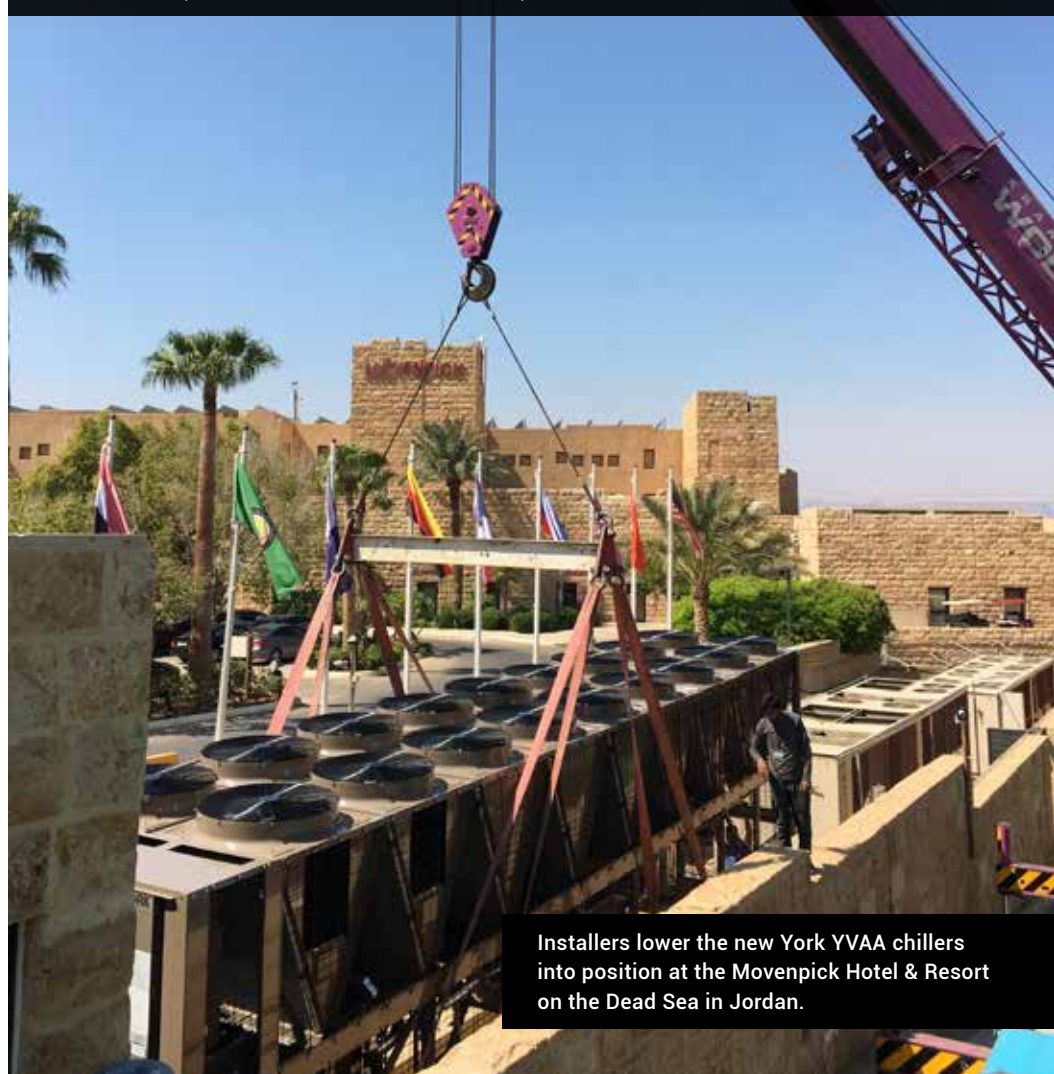
Currently, Energy International – Jordan counts more than a dozen satisfied customers in a number of sectors including hospitals, luxury hotels, shopping malls and industrial facilities.

The program has been such a success in Jordan that competitors are offering their own programs in an attempt to compete with Energy - Jordan.

"When we reached out to our first client in 2014, we were the only company offering such a program," said Fadi Rashid, General Manager, Energy International – Jordan. "We now see our competitors offering similar plans as we are kicking them out of the market."

"For our latest project with the Movenpick Hotels & Resorts on the Dead Sea, we had some stiff competition from two

## Movenpick Hotel & Resort - Sweimeh, Jordan



**Installers lower the new York YVAA chillers into position at the Movenpick Hotel & Resort on the Dead Sea in Jordan.**

manufacturers who constantly tried to undercut us on price," added Rashid. "But we won out due to our experience, references and a good relationship with the client who also owns the Intercontinental Hotel in Amman which currently benefits from the Energy Solutions program."

Energy - Jordan worked with the Movenpick Hotel providing the owners with a feasibility study and guiding them through the process, replacing two of their four chillers with two York high-efficiency YVAA chillers.

The YVAA chillers use variable speed drive (VSD) compressors and fans along with the world's smartest controllers from Johnson Controls to deliver increased performance (high power factor of 0.95) while reducing energy costs.

Customers have reported energy savings from 30 to more than 50% running the units under the same operating conditions with

some reporting that the York units also offer a better quality of cooling than their old units.

Results are certified by the Royal Scientific Society National Energy Research Center, the gold standard of accredited testing in Jordan.

The City Mall in Amman was one of the early benefactors of the Energy Solution program. Energy – Jordan worked with the mall in 2014 to replace three of their 11 original chillers under the Energy Saving Contract.

"We initially set the contract terms for a three-and-a-half-year duration," said Rashid. "Fortunately, the savings were above expectations and the contract was closed a year earlier. After that success, we convinced the mall to replace another three 350-ton York YCAA chillers which were installed last summer. Now they can rely on the York chillers for cooling and use the old units for backup." 🇬🇧



## People News

### Meet the new and returning employees at Energy International

New faces, new promotions and an employee returns to the company in this month's people news.

**Steve Mason** has joined Energy International Corporation as the International Sales Manager for Smoke and Fire Curtains.

Mason comes to Energy from BLE Smoke and Fire Curtains of Sheffield UK, where he served as International Sales Manager working with Energy on several projects in the Middle East.

Energy International is an authorized distributor from BLE Smoke and Fire Curtains in the Middle East.

In his role as Energy International Sales Manager, Mason will search for opportunities and develop business relationships with clients and contractors in the Middle East and North African markets building awareness of the BLE brand.

"Steve has played an integral role in helping Energy International build a market for BLE smoke and fire curtains in the UAE and Saudi Arabia markets," said Rami Fawaz, Executive VP, Energy international. "With Steve on board we can focus on expanding our market reach and building market share throughout the region."

Mason will work out of Energy's Dubai UAE office.

**Faisal Jardali** joins Energy International & Engineering in Beirut, Lebanon as a Sales Engineer for WATTS Water Technologies products. Though working for our Lebanon affiliate, he will be working out of Energy's Jeddah, KSA office supporting WATTS sales in the western region of the Saudi market. Faisal has a history working in Saudi with PROMECH Zamil Group and EthosEnergy (Siemens). He holds a Bachelor of Engineering in Mechanical Engineering degree with a minor in



(Top row left to right) Kerri Kwapis, Executive Assistant, U.S. HQ, b, Zaid Al-Tawalbeh, Applications Engineer, Jordan, Steve Mason, International Sales Representative for Smoke & Fire Curtains. (Left) Rami Toubbeh, Energy - Jordan Marketing & Sales Engineer.

Engineering Management from American University of Beirut (AUB).

**Rami Toubbeh** is joining our Amman, Jordan office as a Marketing & Sales Engineer. He comes to us from Al-Asalah Electromechanics Co in Amman, Jordan, where he was an AC Engineer with previous experience working with the Johnson Controls-Hitachi AC product line. Rami holds a Bachelor's degree in Mechanical Engineering from the University of Jordan in Amman.

**Kerri Kwapis** joins the U.S. Headquarters office as Executive Assistant to Alex and Rami Fawaz. Kerri Kwapis has worked

in the healthcare and pharmaceutical industry for over 15 years with experience in project management, C-level executive management, pharmaceutical clinical/drug safety PM, contract negotiations, medical coding, medical review/QA chart abstraction, and records management in both an industry setting, and contract research organizations. Kerri has also worked as an Executive Operations Manager and Senior Project Manager working with operations, HR, Customer Services, Real Estate, finance, and coordination between all business functions.

**Zaid Al-Tawalbeh** joins the Jordan office as an Application Engineer. Zaid comes to us from the Izzat Marji Group where he worked as an Application and Technical Support Engineer for heating, ventilation and air conditioning systems. Zaid holds a Bachelor Degree in Mechanical Engineering/HVAC Systems from Al-Balqa Applied University in Jordan.

Sarah Al Hajjar has been promoted to the position of Operations Supervisor replacing

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## People



(Left to right) Faisal Jardali, Sales Engineer - WATTS Water Technology, Energy Lebanon, Nadine Abou Daher, Assistant to VP Bechara Saab.

Ali Mterick who is leaving to pursue a new opportunity. Al Hajjar previously worked as an Estimation Engineer, Technical and Order Processing. In her new duties Sarah will oversee the Estimation Department, Shipping Department and provide support to resolve any issues that may arise.

**Welcome back Nadine Abou Daher** who rejoined the company on January 1, 2019 as an Assistant to the Vice President for Energy International and Engineering S.A.R.L. in Beirut, Lebanon where she will be assisting vice president Bechara Saab. Nadine worked as an Estimation Engineer in the Beirut office from October 2015 through September 2017. She holds a degree in Mechanical Engineering from the Lebanese University – Hadath.



The Energy International U.S. office celebrated with Ahmed Chughtai at a special luncheon. Ahmed is retiring from Energy after more than 30 years of service. He will be working with associates on a new business and moving from Michigan to New Jersey to be closer to his daughter and grandchildren. We wish him all the best and thank him for his many years of service to Energy International.



The Energy International Group at the Jordan Seminar. (Front row from left to right) Samer AL Saadi, Rami Mansour, Sarah Birouti, Noor Nakhaleh, Anas Mustafa, Rami Fawaz, Alex Fawaz, Fadi Rashid, Mutaz Mbaideen, Zaid Al Arabi, Raed Al Mommani, Abdullah Jadullah, Rami Toubeh. (Back row from left to right) Mohamad Tbeishat, Mohannad Jaber, Zaid Tawalbeh, Mohannad Al Hmood.