



Energy International Report

THE NEWSLETTER FOR THE EMPLOYEES AND FRIENDS OF ENERGY INTERNATIONAL CORPORATION

OCTOBER 2023

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EIC report is published four times 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.

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Looking Back on a Successful Summer

After a very active summer 2023, I left our beautiful home and garden in Tebnine, Lebanon to head back to my family and to the head office in Michigan. September in Michigan ushers in the fall season as we enjoy the last days of warm summer weather preparing for the cold. September also ushers in our final months of 2023 as we work to complete projects before year's end. This issue of the Energy International Report features a story on our factory in Sharjah, UAE. Energy Industrial Company is celebrating 25 years in the manufacturing business. From its humble beginnings as a joint venture with Penn Ventilation in 1998 to today's modern facility provides HVAC and electromechanical products to our Middle East market Energy Twin City now manufactures a complete line of Twin City fans along with several lines of its own products, and continues to expand its product portfolio. We congratulate Vice President Wissam Fawaz and his team for their great successes over the last quarter century. As always, the Energy international report covers the latest happenings from the last few months along with articles on our most recent successes. We also welcome our new employees and celebrate with those who have received promotions or reached other milestones at Energy International. We appreciate all you do for the company. Enjoy the newsletter and please feel free to share it with your customers and clients. Wishing you success in the future.



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. I look forward to hearing from you.



Rami Fawaz Named as President of Energy International Corporation

Fawaz will oversee operations for all Energy International divisions in the Middle East

Energy International Corporation, a leading supplier and manufacturer of electromechanical systems and components to the construction, transportation and fire-safety industries, is proud to announce that Rami Amir Fawaz has been named as President.

Rami will oversee operations of all Energy International divisions and offices including HVAC and electromechanical, Parking & Transportation, Building Systems, Air Purification and Manufacturing.

"Rami has been a driving force in the success of Energy International over the years," said Dr. Ned Fawaz, CEO, Energy International Corporation. "His expertise and experience in the industry and the MENA market, backed by a proven track record, make him the ideal choice to lead Energy International into the future."

Fawaz's storied career, marked by a blend of entrepreneurship, international business acumen and unwavering dedication, positions him as a luminary in both the energy and business sectors.

Fawaz joined Energy International in 1998 as Vice President and Director of Manufacturing at Penn Ventilation Industries LLC in Dubai, UAE, where he spearheaded the development and construction of a state-of-the-art manufacturing facility steering it toward profitability in its inaugural year.

Early in his career, Fawaz managed international orders and projects at Energy International Corporation building business relationships with US and European manufacturers of HVAC and electromechanical products, providing representation in the MENA market.

Over the years, Energy International has proudly contributed to the creation of international airports, hospitals, gas refineries, shopping malls, hospitals and schools across the globe.

As Operations Manager at Energy International Corporation in Dearborn, Michigan, he masterminded sales strategies both domestically and internationally tapping into new markets and



overseeing a large team of sales and engineering technicians servicing six countries.

Most recently, Fawaz served as the head of Energy International Global where he assisted in the acquisition and delivery of the first fleet of carbon neutral buses to the Red Seas Development Project in the Kingdom of Saudi Arabia.

Fawaz's

entrepreneurial spirit and passion for sustainable energy and a knack for pioneering successful business ventures led him to establish Power Marketing (PowerOne) a powerhouse in alternative energy supply in Michigan, USA.

Under his leadership PowerOne experienced exponential growth, boasting a staggering 500% and 750% increase in its second and third years, respectively.

Rami majored in International Finance at Wayne State University in Detroit, Michigan, where he built the foundations to understand the intricacies of European markets.

His commitment to lifelong learning is evident from his participation in technical seminars on topics ranging from e-commerce to transmission security.

Outside of his professional endeavors, Fawaz is deeply committed to education. He proudly serves as a Board of Trustees member for Davenport University and is an integral part of their Finance and Audit Committee. ■

"Rami has been a driving force in the success of Energy International over the years. His expertise and experience in the industry and the MENA market, backed by a proven track record, make him the ideal choice to lead Energy International into the future."



Energy International Controls and BLE Exhibit at INTERSEC Saudi Arabia

Representatives from Energy International Controls and BLE Fire & Smoke Curtains exhibited at the 2023 INTERSEC Saudi Arabia, held at the Riyadh International Convention & Exhibition Center (RICEC), October 3 through 5, 2023. INTERSEC is the leading event for security, fire protection and safety. The fifth edition of the show featured more than 200 exhibitors and was attended by key government leaders, agencies and organizational heads. 🇸🇦



Bechara Saab, VP, Energy International Controls KSA (top right) spends some quality time demonstrating the many products and services available from Energy International.



BLE representative Steve Mason (left in photo above) and EIC representative Ghassan Jbara (middle) chat with INTERSEC attendees at the BLE/EIC booth. Omar Kerdi (in striped shirt in photo at left) discusses the benefits of BLE Smoke & Fire Curtains. Energy International is the authorized distributor for BLE Smoke & Fire Curtains in Saudi Arabia.





Making History

Energy Industrial Company celebrates 25 years of manufacturing excellence



Energy Industrial Company, the manufacturing division of Energy International Corporation, is celebrating 25 years in the manufacturing business.

Parent company Energy International Corporation was founded in 1979 by Dr. Nassib (Ned) Fawaz with the goal of supplying high-quality HVAC and electromechanical products to a growing Middle East construction market.

The company currently operates eight offices in Lebanon, Jordan, The Kingdom of Saudi Arabia, Qatar and the United Arab Emirates serving the Middle East and North Africa.

Over the years, Energy International has branched out into transportation and building management systems, launching divisions to service those markets.

In 1998, the company added a manufacturing division, breaking ground for a new facility in Sharjah, UAE.

The Energy Penn Ventilation Equipment Company was created through a joint venture with Energy International Corporation CEO Dr. Ned Fawaz, his brother and co-owner Dr. Nawaf Fawaz and Penn Ventilation, USA.

The following year, Energy International Corporation bought out Penn's share and the venture was re branded as the Energy Industrial Company.



Visitors to Energy Industrial are greeted by the logo for Energy Twin City, the joint venture between Energy International and Twin City Fan & Blower. The factory produces a wide range of Twin City fan products for distribution throughout the Middle East, North Africa and Asia.



"I founded Energy International in 1979 with the purpose of providing world-class HVAC and electromechanical products and services to construction companies in a growing Middle East market," said Dr. Ned Fawaz. "After building our business in the region, it was only logical that we have a manufacturing presence there."

Energy Industrial Company, under the leadership of Vice President Wissam Fawaz, has reached a number of milestones over the last 25 years.

From the onset, Energy Industrial Company manufactured a wide range of fans under license with Penn Ventilation.

In 2001, the factory introduced a series of sand trap louvers manufactured under their own name.

Energy Industrial Sand Trap Louvers are available in different profiles to fit customer's specifications, and custom-designed to fit in with the structure's architecture design.

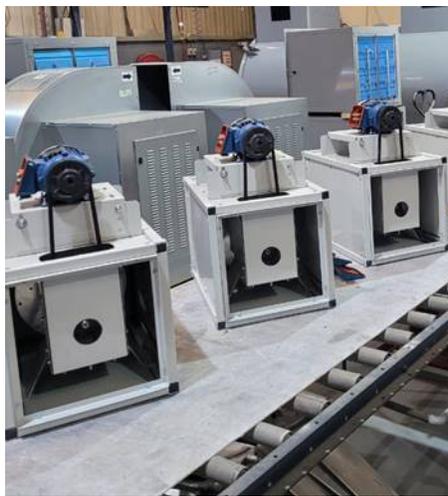
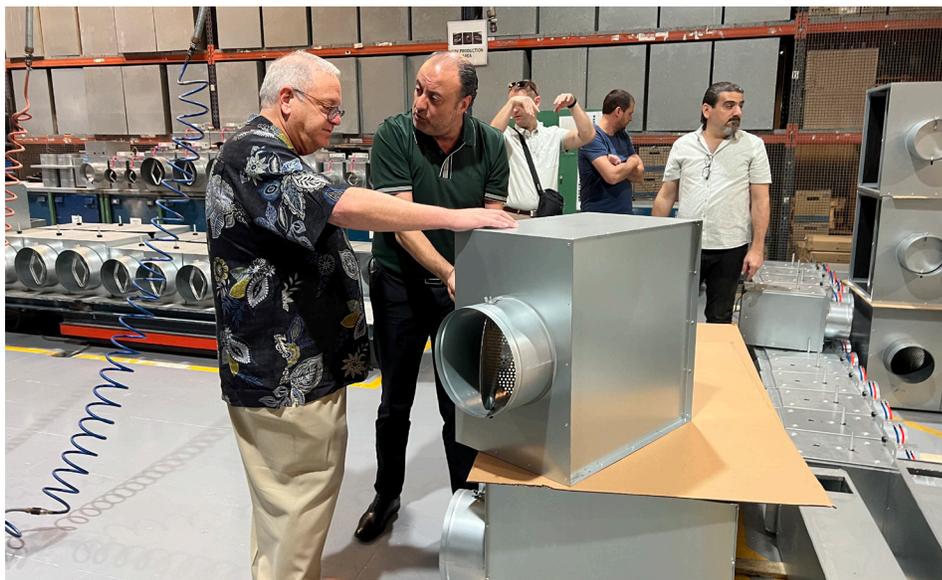
All Energy Industrial Sand Trap Louvers are AMCA Certified for Air & Sand removal.

In 2006, Energy Industrial introduced a department to design and assemble electrical panels.

"The electric department has the capability to design and manufacture any configuration of starter and control panels to meet specific requirements," said Wissam Fawaz. "We are currently in the process of testing our panels to received certification to meet IEC/UL standards."

In 2007, Energy International signed an agreement with Metal Industries, USA to become the authorized distributor for the company's line of MetalAire products in the Middle East.

That same year Energy Industrial expanded the factory launching a dedicated line to assemble MetalAire pressure independent and by-pass



Energy Industrial VP, Wissam Fawaz (in green shirt in top photo) explains the working of one of the company's VAV boxes. Belt-drive inline fans (middle left) move down the assembly line for inspection. Energy Industrial sand trap louvers (bottom left), are produced to spec to fit each project. Bypass valves (above) receive the finishing touches and final testing before they are sent to the shipping department.



Variable Air Volume (VAV) boxes under a licensing agreement with Metal Industries.

Three years later Energy International began production and assembly of ecology units in cooperation with sister company Green Energy.

"Our design department is capable of providing custom-made units for different kitchen exhaust requirements," said Wissam Fawaz. "We can provide a complete solution for all kitchen exhaust applications including the kitchen hood, electrostatic precipitators, filters, filter casing and fans, all housed in custom-built cabinets, ready to install right from the factory."

In 2016 the company reached its highest milestone achieving ISO 9001, ISO 45001 and ISO14001 standards.

During the COVID 19 pandemic, Energy Industrial concerted its efforts in the design and development of the MCU 900 Medi-Clean Unit.

The MCU 900 is a portable, self-contained (HEPA) filtration system designed to create negative pressure inside any room intended to be converted into an isolation room. The MCU 900 can be used as a clean air recirculating system in hospital, clinics, waiting areas or in any triage setting used during an emergency.

In 2021, Energy Industrial signed an agreement with Powered Aire, USA



A well-stocked warehouse (top) has everything needed to manufacture a host of different products from fans to control boxes. Ecology unit cases (above) await installation of the electrostatic precipitators, filters and fans before delivery to the job site.

"Our design department is capable of providing custom-made units for different kitchen exhaust requirements We can provide a complete solution for all kitchen exhaust applications including the kitchen hood, electrostatic precipitators, filters, filter casing and fans, all housed in custom-built cabinets, ready to install right from the factory."

-Wissam Fawaz, , Vice President, Energy Industrial Company



to manufacture a line of Powered Aire air curtains.

The air curtain production line is capable of manufacturing air curtains for commercial and industrial applications. Units are custom-made to fit any size door opening. All air curtains manufactured by Energy Industrial are AMCA certified for air performance.

Most recently, Energy Industrial Company and Energy International signed a joint-venture agreement with Twin City Fan and Blower-USA.

Under the new venture, Energy Twin City, the factory has a dedicated line to assemble a wide range of Twin City Fan products. Energy International is also the authorized distributor for Twin City in the Middle East both for products made in the U.S. and those manufactured in Sharjah.

These days the company employs 55 fabricators, technicians, CAD designers and craftsman turning out HVAC and ventilation products and control panels.

The company offers a full suite of in-house manufacturing support services including Project Design, Build and Programming, Project Management, Installation, Field Service and Maintenance, IT Support and Project Administration.

A full range of engineering services includes animation of 3D models, CAD simulations, creation of control schematics, creation of equipment and systems and preventative maintenance manuals, facility layout, data translations, engineering consultation, inspection systems, process review among others.

“Our Design and Engineering department has the capacity to produce custom-made products providing our clients with complete solutions,” said Wissam Fawaz. “Our goal is to utilize the latest technologies



Energy Twin City fans (above) are palleted and prepared for final shipping. Through the joint venture, Energy Twin City can produce a wide range of Twin City fans. Along with HVAC products, Energy Industrial designs and manufactures electrical control boxes for use in commercial and industrial applications. The boxes at left are awaiting their internal wiring.

to deliver high-quality products that exceed customer expectations.”

A 3,100 plus square-meter, well-organized warehouse ensures the availability of efficient stock to ensure the fast delivery to meet our customer requirements.

Energy Industrial's 2,400 square-meter manufacturing plant has designated production lines for each of the company's product categories.

EIC now produces its own line of

VAVs, which have been tested and certified as per AHRI, a line of VAV duct heaters, and a full-range of in-line, wall-mounted, rooftop and utility fans, all AMCA tested and certified as well as CE and RoHs certified.

With a growing Middle East construction market and many new projects being announced throughout the region, things are only looking up for the future of Energy Industrial Company. ■



Energy International Employees Celebrate Milestones

Khalil Bilan is celebrating his tenth anniversary with Energy International. Bilan joined Energy International in 2014 as General Manager for the Abu Dhabi, UAE office. He was promoted to General Manager for all UAE offices in 2017.



Sarah Al Hajjar has been named as the new Senior Marketing and Sales Manager for Energy Industrial Company in Sharjah, UAE. Sarah joined Energy International Corporation in 2015 as an application engineer in the Beirut, Lebanon office. During her tenure she was Manager for the Estimation Department that provided services to all the Energy offices in the region.

Mohammad Rafi Hammo has joined Energy International Corporation Jordan as a Sales Engineer. He comes to us from Smart Vision Group where he was a Sales Team Leader. He has a Bachelor's Degree in Mechanical Engineering from Al Balqa Applied University – Faculty of Engineering Technology.



Osama Abdel-Halim has been promoted to Lead Engineer for the Commercial Business Unit at Energy International Corporation Jordan. Osama joined Energy International – Jordan in January 2021 as a Sales and Marketing Engineer.



Ahmad Al Bader, Sales Engineer for Energy's Dammam, KSA office is celebrating two years with the company.

Saiid Yasbeck, a Project Manager for Energy International, Qatar is celebrating his 15th anniversary with Energy International.

Shajan Hassan, Senior Sales Engineer for Energy International UAE is celebrating 12 years with Energy International.

Iftikhar Khalid is celebrating eight years with Energy Industria where he works as a Senior Sales Engineer.



(Top row from left) Khalil Bilan, Sarah Al Hajjar. (Second row from left), Mohammad Rafi Hammo, Saiid Yasbeck, Iftikhar Khalid, (Third row from left), Mahdi Ezzerdine, Shajan Hassan, Osama Abdel Halim. (Bottom row) Ahmad Al Bader.

Mahdi Ezzerdine, Sales & Marketing Engineer for Energy International Qatar is celebrating two years with the company



Creating Comfort

Energy International UAE supplies electric duct heaters to Sheikh Khalifa General Hospital

The Sheikh Khalifa General Hospital – Umm al Quwain was constructed under the patronage of H.H. Sheikh Khalifa Bin Zayed Al Nahyan, the President of the United Arab Emirates and is managed by NMC Healthcare, the largest private hospital network in the U.A.E. with more than 50 medical facilities.

Located in the Al Salma Area on the UAE's west coast, the hospital's state-of-the-art facilities are complimented by a highly-skilled team of consultants, specialists and outstanding nursing care with access to the best equipment available.

The 203-bed multi-specialty hospital features a 15-bed, fully-equipped intensive care unit, an 18-bed neonatal intensive care unit, eight operating theaters and a 24-hour Accident and Emergency unit among its many offerings.

As part of an ongoing HVAC refurbishment project, Energy International UAE was chosen to supply duct heaters.

Engineer Sabith Aslam, Product Manager for Energy International UAE, was in charge of the project and worked with contractor Al Reem Hospice to select the proper units to meet the project specifications.

The Nepronic Model DF CI00H electric duct heaters are an integral part of the hospital's HVAC system.

The units are strategically placed inside the air flow ducts and used to control the temperature of the air as it moves from the original source throughout the hospital. Duct heaters assure a consistent and comfortable environment in each zone of the hospital.



Energy International was chosen to provide electric duct heaters to the HVAC refurbishment project at The Sheikh Khalifa General Hospital (above). Duct heaters are used throughout the HVAC system to keep temperatures steady, especially for critical areas such as operating rooms like the one shown above.



Sheikh Khalifa General Hospital- Umm al Quwain, UAE

Since the duct heaters are installed inside the ducting system and out of view, it is important that they be tested to insure they are working properly before installation.

Prior to installation, the Neptronic duct heaters were put through a rigorous safety test at Energy Industrial Company, Energy International's manufacturing facility located in Sharjah, UAE.

Khalil Bilan, General Manager, Energy International UAE, was joined by Wissam Fawaz, Vice President, Energy Industrial Co., Mamoun Taleb, HDP Overseas Consultant, Mohammad Uni, head the technical team at Energy Industrial Co., and Wesam Tanash, Project Manager, Al Reem Hospico, the project's main contractor.

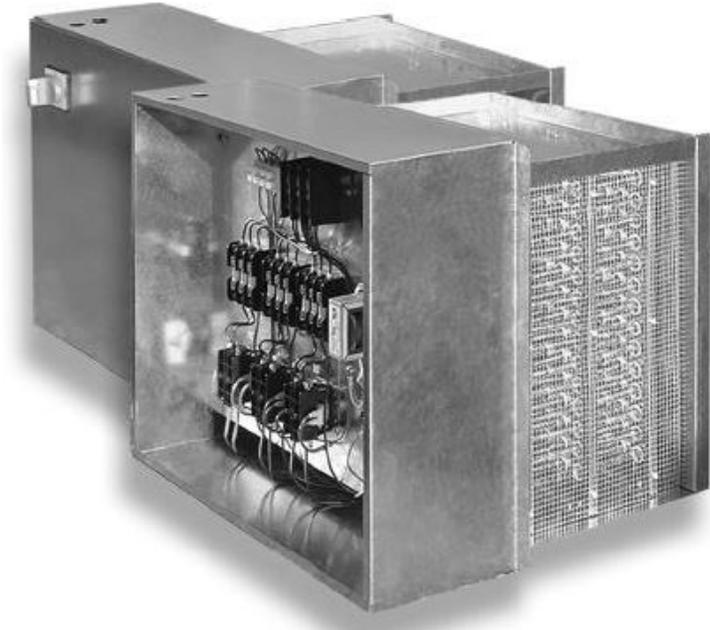
The main test criteria included the test of the unit's automatic and manual cut-off switches.

"When the heater coils reach a preset temperature, the automatic cut-off switch engages, disconnecting the heater and allowing it to cool down," said Bilan. "Once the heater reaches the preset cooling temperature, the switch automatically engages and restarts the unit."

The team also ran tests on the duct heater's manual cut-off switch.

The manual switch is designed to shut down the unit in the event of an absence of airflow and a failure of the automatic cutoff switch to engage and shut down the duct heater, requiring a manual reset.

"The first test was conducted successfully," said Bilan. "The automatic cut-off switch performed as required, automatically shutting down the unit and restarting it when it reached the cool-down



Neptronic DF C100H installed as part of the HVAC refurbishment project at Sheikh Khalifa General Hospital. Project Manager, Sabith Aslam (left in photo below) poses with Khalil Bilan, General Manager, Energy International UAE.



temperature."

The second test was also conducted successfully.

"The second test simulated the worst-case scenario with no airflow and a breakdown of the automatic cut-off switch," said Bilan. "The unit worked as designed. We raised the temperature of the coil and when the coil reached a specified temperature the manual cut off switch interfered and permanently disengaged the heater. A manual reset was done so that the heaters could be safely operated once again."

The duct heaters were manufactured at Neptronic's 8,900 square-meter (96,000 square-foot) facility in Montreal, Canada and shipped to Energy Industrial company for testing before they are shipped to the job site for installation. ■

Prior to installation, the Neptronic duct heaters were put through a rigorous safety test at Energy Industrial Company, Energy International's manufacturing facility located in Sharjah, UAE.



King Salman Maritime Complex Housing - KSA



Several models of Twin City fans are being installed in prefab housing similar to what is pictured. The housing will serve the employees at The King Salman Maritime Complex.

Building a Future

Energy International Controls, Dammam supplies fans for King Salman Maritime Complex housing

The construction on The King Salman International Complex for Maritime Industries and Services is currently underway and on schedule as workers carry out the initial phases of the project.

King Salman Maritime Complex is a joint venture between the Saudi Arabian Oil and Gas Company (ARAMCO), National Shipping Company of Saudi Arabia, South Korean Shipbuilder Hyundai Heavy Industries and Maritime Offshore Limited.

Once completed, the 4.96 square kilometer (1,230 acre) complex, located at the port of Ras Al-Khair in the eastern region of Saudi Arabia, will be the largest of its kind in the world.

Estimated to cost more than SAR 20 billion, the project features a maritime complex comprised of seven fully-equipped dry docks, two basins and five piers, a ship lift system, workshops, warehouses and utility service areas and office buildings.

The project also includes employee accommodations, medical facilities and recreational areas that support the 10,000 plus workers needed to operate the site.

While the principal tenant will be Saudi ARAMCO, the areas around the complex are open to other companies who wish to invest in what is hoped to become the major hub

and center for global shipping.

McDermott International, Ltd., a global provider of engineering and construction solutions to the energy industry, has already announced the ground breaking of a state-of-the-art facility spanning 1.2 million square meters that will include offices, pre-fabrication shops, blasting and painting shops and large assembly shops capable of fabricating platforms and modules for both offshore and onshore projects for Saudi Aramco and other customers in the region.

Chinese contractor SEPCO has been awarded several contracts from ARAMCO for construction projects on the site.

Energy International has been working with SEPCO providing roof exhaust fans, VAV boxes and basket fans to the construction of a warehouse on the King Salman Maritime Complex site.

Recently, Energy International received an order from SEPCO for the supply of fans for the construction of pre-fab housing.

The prefab buildings will provide housing for the employees working at the many facilities at the maritime complex and also house those working construction on the current and future

phases as the project nears completion.

Energy's Dammam office, with Area Manager Marwan Mroueh, are working with Raidat AlSharq, a major manufacturer specializing in innovative and reliable prefab housing solutions was chosen to design and build housing for the complex.

"The fans for the first phases of the project were delivered directly to Raidat AlSharq to be installed as part of the HVAC systems in the prefab housing," said Marwan Mroueh, Area Manager, EIC Dammam, KSA. "Along with these fans, we have received an additional order from SEPCO for more fans for a larger project."

The fans are being manufactured by Energy Twin City, a joint venture, announced in November of 2021, partnering Twin City Fan & Blower with Energy Industrial, Energy International Corporation's manufacturing division located in Sharjah, UAE.

The joint venture allows the full range of Twin City products to be produced locally in for shipment to the MENA region, saving on shipping time and costs. The Twin City fans for the project were selected by Energy International's technical engineers to meet the SEPCO's specifications. ■



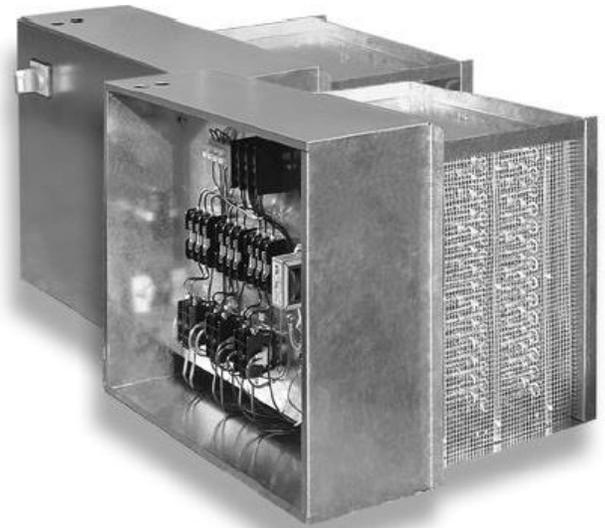
Neptronic Open Coil Electric Heaters

The Neptronic electric heater is manufactured using the most advanced technologies available. Total automation from design to production using integrated CAD/CAM systems not only assures maximum efficiency, but also prevents errors in plans and specification data. The most advanced CNC technology for sheet metal fabrication is used in manufacturing the heaters. All these factors are key to offering standard features that competitors offer only as options, and allows Neptronic to respond in record time to your needs and to the most demanding specifications.

- Most popular in the industry
- Suitable for most standard HVAC
- ducted systems
- Heating capacities from 0.5 to 1000 kW (larger loads also available)
- Up to 40 kW per sq.ft
- Integrated HEC controller
- Patented EAS
- (Electronic Airflow Sensors)

Open Coil Elements Options

- 4Grade C NiCr60 (60% Nickel and 16% Chrome)
- 4Grade A NiCr80 (80% Nickel and 20% Chrome)



Energy Industrial Company Model SQ Square Inline Fan

Energy Twin City Fan's Model SQ direct drive and belt driven square inline fans are specifically designed for duct applications handling relatively clean air, including supply, exhaust and return air systems. Fans offer high efficiency and quiet operation in a compact design that can be mounted in any position (horizontal, vertical or angular).

Square inline centrifugal units feature high efficient, non-overloading, backward inclined centrifugal impellers precisely matched to a spun venturi. All impellers are statically and dynamically balanced. Units are manufactured under strict quality assurance standards to insure cataloged performance and years of maintenance free operation. Fans Available in 50 Hz and 60 Hz. All fans are certified AMCA Sound & Air Performance , ATEX , CE (IEC60335) EMC & RoHS.

- SQxD (Direct Drive) Available in 4 sizes, 9.0" to 13.0" impellers diameters
- SQxB (Belt Driven) Available in 10 sizes, 10.0" to 42.0" impellers diameters

OPTIONAL CONSTRUCTION

- Spark Resistant Construction (Type B and C, ATEX),
- Easy Access Construction





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