



ENERGY INTERNATIONAL QUARTERLY

WINTER 2012

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Letter from the Top • Rami Fawaz

Welcome to the Winter edition of the Energy International Quarterly newsletter, our first for 2012. The New Year always brings anticipation. Pin-pointing a specific spot on the calendar lets us take a retrospective look back at where we've been and take a refreshing look ahead. It's been a pretty remarkable year for the company, considering it's been a down market for most of the rest of the world. Fortunately for EIC, the construction market in the Middle East has been growing steadily over the past couple of years driven by Saudi Arabia and Qatar. The Saudi government is on a building spree adding housing, medical facilities and other types of infrastructure to keep pace with a growing population, not to mention building the world's largest high-speed rail system. Qatar is in the beginning stages of construction of stadiums, housing and other facilities as it prepares to host the 2022 World Cup. Several major projects such as the King Abdulaziz Center for World Culture in Saudi Arabia and the Galleria Mall in Jordan will carry over from 2011 into the new year. In this issue, we scan the regional news reports to bring you a brief overview of what the experts predict for the GCC construction sector in the coming year. As always, this edition includes news stories, project coverage, and people profiles. 📖



Rami Fawaz
Executive Vice President

Be A Part of the Energy International Quarterly

The EIC Quarterly 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 me at jpeter@energyintl.com. I look forward to hearing from you.



Energy International to Open Satellite Office in Kuwait

Regional venture designed to expand the company's presence in the GCC market

Energy International Corporation (EIC), a leader for more than 30 years, in the design, supply and installation of HVAC and electro-mechanical equipment to major construction projects throughout the Middle East and North Africa, announces the opening of a regional office in the country of Kuwait.

EIC with headquarters in Canton, Michigan, USA, has more than 175 employees working out of regional offices throughout the Middle East in Lebanon, Jordan, Saudi Arabia and the United Arab Emirates.

The corporation currently supports divisions covering Industrial/HVAC, Building Management Systems, Parking and Transportation, Aerospace and Renewable Energy and has recently added a division focusing on the supply and installation of air purification and clean room technologies.

"Opening an office in Kuwait is a logical next step in expanding our products and services throughout the region," said Allie Bazy, President, Energy International Corporation. "Our aspirations have always been to look for markets where we see a potential to grow. The Kuwaiti construction market is one of the biggest markets in the GCC region."

The Middle East's third largest oil producer is in the beginning stages of a four-year, multi-billion-dollar infrastructure makeover. The Kuwaiti Ministry of Health announced last year that it is funding the construction of 11 new hospitals with a capacity of more than 4,000 beds. In October of 2011, the Kuwaiti Ministry of Public Works announced a USD\$2.1 billion plan for



expansion of the Kuwait International Airport, building a new terminal and nearly doubling the size of the facility. The Ministry of Public Works also recently confirmed an additional 300 projects are under way at an annual cost of USD\$1.8 billion, as part of the State Development Strategy.

Initially, EIC Kuwait will be staffed by two sales engineers working out of offices at Allied Technologies Co. (ATC), headquartered in Safat, Kuwait. ATC, founded in 2006 under the patronage of Mr. Hassib Madi, Founder and Chairman, provides products and services to electromechanical and plumbing contractors and consultants throughout the region.

The company supplies a wide array of products including Heating Ventilation and Air Conditioning (HVAC) systems, Refrigeration, Plumbing and Fire Fighting Equipment and Systems from a list of certified, quality international manufacturers. ATC lists an extensive and diversified project portfolio including Public Utilities, Business and Shopping Centers, Automotive and Food Industry Applications, Hotels, Restaurants, Airports and Hospitals. ■

EIC Renewable Energy Division Wins Marketing Award

Energy International Corporation was one of two recipients of the Urban Green Energy Marketing Award. The awards were given to the two companies that submitted orders for the largest jobs in the months of August and September.

Urban Green Energy (UGE) is a U.S.-based designer and manufacturer of vertical axis wind turbines and hybrid wind/solar solutions with over 120 quality distributors with sales to more than 50 countries.

Energy International is working with UGE on a project in the Middle East, supplying wind turbines to a large university. The 10k units were designed specifically for the project and will supply electrical energy to the campus while assisting the facility achieve LEED certification. ■



EIC worked with UGE to design custom 10k wind turbines for their university project.



Energy International Joins the Efforts to Rebuild Iraq

U.S. consortium plans to construct 100,000 energy-efficient and affordable homes in the country

The Iraqi government has recently selected 35 international firms to participate in a \$50 billion project to build more than one million new housing units across the country. The project, scheduled for completion sometime in 2016, will cluster the houses together in communities, with community sizes depending on location and population density. The homes will be designed and outfitted to assure that there will be affordable housing options for everyone.


Energy International Corporation (EIC) is participating in the project as a part of a consortium of U.S.-Michigan-based firms. The Michigan Iraq Consortium for Housing Development, or MICH Development, is in the final stages of negotiating to construct 100,000 homes as a part of the project. The homes will be built in clusters of 10,000 in line with the community aspects of the project.

"EIC has a vested interest in the region. The company has a rich, 32-year history of representing a number of well-known U.S. manufacturers of HVAC and electro-mechanical equipment to a prestigious list of clients throughout the Middle East and North Africa," said Rami Fawaz, Executive Vice President, Energy

international Corporation. "Through its regional offices, situated throughout the region, EIC has played a fundamental role in the creation of major international airports, hospitals, trade centers, hotels, universities and manufacturing facilities."

EIC will offer its expertise in assisting with the development of sustainable energy technologies for the project. Sustainability will be an important aspect of daily life for a people who are getting back on their feet after many years of hardship. EIC is experienced in providing solar and wind energy solutions to sustainable projects in the Middle East with projects currently underway in the gulf coast region.

A couple of options being presented to the Iraqi government include the installation of solar water heating systems for each residence and wind power generation systems installed for each of the 10 communities.


"The proposed solar and wind energy solutions will provide electricity at virtually no cost other than the installations of the initial products," said Fawaz. "The greatest asset of solar and wind energy is that the fuel source is free and doesn't require reliance on outside sources to the produce and deliver power." 



(Left to right), Syed Asmal Ahmed, Rami Fawaz, Aspi Kapadia, Dr. Ned Fawaz, Hussein Farran and Chadi Farran conduct a brainstorming session in Dubai, UAE.

Staying Ahead of the Curve

Members of EIC's Parking and Transportation Division and corporate executives gathered recently in Dubai, UAE for a three-day brainstorming session to devise a plan for future growth and expansion of the division.

Several topics were discussed including the growth potential for a number of new products and services with possible expansion into additional competencies, ideas on how to improve on current products and services provided and discussions on keeping up to date with technological advancements in data and intellectual property management. 



EIC NEWS

The Latest News

EIC to Exhibit at Project Qatar 2012

Qatari construction expo expected to draw large international interest

Energy International Corporation will be a primary exhibitor at the 2012 Project Qatar International Trade Construction, Building, Environmental, Technology and Materials Exhibition to be held on Monday, April 30 through Thursday, May 3, 2012 at the Doha Exhibition Center in Doha, Qatar.

The highly successful show, in its ninth year, attracts key buyers and industry leaders looking for the most up-to-date technology and latest state-of-the-art equipment available on the market.

The 2011 expo featured more than 1,750 exhibitors from 42 countries, 18 national pavilions and more than 52,000 square meters of exhibition space. Last years show drew more than 43,000 visitors.

"Project Qatar is an ideal venue for Energy International to be a part of," said Allie Bazy, President. "With the World Cup coming in 10 years, Qatar will be a hub of activity in the construction sector. The show provides us the opportunity to touch base with our current customers and demonstrate our capabilities to many future EIC customers."

The EIC booth, (F-125 in hall # 2) located in the center of the hall, will feature displays from world class manufacturers such as PennBarry, MetalAire, Jay R. Smith, Urban Green Energy, Canaletas, BLE, Wolter, Purified Air and Reddi-Heat. The booth will be manned by EIC experts who will be available to answer questions and provide technical support. ■



Fashion Statement

The crew at EIC's U.S. headquarters gather for a group photo to show off their new EIC logo dress shirts. The sharp, Van Heusen dress shirts, embroidered with the orange sun logo and the words 'Energy International' in black, were a gift from the company at the 2011 Holiday Party.





EIC NEWS

The Latest News

EIC Exhibits at 2011 Big 5 Show in Dubai, UAE

Region's largest trade show draws thousands of potential customers

Energy International Corporation had a successful showing at the 2011 Big 5 Show to be held at the Dubai International Exhibition and Conference Center in Dubai, UAE, November 21 through 24, 2011.

This year's show reported a seven percent increase in attendance over the 2010 show with many exhibitors using the event to announce new product developments for the MENA region. EIC showcased products from major manufacturers like BioClimatic, PennBarry and MetalAire with EIC sales engineers on hand to answer questions and offer technical support.

The Energy booth, located in hall 3-4 was a hub of activity as company representatives fielded inquiries about EIC's line-up of HVAC and electro-mechanical components.

"This was our 10th year exhibiting at the show," said Rami Fawaz, Executive Vice President. "Every year the show seems to get bigger and draws more potential customers from around the world."

The Big 5 Show is the largest building and construction show in the Middle East and North Africa with more than 2,500 exhibitors and 70 country pavilions covering 37,800 sq-m of floor space featuring the most diverse range of construction products and services in the MENA region.

Along with a focus on green-building technologies, this year's show offered seminars dedicated to international exhibitors who are interested in doing business in the region. ■



Attendees (top) visit the Energy booth in hall 3-4. Ali Hazime, of EIC's Abu Dhabi office (above left) mans the booth during the show. The EIC booth provides comfortable areas, (above right), for attendees to conduct business. Wissam Fawaz, (right) manager of EIC's manufacturing facility in Shrajah, points out the details of one of EIC's many products.



PROJECT NEWS

Shams Gate - Abu Dhabi, United Arab Emirates

A Gateway To Progress

Shams Gate and Sun and Sky towers welcome residents and visitors to the new Abu Dhabi

Abu Dhabi's Al Reem island is the UAE-metropolis' answer to the rising growth of the Dubai skyline. The mixed-use development, residential, commercial and mega business project, rising from the natural island located off the coast of Abu Dhabi city, will cover more than 6.5 million square meters with a total investment of more than \$30 billion dollars. When completed, the island will feature a number of towers set in an idyllic garden of parks, grand boulevards and palm trees.

The island is being developed by a trio of separate entities including Reem Investments, Tamouh and Sorough Real Estate. Sorough is building up a quarter section of the island known as Shams, or The Gate District, a small peninsula carved out by a pair of lagoons to the southeast and west.

Residents and visitors crossing the isthmus to Shams will be welcomed by The Gate Towers, a grand structure consisting of eight towers linked by sky-level penthouses and resembling a modern-day chrome and glass Stonehenge. U.S.-based Arquitectonica designed the complex that will house high-rise luxury residences, offices and shopping malls along with an international hotel and serviced apartment complex.

The signature property of the \$1.8 billion USD project is the Sky Tower. The 83-story structure will be divided into residential apartments and Grade 'A' commercial space and one and two



An artist rendering of the shows the four gate towers capped by penthouse apartments. In the background you can see the Sky Tower and Sun Tower.

bedroom apartments on the lower floors. Upper floors will feature larger three and four bedroom units with luxury penthouses topping the structure.

Sky Tower will provide residents with a host of amenities including a landscaped deck, separate men's and women's spas, fitness centers, common rooms and an outdoor pool.

When completed, the Sky Tower will be the tallest building in the capital and rank as the 15th highest residential and

commercial tower according the current world rankings.

The 65-story Sun Tower shares a host of world-class amenities with the neighboring Sky Tower. The common podium includes a shopping mall, cafes and restaurants and a state-of-the-art fitness and leisure center featuring a spa with separate male and female facilities that includes a sauna, steam room, and massage rooms. Outdoor sporting facilities include lap-

continued on next page



PROJECT NEWS

Shams Gate - Abu Dhabi, United Arab Emirates

pool, yoga lawn and infinity pool. The podium also houses a retail area that provides essential and luxury shopping for the Sun Tower residents.

Energy International Corporation was chosen to supply industrial fans to the construction of five of the eight towers. EIC's engineering and technical staff selected Vaneaxial (VXD) direct-drive and Efficient Silent Inline (ESI) mixed-flow belt-drive fans, manufactured by PennBarry of Plano, Texas for the project. Each of the 20 VXD and 178 ESI units were selected to match specifications for particular tag numbers called out in the system designer's specifications ranging in size from 54 inches to 60 inches for the VXDs and from 28 inches to 65.5 inches for the ESIs.

The VXD and ESI fans supply air to the tower's massive ventilation systems maintaining a constant static pressure inside the building, feeding fresh, clean air to the air coil units and distributing cool air throughout the structure to assure a comfortable environment for all of the occupants.

Several of the ESI fans are designed to do double duty. Fire rated at 300 degrees Centigrade for two hours and equipped with two-speed motors, these fans are set up to switch into high gear and exhaust smoke from the towers in the event of a fire.

"Pennbarry fans are the industry standard and one of a few names that consistently show up on every contractor's approved list of manufacturers," said Alex Itawi, Vice President, Engineering for Energy International Corporation. "They also meet the number-one requirement of all




In-progress photo (top) shows three of the four residential towers going up. Artist rendering (right) illustrates motorist's view of "The Gate" as they enter Shams district. The towers in aerial view (above) look like they are opening up to receive the sun and sky, the intended theme of the project.

Middle East contractor's, that the fans they use be made in the U.S.A."

All VXD and ESI fans are being built at PennBarry's Lebanon, Indiana facility. EIC's and shipped to the job site in Abu Dhabi.

"Each fan is fabricated and fully assembled at the factory to assure

accuracy in tolerances, etc," said Itawi.

"The fans are then tested at Penn's on-site testing facility to assure that they meet or exceed performance standards set by the customer. No PennBarry fan is shipped to the job site without being thoroughly tested." 



PROJECT NEWS

Galleria Mall - Amman, Jordan

Shopping as a Work of Art

Jordan's largest shopping mall offers a comfortable, natural and inviting environment

Residents in and around the city of Amman, Jordan will soon be able to enjoy a shopping experience unlike any the country has ever seen.

The Galleria Mall is a new mega-mall rising out of the Sweifieh Shopping District located in the heart of Amman, with direct access to Zahran Street, Amman's main street and most important vehicular corridor.

Scheduled to open in the fall of 2011, the \$85.8-million project, encompasses one million sq. ft. making it the largest multi-purpose center of its size in Jordan.

The Galleria Mall is housed in a 10-story, multi-purpose tower, designed to resemble a stack of geometric blocks rather than the traditional large box shape of most mega-malls. The design, conceived by Nadel Architects, headquartered in Los Angeles, California, USA, combines two separate, yet interlocking spaces with offices, retail outlets and restaurants surrounding two large atria illuminated by natural sunlight cascading through curvilinear skylights.

The design mixes copper, glass and natural stones to create a unique façade. Terraces, extensive landscaping and water features infuse elements of the outdoor designed to enhance shopping and dining experiences. The concept is taken further with the inclusion of meandering walkways resembling the



Designers abandoned the usual big-box shape, creating an interesting facade made up of stacked squares and rectangles while still maintaining street-level shopping to tie in with the mall's urban location. Winding walkways wrap through a large atriums (left) enticing shoppers to visit the stores. Massive curvilinear skylights flood the atriums with natural sunlight.

wavy patterns created when water naturally erodes rock.

The overall design focuses on pedestrians with the inclusion of meandering walkways that resemble the wavy patterns caused when water naturally erodes rock, enticing visitors

to stroll through the shops. The complex is also designed. According to Nadel, the design also falls in line with key strategic planning initiatives of the Greater Amman Municipality by including street-level storefronts and a
continued on next page



PROJECT NEWS

Galleria Mall - Amman, Jordan

through-site passageway.

The two large atriums offer 560,000 sq. ft. of retail space on seven levels, (one market level, one lower level, ground level and four levels above ground). Along with fashion shops, a supermarket and a big-box electronics store, the Galleria will house a food court, numerous cafes and restaurants and a cinema. The top floor offers up 6,000 sq. ft. of office space while 430,000 sq. ft. is set aside for underground parking facilities.

Energy International Corporation (EIC) was chosen to supply industrial ventilation to the mall project. EIC turned to PennBarry of Plano, Texas, USA and Wolter Ventilation of Malsch, Germany to fill the large order.

The specifications required 96 Wolter JFVO jet fans to provide circulation and exhaust contaminated from the mall's underground parking structure.

EIC's engineering and technical staff specified more than 150 PennBarry fans for the project including a number of Domex, Fumex, Centrex Inliner and Breezway models. The specs also called for seven PennBarry VCR free-standing centrifugal fans – three of those, model BI 890 SWSI have a wheel diameter of 89 inches with a final assembly height nearly eight feet tall.

The massive VCR fans feature backward-inclined wheels designed to provide optimum performance for most operating conditions. Their high-volume outputs make them ideally-suited for use in hotels, office buildings, manufacturing plants and large retail complexes like the Galleria Mall.



ALEX ITAMI PHOTOS



A PennBarry craftsman (above) disassembles one of the large VCR fans so it can be reassembled inside the test cage. The VCR (left) is run through its paces in the test cage where the fan is run at full RPM to assure that all wheels and shafts are precisely balanced and there is no unnecessary vibration or noise.

All PennBarry fans and components are certified and licensed to wear the seal of the Air Movement and Control Association International Inc. (AMCA).

PennBarry engineers test each fan individually before leaving the factory. The large VCR fans are first assembled to assure that all tolerances meet or exceed customer specifications. The fans are then disassembled and reassembled in the testing cage due to their size.

Factory tests are run to assure that

all wheels and shafts are properly balanced and that the fans run smoothly at full RPM without excessive vibration or noise.

The Domex, Fumex, Centrex and Breezway fans will be built at Pennbarry's El Paso, Texas plant. The VCR fans are built at Pennbarry's Lebanon, Indiana facility. EIC will arrange the shipping for all fans, including the Wolter jet fans, to the job site in Jordan. 🇯🇴



FEATURES

Looking Ahead to 2012

Energy international Quarterly rings in the New Year with an experts view on the state of the construction sector in the Middle East

The coming of a new year is a time of reflection for many. We look back at, and evaluate that past year as we look forward to what the New Year might bring. It's a custom in many cultures to welcome the New Year by making resolutions. It's a way of setting goals for ourselves for the coming year.

It's not much different in the business world. Companies reflect on the most recent year as they look ahead and plan for the coming year. In the case of business, their goals (or resolutions) are based on well-calculated predictions of what the future holds in store for the markets in which they compete.

As we head into the New Year, Energy International Quarterly has scanned the industry media and sat down with EIC executives for an expert's view of the prospects for 2012 in the Middle East region construction sector. Coming off of a respectable 2011, the momentum should carry on into the coming year providing a growing market for HVAC and electromechanical products.

EIC also enters the New Year with an eye on expanding its Renewable Energy and Air Quality management



Qatar will be a major hub of construction activity as they prepare to host the 2022 World Cup. Projects will include the construction of new air-conditioned stadiums.

divisions as more LEED certified projects are coming on line.

According to a recent report by the Kuwait Financial Centre, in a story published by the Khallej Times, the GCC countries are planning 1,638 major projects worth more than \$968 billion across a number of sectors. More than 80 percent of these projects are in construction, infrastructure and the petroleum industry.

A report published in conjunction with CityBuild Abu Dhabi says

the current value of infrastructure projects in the GCC countries is US\$452 billion, with 80% of that total in Saudi Arabia, the UAE and Qatar. The value of construction contracts alone awarded in 2010 in the GCC totaled US\$165 billion and many of those projects will enter into the construction phase in 2012 boosting sales of materials such as HVAC and electromechanical equipment.

Rail system construction will also be a major focus throughout the GCC moving

A report published in conjunction with CityBuild Abu Dhabi says the current value of infrastructure projects in the GCC countries is US\$452 billion, with 80% of that total in Saudi Arabia, the UAE and Qatar.



FEATURES

Going Green

forward. The total value of projects such as long-distance rail lines, metro lines and the accompanying stations and other infrastructure is estimated at \$79 billion. According to MEED, Qatar will announce this July the first invitations for contracts for the \$35.7 billion QRail program, a dual-phase project that includes 172 km of underground structures and 30 km of rail lines at grade level or above.

Many contractors in the region, and worldwide, have turned their attention to Saudi Arabia. The Kingdom is the second largest sector in terms of market size and the largest in terms of infrastructure spending and growth in 2010. This trend should continue through 2015 as the Kingdom completes a five-year, \$USD450 billion dollar infrastructure rebuilding plan.

Along with building new roads and bridges and adding a half-million homes for the country's exploding population, the Saudi government is currently supporting the construction of such projects as the King Abdullah Financial District near Riyadh and the rebuilding of a large section of the city of Makkah surrounding the Grand Mosque.

Construction is just starting on the world's largest high-speed rail project linking the Muslim holy cities of Medina and Makkah via King Abdullah Economic City, Rabigh, Jeddah and the King Abdulaziz International Airport at a projected cost near US\$ 9.4 billion. And the Saudi government announced last August that it had charged the Saudi Bin Ladin Group with the construction of the Jeddah Tower, a US\$1.23 billion



The Kingdom Tower, being built just outside Jeddah, Saudi Arabia, will be the world's tallest building when completed.

skyscraper that, when completed, will surpass Dubai's Burj Khalifa as the world's tallest building.

While the Saudi construction market is lucrative, it's not an easy market to crack for contractors who don't already have a presence.

Edward James, head of MEED Insight, interviewed at the 2011 Arab World Construction Summit held in Abu Dhabi last May, said that MEED data showed that less than 20 percent of Saudi contracts went to international contractors.

James said that the bulk of work is awarded to local contractors, either alone, or in partnership with international contractors. "So for contractors looking for work in Saudi Arabia, it's never quick or easy to win work there. The kingdom is a long-term play for those contractors."

James also says that Algeria and Libya hold a lot of potential along with Iraq, an oil-rich country that will take on a massive post-war rebuilding.

Anyone who's in the industry can't ignore Qatar when looking at 2012 and beyond. With its successful 2022 World Cup bid, Qatar is on the outset of a US\$220 billion spending spree as the country prepares to host the soccer world. Qatar has 10 years to build a dozen open-air, air-conditioned stadiums, a massive rail system and an entire city to house players and fans from around the globe, among other projects.

The CityBuild report also cites the region's focus on 'green' projects. Many new construction projects such as the King Abdulaziz Center for World Culture in Saudi Arabia and the Galleria Mall in Amman, Jordan that have been designed to achieve LEED Platinum status.

The region is also focusing on solar energy as a means of reducing dependence on fossil fuels to generate electrical power.

Dubai just announced plans to build a 1,000 MW solar park outside of the city. The 12 billion dirham (USD\$3.7 billion, 48 square-kilometer park will be made up of fields of solar photovoltaic panels and a concentrated solar power plants. The project is expected to be producing electricity by the end of 2013, coming fully on line by 2030.

CNNMoney reports that Saudi Arabia will announce a plan to get up to 10 percent of its electrical power from solar by 2020, launching the efforts with a 500 KW solar (expandable to 6 to 8 MW) on Farasan Island in the Red Sea. ■



PEOPLE



Ali Fawaz, EIC Product Manager, and Amanda Habhab celebrated their engagement on October 28, 2011 with members of EIC's Canton, Michigan staff. Left to right: Alex Fawaz, Jeremy Kellogg, Wissam Nassif, Allie Bazzi, Mohamed Sayenna, John Peter, Rami Fawaz, Ali Fawaz, Amanda Habhab, Bethann Kukla, Katie Bellows, Alex Fawaz, Chuck Sikora, Tracey Baughman and Ahmed Chughtai.



EIC's U.S. office welcomed Saudi Arabian Sales Manager Mazen Sheet (far left in gray jacket) on his first visit to the U.S. with a trip to an NHL hockey game between the Detroit Red Wings and the Calgary Flames. The group above (left to right) Ali Fawaz, Rachel Muller, Mazen Sheet, Allie Bazzi, Rami Fawaz, Bethann Kukla, Jeremy Kellogg, Mohamed Sayenna, Tracey Baughman, Wissam Nassif, Alex Itawi, Beth Rutkowski, Alex Fawaz, Don Rutkowski and Erin Favor.



PEOPLE NEWS

Ahmed Chughtai • Engineering Manager

Everyone smiles when they meet EIC's Engineering Manager, Ahmed Chughtai - not just because of his warm, friendly personality, but because he's often pointing a camera in their direction.

Ahmed is an avid and very accomplished photographer, a hobby inspired by his older brother.

Ahmed's passion is children's portraiture, but has also shot numerous weddings and a number of senior picture portrait shoots. It's not unusual for him to be called upon to snap passport photos for staff members and he is always armed with a camera at Energy International U.S. office functions.

Staff members have enjoyed his photos taken at such events as the annual Holiday party and outings to a Detroit Tiger baseball game and tailgating at a University of Michigan football game. He also shot pictures at the engagement party for EIC Sales Rep Ali Fawaz and his future bride Amanda. His photography talents are often tapped for the EIC Quarterly newsletter.

Ahmed is part of the sales core at EIC, approaching his 25th anniversary with the company. But Ahmed's relationship with EIC founder and Chief Executive Officer, Ned Fawaz, goes back much farther.

Ahmed first met Ned in 1975. Ahmed had just taken a job as a Design and Estimation Engineer with York Air Conditioning in Kuwait and was attending a York seminar in Dubai, United Arab Emirates. The seminar was hosted by Ned who was working for the York Division of Borg-Warner Corporation as Regional Manager for Middle East and North Africa.



Ahmed Chughtai makes a rare appearance on the other end of a camera.

They worked together on a number of projects in the Middle East continuing their business relationship until Ned left York to form Energy International Corporation in January of 1979. Ahmed and Ned continued a personal relationship, touching base on occasions when Ned was in the Middle East on EIC business.

"I always kept in touch with him after he left York," said Ahmed. "Though I didn't really do any business with EIC in the early years, I'd often pick up the phone and call Ned to see how things were going."

In 1986, Ahmed moved to the United States, immigrating to Virginia where his sister was living. He called Ned to let him know he was in the U.S. and looking for work. Ned invited him to visit the Energy International office which, at the time, was located in Southfield, Mich.

"It was February 27, 1987," said Ahmed. "I remember Ned showed me around the office and introduced me to the staff. Then

he pointed to an empty desk and said, "This is your desk. You can start to work right now."

A native of Pakistan, Ahmed holds a Bachelor of Engineering degree in Chemical Engineering from The University of Punjab in Lahore, Pakistan.

"I majored in heat transfer technology," said Ahmed. "That's how I ended up in the air conditioning business."

Ahmed is an integral member of Energy International Corporation's engineering sales force. Well respected in the industry, contractors and designers often draw on his experience and knowledge when building HVAC, gravity ventilation and steam and water boiler systems for major projects such as universities and major manufacturing installations throughout the region.

With thousands of major projects on his resume, Ahmed has been awarded a number of Sales Achievement Awards from reputable American manufacturers like DriSteem Corporation and Hurst Boiler Company. As head of EIC's Estimating Department, Ahmed oversees a team of engineers who tap his experience and knowhow in providing EIC's customers with expertly sourced and engineered project quotations.

Ahmed currently resides in West Bloomfield, Mich., with his wife, Farah.

His daughter Nadeen received her doctorate in Internal Medicine from Michigan State University. She is currently a third-year pulmonary critical care fellow at the university of Medicine and Dental of New Jersey and was named chief resident and intern of the year. This June she will become a Specialist in Pulmonary ICU. 🇵🇰



PEOPLE NEWS

Please join us in welcoming new members to the EIC family

Energy International Corporation announces the appointment of **Saleh Assaf** as General Manager of Energy international – Jordan.

Saleh will be responsible for overseeing the operations of EIC's Amman office supplying EIC's lineup of quality HVAC and electro-mechanical products to the current list of customers and seeking out new business and expanding EIC's market share in the region.

"We are pleased to have Saleh as a member of the Energy International Team," said Allie Bazy, President, Energy International Corporation. "He brings a wealth of experience to our organization along with an impressive record of sales growth in his previous appointments."

Saleh comes to Energy International from Johnson Controls in Jordan where he served as a Sales Executive working on major projects such as the Prince Hashim Hospital, a state-of-the-art medical facility and the largest hospital in the city of Aqaba, and the new headquarters facility for the Jordanian Police in Amman.

Prior to working at Johnson Controls, Saleh spent 10 years at the Petra Engineering Industries Co. where he rose to the position of Senior Sales Engineer for the company's U.S. East Coast Operation covering Ohio, Florida, Massachusetts, North Carolina and New York.

During his time as Senior Sales Engineer, Saleh increased the number of representatives in his region and



Saleh Assaf is the new Manager for Energy International's Jordan office.

posted a significant increase in sales, nearly doubling sales in the three years he oversaw the operation.

While at Petra, Saleh worked on a number of large projects including supplying Air handling Units to the Empire State Building in New York, NY as well as supplying equipment to the Franklin Mills Mall, a 200-store mega-mall in Pittsburgh, Penn., and a condominium and residential complex in Miami, Fla.

Saleh holds a bachelors degree in Mechanical Engineering from the Applied Science University in Amman, Jordan. He is also a member of the American Society of Refrigeration, Heating and Air-Conditioning Engineers and is LEED GA certified.

Saleh will work out of EIC's Amman, Jordan office located at Al-Madinah Al-Monawarah St., Bldg. 234, second floor, in Amman. He can be reached via phone at +962-6-567-1915, via fax at

+962-6-567-1916 or via e-mail at saleh.assaf@energyintl.com.

We would also like to welcome **Fadi Rashid** who joined our Jordan office on September 15th of this year as a Senior Marketing and Sales Engineer. Rashid holds a Masters degree in Business Administration from the University of Plymouth in London, United Kingdom as well as a Bachelor of Science degree in Mechanical Engineering from the University of Jordan in Amman.

While working on his Master's thesis (Project Success: Success Criteria and Critical Success Factors), Rashid studied a number of different business disciplines such as marketing, strategic management, leadership and human resources. He worked with multi-national groups analyzing and assessing international companies to identify the opportunities that would gain a competitive advantage in the local and global markets.

Before coming to EIC, Rashid worked as a Technical Support Engineer at Arab Technical Group (ATG/Daikin) in Amman.

Thaer Mommani also joins our Jordan office as a Sales Engineer. Mommani comes to EIC with more than 10 years experience in the HVAC and electro-mechanical industries most recently serving as a Senior Sales and Technical Support Engineer for heating and air-conditioning. A Jordanian national, Mommani holds a Bachelor of Science degree in Mechanical Engineering from Jordan University of Science and Technology in Ibrid, Jordan. 🇬🇪