



# Energy International Report

THE NEWSLETTER FOR THE EMPLOYEES AND FRIENDS OF ENERGY INTERNATIONAL CORPORATION

**SUMMER 2018**

## IN THIS ISSUE:

### ■ NEWS

2. Energy International Opens Shop in Dammam, KSA
2. Energy Industrial Sponsors ASHRAE Falcon Chapter Seminar
3. Energy International Sets Its Own Vision on Saudi Arabia
4. Energy Launches Watts Sales Team in KSA
4. Wolter GmbH Visits Beirut Office
5. Energy Reps Attend British Open
5. Energy Holds World Cup Contest

### ■ PROFILE

6. Energy International Special Ops

### ■ PROJECT NEWS

9. Minhal Crowne Plaza Hotel - Riyadh, KSA
12. King Salman Specialist Hospital - Taif, KSA

### ■ PEOPLE NEWS

14. EIC People News
15. Energy Beirut Takes to the Pitch

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](mailto:jpeter@energyintl.com).

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## Energy's Vision for the Future

Energy International has been a venerable player in the Middle East construction market for almost 40 years. In fact, the company will be celebrating its 40th anniversary in January 2019. Founder and CEO Ned Fawaz launched Energy International in 1979, after seeing the need for quality HVAC and electromechanical products for a Middle East market that was on the verge of a construction boom. Over the years we've watched desert turn into the sprawling metropolis that Dubai, UAE has become today. We've also been involved in a Saudi construction market that is beginning to claw its way up from the bottom as the Kingdom's Vision 2030 starts to bear fruit. Many of the projects that were put on hold during the recent downturn are back in the pipeline, and many new projects have been launched over the last year or so. Analysts have reported that the kingdom has more than USD1.4 trillion in construction projects underway or on-the-way, making it the largest market in the Middle East. Energy International has launched its own vision for the future, restructuring its operations in the kingdom to better meet the demands of this changing market. You can read about the changes in this issue of the Energy International Report. We have also expanded our footprint in the Saudi market, opening an office in Dammam to cover the Eastern Province and added a sales team to represent Watts Water Technologies brand in the Saudi market. This latest issue introduces you to our Operations Team in Beirut and, as always, covers some of our more impressive projects in the Middle East as well as our People news. Read it, enjoy it and feel free to pass it on to coworkers, friends and business associates.

## Be a Part of the Energy International Report

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



## Energy International Opens Shop in Dammam, KSA

**Marwan Mroueh named as Area Manager covering Saudi Eastern Province and Bahrain**

Energy International is expanding its presence in the Kingdom of Saudi Arabia with the announcement of the opening of a new office in Dammam.

Marwan Mroueh has been named as Area Manager of the Dammam office overseeing a sales staff that will source products for construction projects in the Saudi Eastern Province and in Bahrain.

"The Eastern Province is a large part of the Saudi construction market," said Allie Bazy, President, Energy International.

"Building our sales presence in the area will help us increase our market share."

"Marwan knows the market and has proven himself as a top salesperson. We look forward to great things happening."

Marwan joined Energy International in 2014 as an Estimation Engineer in the Beirut, Lebanon office. He transferred to Energy's Riyadh, KSA office as a Sales Engineer later that year and has been instrumental in growing Energy's market share in the Kingdom.

Marwan holds a Bachelor II, General



**Marwan Mroueh has been named as Area Manager for the new Energy international Dammam office.**

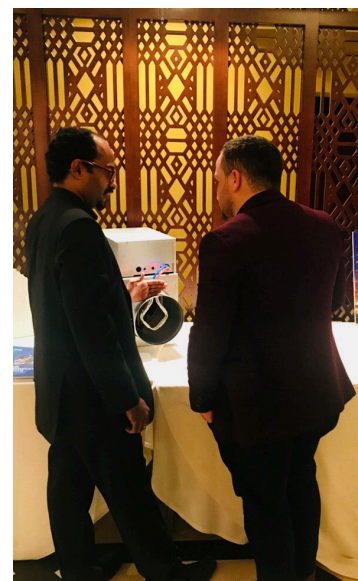
Science degree from College du Sacre-Coeur in Gemmayze, Lebanon and a Bachelor of Mechanical Engineering from Beirut Arab University in Debbieh, Lebanon.

The new office is located at Khaled Ibn

Al Walid St., Al Khobar, Kinan Al Shareq Business Center, Unit No.410, Kingdom Of Saudi Arabia. He can be contacted at +966 13 834 7837 or via e-mail at [marwan.mroueh@energyintl.com](mailto:marwan.mroueh@energyintl.com).

## Energy Industrial Sponsors ASHRAE Falcon Chapter Seminar

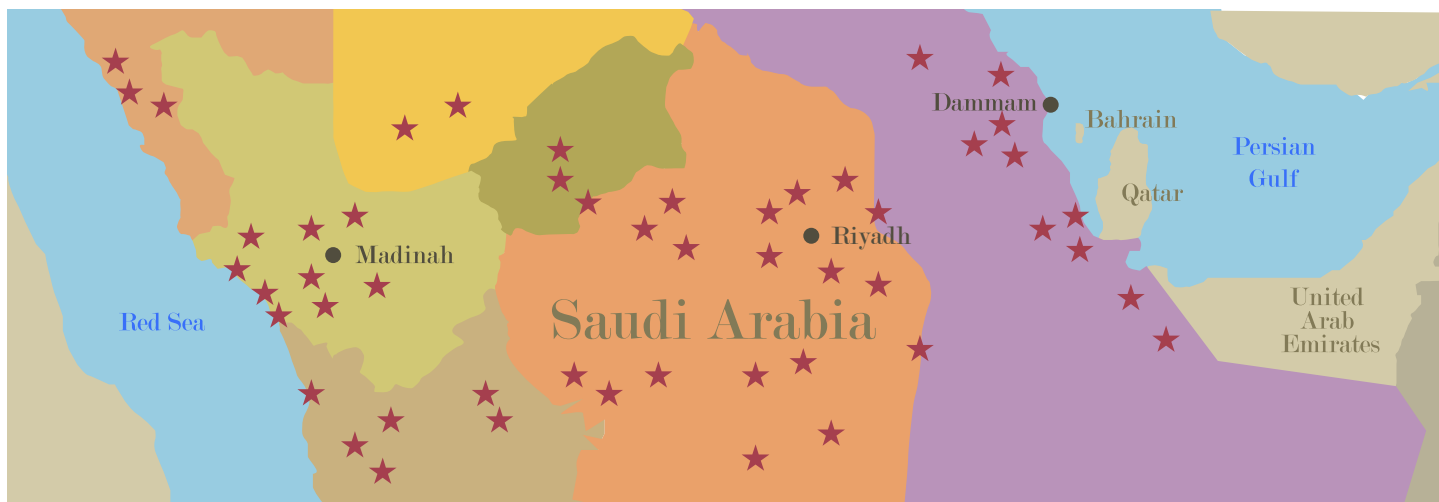
Energy Industrial Co., the manufacturing division of Energy International sponsored an American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) Falcon Chapter seminar on March 21, 2018 at the Arjaan Rotana in Dubai, UAE. The ASHRAE Falcon Chapter, with more than 500 members, is one of the most active chapters in the region at large. Energy Industrial showcased a number of products including an extensive line of sand trap louvers.





## Energy International Sets Its Own Vision on Saudi Arabia

*New structure to focus on better serving the KSA market*



Energy International is instituting a new strategy to help the company meet the growing demands of a revitalized Saudi Arabian construction market.

The Kingdom of Saudi Arabia is in its second year of Vision 2030, an ambitious, long-term plan designed to diversify and grow the Saudi economy, with the goal of situating Saudi Arabia as a global leader on the financial, technical and commercial fronts.

According to a recent report from the Middle East Economic Digest (MEED), Saudi Arabia has \$1.4 trillion worth of major projects planned or under way, making it the biggest projects market in the region, nearly twice the size of the next largest market, the United Arab Emirates.

The new corporate organizational structure separates sales and operations functions into two distinct portals. The operations side will be responsible for all non-customer facing tasks freeing the sales teams to focus on building customer relationships and growing market share.

EIC President, Allie Bazy will lead the sales effort. Bazy has more than 25 years of experience with a vast network of business contacts in the market. He will be responsible for the entire KSA sales team including offices in Riyadh, Jeddah and Dammam while continuing to report directly to the CEO.


"Under his leadership we are confident that our

growing KSA sales team will reach their goals for 2018 and the years to come," said Ned Fawaz, CEO Energy International. "Allie's extensive knowledge of the market will allow our sales engineers to unlock doors that were previously shut and provide guidance to our sales team."

Energy International's Central Operations, co-located in the Beirut, Lebanon office and at the company's U.S. headquarters in Canton, MI, will be led by Vice President Sam Nassif.

Sam's team will assist the sales team providing such things as order placement, compliance, shipping and logistics, supplier relations and additional administrative functions, alleviating the sales people of the burdens of operations and operational issues. Sam will report to Alex Fawaz, Vice President of Global Operations.

"Sam was instrumental in developing the estimation team in our Beirut office, which has been a success" said Ned Fawaz. "We are equally confident that Sam will excel in his new position."

"We are extremely excited to grow our business in Saudi Arabia," added Ned Fawaz. "We are building a top-notch KSA sales team and adding more depth to the team every month. Our Central Ops team is also growing with great engineers that can provide our sales people with engineering solutions and a stellar logistics team who will be expediting delivery to customers." 

***According to a recent report from the Middle East Economic Digest (MEED), Saudi Arabia has \$1.4 trillion worth of major projects planned or under way, making it the biggest projects market in the region, nearly twice the size of the next largest market in the United Arab Emirates.***





## Energy Launches Watts Sales Team in KSA

*Sales engineers will support Watts Water Technology products in the Saudi market*

Energy is increasing its sales power in the Saudi Arabian market with the addition of two sales support personnel dedicated to the Watts Water Technologies brand.

Tarek Hamdi and Fadi Ammous will be working for the Energy International & Engineering office in Beirut, Lebanon as Sales Engineers for the Watts range of products. Both will be working exclusively in the Saudi Arabian market. Tarek will be stationed in Energy's Dammam office and Fadi will be working from Energy's Riyadh office.

Tarek has been working in the field of HVAC in Saudi Arabia for six years most recently as a Sales Account Manager for Midad Holdings in KSA. He holds a Bachelor of Science (Business) from the Lebanese American University in Beirut.

Fadi has eight years of experience in the field of HVAC, most recently as a Sales Engineer for Fawaz Refrigeration and Air Conditioning Cont. Co. in Al Khobar, KSA. He holds a Bachelor of Science in Mechatronics Engineering from the AMA International University of Bahrain.

Energy International is the authorized distributor for Watts Water Technology products in the Kingdom of Saudi Arabia.

Watts Water Technologies, with headquarters in North Andover MA, USA is a well-respected, global provider of plumbing,



**Tarek Hamdi (left) and Fadi Ammous will represent Watts Water Technologies in the KSA market.**

heating and water quality solutions for residential, industrial and commercial applications.

Energy International offers Watt's complete line of valves including independent control valves, isolating valves, check valves, double regulating valves, pressure reducing valves, automatic control valves, thermostat mixing valves and membrane solenoid valves.

Energy will also carry Watt's complete line of water softeners, reverse osmosis systems, UV filtration systems, cartridge and media filters and many other items. 🇸🇦



## Wolter GmbH Visits Beirut Office

Michael Kresse and Martin Kresse, executives with German Fan and Ventilations Systems manufacturer, Wolter GmbH recently visited the Energy International & Engineering office in Beirut, Lebanon to meet with several consultants. (shown in photo from left to right) Hassan Koubeissy, Energy International - Lebanon, Bechara Saab, Vice President, Energy International - Lebanon, Michael Kresse and Martin Kresse, Wolter. 🇸🇦





Alex Fawaz and Rami Fawaz, (far left in photo), attended the 2018 British Open in Angus, Scotland as guests of the BLE Group. The group enjoyed a tour of the city of Edinburgh and got the chance to play a round of golf on the storied course. Energy International is an authorized distributor for BLE smoke and fire curtains in the Middle East.



Several of the employees at Energy participated in a 2018 World Cup contest during the recent world event in Russia. 17 people took part in the contest where they were tasked with choosing the group winning teams and placing them in the correct positions for the 16 teams who would move on to the finals. Each player received points for each correct pick as the tournament moved through the stages up to the final game for The World Cup between France and Croatia. Sam Nassif, VP of Operations came out on top with a score of 98 points. Abir Amro, Shipping Coordinator finished second with 92 points. Shadi Qazza, Sales Engineer from the Riyadh office was third. Abir, Sam and Shadi were the only three to correctly pick France as the winner. Congratulations to our winners and all who participated in this fun event.





## Energy International Special Ops

*Operations Department supports Energy sales with engineering, technical and logistics support*



A typical day for the Energy International Operations Department in Beirut begins in the Estimation Department. Ali Mterick, Estimation Supervisor, receives Requests for Quote from Energy's sales offices in Jeddah, Riyadh and Dammam along with some requests from Energy's Jordan office.

Mterick enters the project reference number into the system, checks to make sure all the necessary technical documents are attached to the request e-mail. He assigns the quote to one of Energy's five product experts, depending on the type of product requested, whether it is a fan, air terminal, air curtain, cooling tower, pump, or other product in Energy's line-up.

Each assigned estimator studies the customer's bill of quantity (BOQ) and supporting technical documents and selects

the products that will meet the technical specifications of that specific project.

The selection, along with any technical support documents such as submittals, data sheets, product catalogs, etc., are sent back to the requesting sales engineer along with the initial quoted sell price included estimated shipping, customs clearance, and delivery to the job site, if requested by the customer.

"Each estimator owns their project from initial request until the issuance of a purchase order," said Sam Nassif, Energy International Vice President of Operations. "They work with the sales teams to make any necessary adjustments to the original quote and provide any other necessary documentation and support as the sales process moves along."

Additional support could consist of supplying a detailed technical submittal,

**The Energy International Operations Team (left to right) Abir Amro, Logistics, Amany Awada, Logistics, Alaa Al Hadi, Estimation, Sam Nassif, VP Operations, Ali Maanna, Estimation, Sarah El Hajjar, Estimation, Omar Kerdi, Estimation, Ali Mterick, Estimation Supervisor, Hassan Awada, Estimation and Majd Kanaan Operations Manager.**

specific test data, or working with Energy's supplier partners to provide product samples for larger projects.

Energy International launched the estimation and application department in the Canton, MI USA headquarters in 2011 with a four-member team made up of recently-graduated engineering students.

"We created the estimation team to take the time-consuming job of product selection away from the sales people so they could focus more of their efforts on building

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relationships and providing better customer service,” said Nassif.

The department moved to Energy International & Engineering, EIC’s Beirut, Lebanon office, in the spring of 2014, placing the estimators closer to the Saudi Arabian market, where they do a majority of their work.

“Estimation is also our entry-level sales position,” said Nassif. “Many of our application engineers have been promoted to sales positions with regional offices in Saudi Arabia and the UAE.”

“For example,” added Nassif, “Marwan Mroueh, who started with us as an estimation engineer, was promoted to a sales position in our Riyadh, KSA office and was just recently named as Area Manager of our new Dammam office.”

Once a customer is satisfied with the technical selection and quote and a Purchase Order (PO) or Letter of Credit (LC) is issued, the project becomes a “job” and is handed over to the Logistics department.

The logistics team works with Energy International’s manufacturing partners to place orders and provide all the necessary documentation and support to move the product from the factory to the job site.

“The logistics team plays a very important role in the process,” says Nassif. “They work with the accounting department to bank the purchase order or letter of credit, work with the manufacturer to enter the order into their production system, negotiate with the freight forwarders to move product from factory to port, negotiate with shipping lines to schedule space on cargo ships and work with the customs officials at the port of destination to provide all the necessary paperwork to clear product for delivery to the job site.”

“Proper shipping documentation is a critical part of the process,” adds Nassif. “If there is a discrepancy in the documents, product could be held at customs, delaying delivery to the customer, which could create construction delays.”



**Vice President of Operations, Sam Nassif (top) leads a training session with the Operations Department. (Above) Estimation Engineers are hard at work providing the Energy Sales Staff with project quotes and technical assistance.**

In the fall of 2017, EIC management created the Operations Division, expanding on the success of the Estimation Department, adding shipping, logistics and technical support all under one umbrella.

Majd Kanaan assumed managerial duties, overseeing daily operations of the division and keeping everyone up-to-date on the latest software programs from Energy’s many supplier partners. Kanaan also provides sales training to estimators who demonstrate sales potential, preparing them

to move into the sales department in one of Energy’s Saudi offices.

Kanaan was one of the original members of the Beirut, Lebanon Estimations Team, joining Energy in 2013 as an estimation engineer. He was promoted to Sales Engineer a year later, transferring to Energy’s Riyadh, KSA office where he worked under Area Manager, Mazen Sheet before returning to Beirut in 2017. He holds a Bachelor’s degree in Mechanical Engineering from Beirut Arab University. 🇸🇩





## Meet The Rest of the Operations Team

### Ali Mterick – Estimation Supervisor

Ali joined Energy International in 2014 as an Estimation and Application Engineer. He was promoted to Supervisor in the fall of 2017. He earned a Life Science Baccalaureate from the Makassed Islamiyah School in 2009 and a Mechanical Engineering degree from Beirut Arab University.

### Sarah Al Hajjar – Senior Estimation Engineer

Sarah joined the Energy International Estimation department in January 2015. She was promoted to Senior Estimation Engineer in October of 2017 and holds a Master of Engineering degree in Mechanical Engineering from the Lebanese University-Hadath.

### Alaa Al Hadi – Estimation Engineer

Alaa joined the department in 2017. He is a graduate of the Lebanese American University in Byblos, Lebanon earning a Bachelor's degree in Mechanical Engineering. Prior to coming to Energy, he did a summer internship at Enterprises A.R. Hourie and a one-month internship at g.a. Bazerji and Sons Co. Ltd.

### Ali Maana – Estimations Engineer

Ali joined Energy International & Engineering, Energy's office in Beirut, Lebanon in 2018. He is a native of Abbasiyeh, Lebanon and holds a degree in Mechanical Engineering from Beirut Arab University. He is also a member of the Order of Engineers Lebanon.

### Hassan Awada – Estimation Engineer

Hassan joined Energy In October of 2017. Hassan earned a Master 2 in Power and Automation, Electrical Engineering (EENG) from the Lebanese International University, where he also taught tutorial sessions in electrical circuits. Hassan received a Certificate in Ecodial (Schneider) from the Order of Engineers and Architects in Beirut, Lebanon and is certified in AutoCAD.

### Omar Kerdi – Estimation Engineer

Omar Kerdi joined Energy in October of 2017. He did a three-month internship with Energy in the UAE assisting with the installation of Jacir-Gohl cooling towers at the construction of the new DEWA G+4 headquarters and trained in preparing estimations and submittals. Omar holds a Bachelor of Science in Mechanical Engineering and is currently working on his Master's degree.

### Amany Awada – Shipping Coordinator

Amany joined Energy International in December of 2014 to assist with the U.S. Logistics Department. She holds a Bachelor of Business Administration in Marketing and Advertising from the American University of Culture and Education in Beirut, Lebanon.

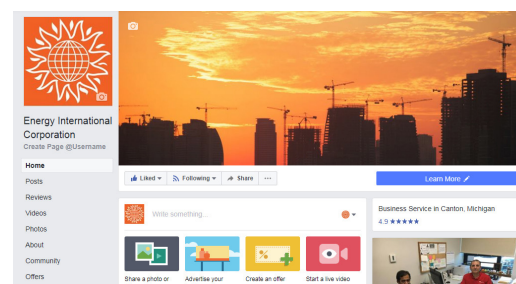
### Abir Amro – Shipping Coordinator

Abir Amro joined Energy in May, 2018 as a Shipping Coordinator working with Amany Awada. Abir comes to us from ABC Shipping in Lebanon. She holds a degree from Lebanese University in Beirut and is an accomplished photographer.

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## Minhal Crowne Plaza Hotel - Riyadh, KSA



Architect's illustration of the renovation of the Minhal Crowne Plaza Hotel in Riyadh, KSA

### A Crowning Achievement

***Technical expertise and exceptional customer service land Energy International the prestigious Minhal Crowne Plaza project***

**T**he Crowne Plaza Hotel Riyadh Minhal is a 5 star hotel located in the heart of the city.

The stylish hotel, constructed in 1991, offers 223 designer rooms and first-class luxury amenities, and is a mainstay for Saudi tourists, located in close proximity to the King Abdulaziz Historical Center, Riyadh Zoo and the King Fahad Library & Garden.

The hotel last underwent a renovation in 2012 and is currently going through a major expansion with the addition of 10 story and 6 story towers, increasing capacity to 330 executive rooms and the addition of a car park that will accommodate 220 vehicles.

The renovation will offer additional dining options and amenities and feature the largest lobby area of any hotel in Riyadh.

Energy International is supplying a

number of products to the hotel renovation project including air terminals and ventilation fans from U.S manufacturers Metal Industries (MetalAire) and Air Handling Systems (PennBarry) a division of Johnson Controls Inc.

PennBarry is supplying a number of fans to the project including Centrex SX, Domex, Breezeway and large industrial ESI models.

Centrex fans are in-line mounted moving air through the ventilation system. Domex fans are roof-mounted exhaust fans used to remove heat and odors from kitchens and bathrooms along with other general purpose applications like hallways, offices and meeting rooms.

Breezeway axial propeller fans are wall-mounted and used for exhaust and supply for utility rooms and warehouses.

PennBarry's industrial ESI fans feature

a patented design that combines the compact, high-volume advantages of axial fans with the low-sound efficiency of tubular centrifugal fans.

Metalair air terminals are an important element of the facility's ventilation system. These versatile units assist in keeping the system properly pressurized while offering occupants the ability to adjust the climate in each sector of the building.

German manufacturer Wolter GmbH, a specialist in smoke and exhaust extraction, is providing AVX fans for smoke extraction in the hotel atrium. Smoke fans are specifically designed to work in extreme heat for several hours to remove smoke from exit areas in the event of a fire.

Wolter is also providing their patented

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## Featured Projects

MINHAL CROWNE PLAZA HOTEL, RIYADH, KSA



Workers unpack the ecology units for installation on the hotel roof. The units are designed and manufactured by Green Energy, a division of Energy International, PennBarry industrial fans and a carbon filtration system by Purified Air if the UK. Ecology Units are often used over the kitchen area to scrub oil, grease, odors, smoke and other contaminants from the air before it is exhausted back into the atmosphere.

jet fans to be installed in the hotel's car park. Jet fans remove harmful vehicle exhaust replacing it with clean air.

Ecology units are designed and specified by Green Energy, Energy's air purification division, and manufactured by Energy Industrial Company, Energy's manufacturing arm located in Sharjah, UAE.

Each unit is comprised of multiple electrostatic precipitators from Purified Air (UK) a carbon filtration system and a PennBarry commercial exhaust fan all combined together in one efficient, ready-to-install package.

Marwan Mroueh, Sales Engineer in the Riyadh, Saudi Arabia office has been working on the project for nearly two years.

"I started following the project in the tender stage, visiting the construction site and following up with the main contractor, Riyadh Development Company," said Mroueh. "When Al Fayhaa (for General Trading & Contracting Est.) was named the MEP subcontractor, I contacted them for the specifications for the products we



represent, provided them with quotes and worked with them to finalize our offers."

Mroueh says that Energy's reputation in the market backed by expert technical support were the main reasons Al Fayhaa chose EIC's products for the project.

"They have complete confidence in



the product knowledge and technical expertise of the Energy International team," said Mroueh. "Their trust in us has led them to choose Energy to work with them on a number of other projects in Saudi Arabia such as the construction of the Riyadh Metro system."

Al Fayhaa and the consultant sent over the flow data for the fans for the project and the Energy team provided all of the external static pressure calculations based on the client's drawings.

"The Al Fayhaa team was very cooperative and professional, supporting

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## Featured Projects

MINHAL CROWNE PLAZA HOTEL, RIYADH, KSA



us and providing us with everything we needed," said Mroueh.

The Energy-Riyadh engineering team worked with Green Energy on the flow

proposal based on international standards and suggested the flow needed for the number of fans requested."

"For the JET Fans, the Wolter team

***"(Al Fayhaa) have complete confidence in the product knowledge and technical expertise of the Energy International team. Their trust in us has led them to choose Energy to work with them on a number of other projects in Saudi Arabia such as the construction of the Riyadh Metro system."***

- Marwan Mroueh

calculations for the ecology units and calculated the static pressure data.

"The technical data for the atrium's smoke management system was handled by Wolter," said Mroueh. "We submitted our

worked with us to do all the calculations and the CFD analysis."

As part of Energy International's commitment to customer satisfaction, Energy's U.S. headquarters hosted Naeem



Large PennBarry ESI fans (above and left) deliver high volumes of air with less noise than a standard industrial blower. Large motors are mounted below the fans providing easy access for maintenance. Isolation mounts reduce vibration and wear and tear on fans during continuous operation.

Moien, Sr. Mechanical Engineer for Khatib & Alami, the consultancy firm working on the Crowne Plaza project.

Naeem visited with Energy U.S. staff in Canton, Michigan before travelling to Air Handling Systems (PennBarry) headquarters in Plano Texas with Sam Nassif, EIC Vice President of Operations.

In Texas they were joined by Zafar Ul Haq Ahmad, Director of Engineering, Crowne Plaza Riyadh Minhal and David Cortez, International Sales Manager, PennBarry.

Naeem and Zafar were invited to Plano to witness the testing of the fans for the Crowne Plaza project at PennBarry's in-house testing laboratories. PennBarry tests each fan it manufactures before it is shipped to the field.

All products are currently being shipped to the job site in Riyadh as construction is underway. 🇸🇦



The King Salman Specialists Hospital is like a small city with residential areas, a shopping mall and a mosque.

## The Best for the Best

### *A Well-Known Brand and Good Client Relationships Deliver Results in the Saudi Market*

Contractor NESMA & Partners is currently constructing a specialized hospital for the Saudi National Guard Health Affairs (SANG) in the city of Taif.

The King Salman Specialist Hospital is part of the National Guard's initiative to construct several health projects throughout the kingdom to address the needs of employees of the National Guard and their families.

The project, awarded by SANG and worth an estimated USD22.5 billion, is the largest single contract undertaken, to date, by NESMA and includes the construction of five major hospitals providing a total of 1,500 beds.

Along with the King Salman Specialist Hospital in Taif, NESMA is also building The Women's and Maternity Hospital in Riyadh, Jeddah's King Abdullah Specialized Children's Hospital, The Neuroscience and Trauma Care Center in Jeddah and the King

Abdullah Specialized Hospital in Al Qassim.

The King Salman Specialist Hospital, located approximately 15 km southwest of Taif's airport with a total area of 82,650 square-meters and a capacity of 308 beds, is designed to provide specialized and long-term healthcare for patients in the region.

The eight-story medical tower houses 236 beds distributed throughout a general ward, a 72-bed intensive care unit, a 44-bed emergency department, eight operating theaters, 12 dialysis stations, 10 recovery rooms and 19 rooms designated for short stays.

The second floor is designated for treatment and diagnosis while the third floor provides outpatient treatment with 54 examination rooms.

The hospital grounds also include an integrated residential area for hospital employees, located adjacent

to the medical center and consisting of villas, a men's housing area, women's housing area, family housing complexes, mosque, parks, an entertainment center, shopping center, kindergarten and administrative building.

Anticipated completion date is January of 2020.

Energy International is working with subcontractor SASEL Saudi L.L.C. to supply Watts Water Products valves for the project.

"Watts is a well-known brand in the Saudi market and is approved by most of the consultants who work in Saudi," said Said Bou Orm, Watts Product Specialist for Energy International.

"Watts was on Dar Al Handasah's approved list," said Bou Orm, "and due to our good client-customer relationship and our competitive prices, SASEL Saudi L.L.C. released the order to us."

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## Featured Projects

KING SALMAN SPECIALIST HOSPITAL - TAIF, KSA

Bou Orm says the project was initially handled by Engineer Majd Kanaan, who received the inquiry while working in the Riyadh, KSA office.

Upon his promotion to Operations Manager and return to Beirut, the project was handed over to Fadi Fakh, Area Manager for Energy's Jeddah, KSA office.

Fadi continued work on the project, strengthening the business relationship with his contacts at SASEL Saudi L.L.C., keeping in touch over the phone.

"I worked with them on the initial inquiries introducing them to the wide range of products available from Watts. I also introduced them to the many other products available through Energy International," said Fakh.

"And due to our good client-customer relationship and based on our previous support," Fakh continued, "SASEL Saudi L.L.C. chose to continue working with us and issued a second and third order for Watts products."



Energy International supplied Watts Water Technology LF1170 thermostat mixing valves (left) and W-M115 pressure reducing valves (right) to the King Salman Specialist Hospital in Taif, KSA. Watts products are well-respected in the Saudi market and have helped Energy International secure a number of prestigious projects in the region.

***"Watts was on Dar Al Handasah's approved list," said Bou Orm, "and due to our good client-customer relationship and our competitive prices, SASEL Saudi L.L.C. released the order to us."*** – Said Bou Orm - Energy International

Fakh was also able to secure orders for fans and duct heaters for The King Salman Specialist Hospital project.

"We are currently working with Dar to get approval for water heaters," said Fakh. "In addition, JV SASEL/FEMCO has invited us to work with them on several other projects including the Wadi Al Hada Residential Complex at Al Rafeaa in Riyadh

The thermostat mixing valves (TMV) and pressure reducing valves are a Valves are an important part of the hospital's plumbing system.

TMV hot water temperature control valves are specifically designed for mixing hot and


cold water on hot water supply systems. They can be used for a variety of applications to reduce the temperature of the hot water from the system, and are ideal for radiant heat applications.

The series supplied in this project (LF1170) features a "double throttling" design which combines the control of the hot and cold water to provide a sensitive response to changes in water temperature passing through the mixing chamber.

The LF1170 can be set to any temperature between 90°F and 160°F (60°F and 120°F for model LFL1170-M2) with flow rates as low as 0.5 gpm and as high as 23 gpm.

The superior flow characteristics of this valve provide accurate temperature control to the requirements of ASSE 1017 across the rated flow range. These valves also provide additional safety as they restrict mixed water out to a drip upon loss of cold water supply to the valve.

The Series W-M115 pressure reducing valve (PRV) is designed to adjust, set and maintain downstream pressure of pipeline. It's generally used in city water supply, industrial and agricultural water transmission pipeline, etc.

The valve sets downstream pressure by adjusting the control pilot valve. When downstream pressure is below the set pressure, the opening of the valve seat, flow and downstream pressure increase. When downstream pressure is above the set pressure, the opening of valve seat decreases, flow and downstream pressure reduce. Valve downstream pressure is stable in set range automatically. 



## People News

### *Jeddah KSA office grows, US office and Energy Parking & Transportation add employees*

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

**Ali Maana** joins Energy's office in Beirut, Lebanon where he will be working as an Estimation Engineer in our Operations Department. Ali is a native of Abbasiyeh, Lebanon and holds a degree in Mechanical Engineering from Beirut Arab University. He is also a member of the Order of Engineers Lebanon.

**Abir Amro** joins the logistics team as a Shipping Coordinator where she will be working with Amany Awada. Abir comes to us from ABC Shipping in Lebanon, where she handled all aspects of shipping including booking orders, preparing documentation and purchasing invoices and collaborating with other departments to integrate logistics into the other business systems and processes. Abir holds a degree from Lebanese University in Beirut.

**Mohammed Al-Shelleh** is joining our Riyadh, Kingdom of Saudi Arabia office as a Senior Sales Engineer. Mohammed holds a Bachelor's Degree in Mechanical Engineering from Mutah University in Karak, Jordan. He comes to us from Petra Engineering Industries where he worked in their Riyadh, KSA office as a Senior Sales Engineer and assisted in growing the company's market share in the Kingdom.

**Marli Marano** joins the U.S. Canton, MI office as the Executive Assistant to Energy CEO Ned Fawaz. Prior to joining Energy Marli was an event promoter for a window company.

**Stephanie Oxendine** joins the U.S. Canton, MI office as the Executive Administrative Assistant to Energy President Allie Bazzy. Prior to joining Energy International, Stephanie worked as a business analyst for Blue Cross Blue Shield of Michigan. 🇺🇸



(left to right top row) Abir Amro, Shipping Coordinator, Ali Maana, Estimation Engineer, Beirut, Mohamed Al-Shelleh, Senior Sales Engineer, Riyadh. (Bottom row left to right) Stephanie Oxendine, Administrative Assistant to President Allie Bazzy, Marli Marano, Executive Assistant to CEO Ned Fawaz.



Amany Awada, (second from left), Shipping Coordinator recently visited Energy U.S. headquarters in Canton MI for a series of meetings on the new operations structure.





## Energy Beirut Takes to the Pitch

*Members of Energy International & Engineering and Energy Operations enjoy a day of soccer fun*



The line-up (left to right) Ali Maana, Omar Kerdi, Hassan Awada, Saleh Annan, Sarah El Hajjar, Bechara Saab, Amany Awada, Sam Nassif, Abir Amro, Faisal Jardali, Said Bour Orm, Nour Badran, Alaa Al Hadi, Hasan Koubeissi and Majd Kanaan.

Employees of Energy International & Engineering, Energy's office in Beirut, Lebanon and members of the crew of the Energy Operations Department in Beirut, held a friendly soccer game at Champs Fitness Center in Hazimeh, Lebanon. The white shirts were victorious with a final score of 4 to 2 over the gray shirts. (But who was counting). A Special thanks to all the employees who took part in the game or came out to watch the exciting match. Special thanks also to Nour Badran, Energy International & Engineering Admin, for scheduling the field and to Ali Mterick, Supervisor for the Estimation Department who sourced the team jerseys. 🍷



(Clockwise from left) action on the pitch with Alaa Al Hadi and Saleh Annan defending against Hassan Awada. Alaa Al Hadi celebrates the white team victory. (Left to right in photo) Nour Badran, Abir Amro, Amany Awada and Sarah El Hajjar enjoy the game. Operations Manager Majd Kanaan enjoying the day of soccer.

