



ENERGY INTERNATIONAL QUARTERLY

MARCH 2011

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Letter from the Top • Dr. Ned Fawaz

Welcome to the first edition of the Energy International Quarterly newsletter for 2011. With the new year fully in swing, we can now put behind us a year that, in retrospect, was fruitful for the company, and look ahead to a new year filled with potential as EIC grows to meet the rapidly-increasing demands of the world's largest and fastest-growing construction sector.

This year we are announcing the addition of new regional offices. We are looking at the possibilities of opening regional offices in Egypt and Algeria and will be assessing opportunities in other parts of North Africa. We will also be adding to our sales force in Saudi Arabia and are already in the process of hiring additional engineers for the U.S. headquarters Quoting and Estimating department to assist in keeping up with the increased demand.

Along with additional personnel, EIC is adding new divisions covering the areas of air purification and water treatment and is working on a joint venture agreement with ISAT, a company specializing in seismic construction technology. Our building management systems division is getting a new name, Energy Electric Controls, as it increases its presence in the region. I thank you all for your hard work and dedication and look forward to a prosperous 2011. 📧



Dr. Ned Fawaz
Chairman and CEO

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.



EIC NEWS

The Latest News

Energy International Corporation to Add New Divisions to Corporate Line-up

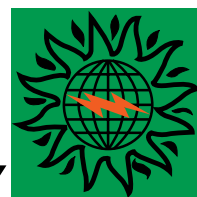
Energy Electric Controls, Air Purification and Water Treatment Systems Divisions broaden company's scope and open up new opportunities

Energy International is not just growing in size, the company is also growing in scope, adding three new divisions and expanding into new disciplines to better serve its growing customer and client base.

Energy Electric Controls is the new name for the company's Controls Operation. Energy Electric Controls is the company's contracting arm for low voltage systems including BMS, Security and Home Automation, and has a team of dedicated professionals who coordinate and oversee the installation of EIC's products in the many projects the company is involved in throughout the region. The division will also provide on-site technical support and service after the installation. The Energy Electric Controls team is also manned by specialists in the design and installation of renewable energy systems including solar and wind powered systems and a dedicated team specializing in the design and installation of seismic building technology for HVAC and electrical systems.

"The addition of these new divisions is a result of our commitment to excellence and the desire to meet the ever-growing demands of our customers and the areas they serve," said Ned Fawaz, Chief Executive Officer, Energy International Corporation, "As HVAC and electromechanical technology becomes more sophisticated, especially with the advent of solar and other types of renewable energy, it requires a certain level of expertise to properly install and maintain these systems to the level that our customers have come to expect."

Energy Electric Controls will share space provided as EIC's Qatar sales office relocates to a larger space in Doha, on the




ENERGY ELECTRIC CONTROLS

The Energy Electric Controls logo symbolizes the divisions focus on green energy concerns.

D-Ring near the New Doha International Airport, a site of one of EIC's biggest projects.

Along with the addition of Energy Electric Controls, EIC will expand by another two divisions in 2011 adding Air Purification and Water Treatment to a current line-up that includes HVAC and Industrial, Parking and Transportation, Aerospace, Renewable Energy and the company's manufacturing division, Energy Industrial Company.

The Air Purification Division will be an offshoot of the HVAC and Electro-mechanical division, focusing on advanced electronic air filter systems like those used in hospitals, laboratories and data centers. Energy International currently has relationships with a number of companies that supply these systems including Purified Air in the UK, Germany's Bioclimatic GmbH, Uniflair in Italy and Proklima in Croatia.

The Water Treatment Division will help address a growing concern in the region, as growing populations in the Middle East put a strain on the region's water supply. The new division will help to develop and utilize new technologies in water management. 

"The addition of these new divisions is a result of our commitment to excellence and the desire to meet the ever-growing demands of our customers and the areas they serve."

— Ned Fawaz, Chief Executive Officer, Energy International Corporation



Energy International Qatar Moves Into New Offices

New location will help EIC better serve customers and clients

Energy International Corporation's Doha, Qatar regional office has a new home. The new office is located on the second floor of the Al Hilal building, office #10. The Al Hilal building is situated just off of the D-Ring, one of Doha's major highways, in the southern area of Doha. It is across from the LuLu Hypermarket and a short five minutes away from the Doha International Airport.

The new space not only provides more room for the growing division but has allowed Regional Manager Ammar Assi and company the opportunity to customize the space to suit their needs.

"The benefits to the new office are better all around for EIC," said Ammar Assi, "better area, better location and better price. It is easy to reach, just off of the D-Ring, and close to the airport. Moving into the new office space gave

us an open area to work with so we could design it internally per our needs, unlike our old office, which was actually an apartment and not ideally suited as a work environment."

Ammar Assi and Energy International Corporation CEO Dr. Ned Fawaz established the Doha, Qatar office. Since the beginning, EIC Qatar has prospered, building strong relationships with local and international contractors and enjoying involvement with many major regional projects like the Pearl Qatar development and the ongoing construction of the New Doha International Airport.

EIC Qatar's new office is located adjacent to what will soon be the offices of Energy Electric Controls, representing the new name of EIC's Controls Operation. Energy Electric Controls is the company's contracting arm for low voltage systems including BMS, Security and Home Automation, and has a team of dedicated professional who coordinate and oversee the installation of EIC's products in the many projects the company is involved in



EIC's new Qatar Office is on the second floor of the Al Hilal building (above) just off of the D-Ring in Doha. Qatar Manager Ammar Assi shows off the bright orange logo in the lobby of the new Qatar office.



throughout the region as well as provide on-site technical support and service after the installation.

The Energy Electric Controls team is also manned by specialists in the design and installation of Renewable Energy Systems

including solar and wind, and a dedicated team specializing in the design and installation of seismic building technology for HVAC and electrical systems.

"While we will operate as separate entities, the spaces have been designed with efficiency and cost-savings in mind," said Assi. "We will be able share administration staff and office equipment to help reduce our operating costs."

Clients can reach EIC Qatar offices by calling either +974 44 580 465 or +974 44 580 765 or by sending a fax to +974 44 581 126 ☎



Energy International Signs Agreement with Monroe Environmental Corporation

EIC will become the exclusive representative for the company's liquid clarification and air/gas cleaning systems in the Middle East and North Africa.

Energy International Corporation (EIC), a leader in the supply, design and installation of HVAC and electromechanical equipment to construction projects throughout the Middle East and North Africa announced that it has signed an agreement to become the exclusive representative for Monroe Environmental Corporation in the MENA region.

Monroe Environmental Corporation, headquartered in Monroe, Michigan, USA, is a leading designer and manufacturer of liquid clarification and air/gas cleaning systems, supplying state-of-the-art technology to major manufacturers and municipalities around the globe since 1970.

"We are pleased to have Monroe Environmental as a partner in the Middle East and North Africa,"

said Ned Fawaz, Chief Executive Officer, Energy International Corporation. "They are well respected in their industry and their products and services fill a vital need in the region."

Monroe Environmental manufactures a number of water and wastewater treatment systems including water and wastewater clarifiers, API oil/water separators, circular clarifiers, oil recover units, and parallel plate horizontal and vertical clarifiers. Their air and gas cleaning lines include odor control equipment, air scrubbers, dust collectors and oil mist collectors.

All Monroe Environmental products are engineered, fabricated and completely assembled and tested in-house at their Monroe, Mich., facility when feasible, to ensure that all parts and components fit together perfectly during final installation at the job site. This process reduces the need for costly and time-consuming field modifications. EIC and Monroe



Monroe Environmental specializes in water and wastewater treatment systems (top row, left to right) API Separator, Oil Recovery Unit and Vertical Clarifier and Air/Gas Cleaning and Odor Control systems (bottom row, left to right), Cartridge Dust Collector, Venturi Scrubber and Carbon Absorber. The company also specializes in Oil Mist Collection systems for manufacturing facilities.

"Energy International was the perfect choice to represent Monroe Environmental in the MENA region," said Gary Pashaian, President, Monroe Environmental. "We both believe in delivering the best in quality products and backing those products with continuous and total support."

"Most pollution control systems are expected to run at maximum efficiency with little or no maintenance for extended periods of time," said Pashaian. "Our products achieve that goal because we don't compromise on design or construction. Monroe uses only the best materials in the manufacture of our products to deliver high efficiency and long life."

For more information on Monroe Environmental products, contact any Energy International office (contact information can be found at www.energyintl.com), through any one of EIC's agencies or by e-mailing requests to energy@energyintl.com.



EIC NEWS

The Latest News



On The Road with EIC

Energy International Corporation made its presence known in 2010 setting up shop at The Big 5 Show, the Middle East's premier construction trade event (above, top, top and middle right). The 2009 show drew 45,000 industry professionals from around the globe with this year's show expecting to equal or surpass that number. The EIC exhibit offered a close look at many of EIC's quality products and face-to-face discussions with company representatives. Energy International was a key exhibitor at the 2010 International Export Council Conference held in Detroit, Mich., October 24 - 27, 2010. EIC sponsored the opening day breakfast and set up a display (below right) to tout EIC's green initiatives.



PROJECT NEWS

King Saud University, Riyadh, Kingdom of Saudi Arabia

A Winning Combination

Energy International scores top-line sports equipment for new KSU Sports Center

When the women of King Saud University (KSU) take to the basketball or volleyball court in their new sports hall, they can give a shout out to the team at Energy International Corporation.

While EIC is best known for supplying HVAC and electro-mechanical products, like exhaust fans and air terminal units, to the construction of major projects in the Middle East and North Africa, they also have the connections to deliver just about anything that the region's major contractors need to put the finishing touches on their latest creations.

The Sports Complex sits near the center of the new \$2.4-billion girl's campus, surrounded by building housing the colleges of arts, education, language and translation, administrative sciences, information technology, foods and agriculture, medicine, dentistry, pharmacy, nursing and applied medical sciences. The complex also includes an administrative building, central library, and a celebrations hall along with 15 multi-story buildings providing housing for students, postgraduates and faculty.

The new campus, being built on a 1.4 million-square-meter plot east of the university's Deriah Campus, replaces the current cramped and overcrowded Malaz and Elisha campuses, offering a spacious, modern



Energy International's in-house graphics department created a one-of-a-kind custom scoreboard featuring the KSU logo displayed on a KSU-blue Daktronic unit.

academic environment with room for 30,000 students with studies focused on medicine, science and the humanities.

In typical EIC fashion, estimating engineer Alex Fawaz went right to the source for the best in sports equipment. Spaulding, a name known by everyone in the world of athletics, manufactured the pair of ceiling-mounted basketball goals to the specifications required by the contractor. Spaulding also supplied a complete volleyball system with referee platform.

"We take pride in sourcing and delivering the best products to our customers, whatever they may be," said Fawaz. "We take every customer request seriously and do our best to find the right quality product at the

right price and see that it gets to the job site on time."

The quest to supply just the right scoreboard for the project ended at Daktronic, a worldwide leader in large format electronic display systems. Daktronic scoreboards and display systems adorn professional and amateur sporting arenas around the world.

As an Added touch, the digital scoreboard was customized by EIC's in-house graphics department, sporting the school colors and the university logo.

Along with outfitting the school with basketball and volleyball equipment, EIC has also sourced pool tables, ping-pong tables and more than 30 pieces of exercise equipment including ellipticals, stair climbers and stationary bikes. ■



PROJECT NEWS

Abraj Al-Bait Endowment, Mecca, Kingdom of Saudi Arabia

A Tall Order

Energy International provides Exhaust fans for world's second tallest building

When the crescent spire is affixed to the top of the Abraj Al-Bait in Mecca, Kingdom of Saudi Arabia, it will stand as the second tallest building in the world and the tallest building in Saudi Arabia, stretching some 601 meters (1,972 feet) into the desert sky.

When completed in the fall of 2011, the Abraj Al-Bait will not only be the world's tallest hotel but also boast the largest floor space area of any structure in the world at 1,500,000 sq.-m (16,500,000 square-feet) — more than three times the floor space of the Burj Khalifa, the world's tallest free-standing structure in Dubai, UAE.

Topping the tallest tower is the world's largest clock, visible from more than 25 kilometers (16 miles) away, inspired by Big Ben, the timepiece that graces the top of the Tower of London in London, England. Each of the clock's four faces is 46 meters (151 feet) in diameter, with all four covered in 98 million pieces of glass mosaics. The clock is illuminated by two million LED lights. An additional 21,000 white and green colored lights will flash to signal Islam's daily prayers while an additional array of vertical lights will project 10 kilometers (6.2 miles) into the sky on special occasions.

The complex sits on a site across the street and just to the south of the entrance to the world's largest, and Islam's most holy mosque, the Masjid al Haram. The complex consists of seven towers. The tallest tower will house a seven-star hotel and business



Artist rendering of the finished Abraj Al-Bait complex overlooking the mosque in Mecca, Saudi Arabia illustrates the scale of the complex. When completed, the clock tower will be the wsecond tallest free-standing structure in the world behind the Burj Khalifa in Dubai, UAE.

center with a conference room that can accommodate 1,500 people. The main tower is 95 stories high and flanked by six shorter towers — the 48-story Hajar and Zam Zam towers, the 45-story Maqam and Qibla towers and

the 42-story Marwah and Safa towers which have been completed. All totaled, the complex can accommodate up to 65,000 people.

Energy International has been
continued on next page



PROJECT NEWS

Abraj Al-Bait Endowment, Mecca, Kingdom of Saudi Arabia

involved with the construction of Abraj Al-Bait since the ground breaking in 2004, working with subcontractor, and EIC agency Johnson Controls (Al Salem Air Conditioning Company). Al Salem was brought on by principle contractor, the Bin Laden Group, Saudi Arabia's largest construction firm, who won the bid to construct the \$USD 1.6 billion complex, to oversee the procurement and installation of the complex's massive HVAC system.

Al Salem contracted EIC to supply industrial exhaust fans to the project. EIC chose Plano, Texas-based PennBarry as manufacturer for the larger industrial fans and Broan Ventilation of Hartford, Wisc. for the smaller wall-mounted ventilation units. Wolter Ventilation of Germany was also chosen to supply a certain number of units to meet specific specifications.

"Al Salem has always come to EIC when the project calls for top-quality industrial ventilation products," said Allie Bazy, President, Energy International Corporation. "We work with our suppliers to manufacture products designed to meet the project's specifications and deliver direct to the job site, on time and within budget."

EIC supplied a number of exhaust fans for the construction of the podium, the 12-story structure that serves as a base for the towers. The Podium includes a four story shopping mall and a medical center managed by MedEx Company to serve all visitors and residents of Mecca.

Several of the PennBarry fans were



Energy International-supplied and JCI Al Salem-installed fans will be put to the test ventilating the massive four-story shopping mall (top) located in the Abraj Al-Bait podium that serves to connect the seven towers. These interior renderings illustrate the lavish furnishings offered in the suites in the Safa Tower. The entire complex, including the hotel offers 1,005 guest rooms and suites, with the largest suite measuring 3,600 sq.-m.

required to have extra anti-corrosion protection. The units were hot dip galvanized, a process that coats the steel fans with a thin layer of zinc. These fans are usually installed in areas where there is excessive humidity.

EIC has also supplied fans for the

main hotel tower, the Safa Tower, Marwa Tower, Hajer Tower, Zam Zam Tower and is currently in the process of shipping units for the Sarah Tower.

Along with the ventilation fans, EIC has also supplied automatic fire curtains to the project. ■



FEATURES

Going Green

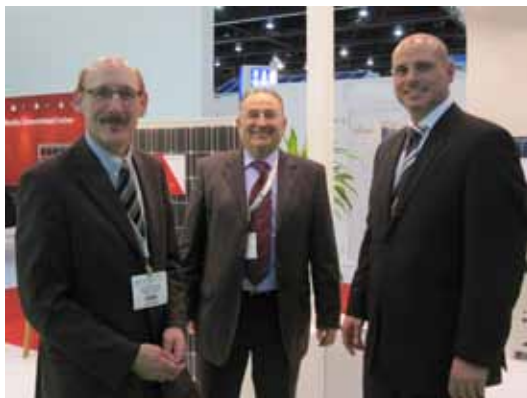
Energy International's Renewable Energy Division helps lead the Middle East and Asia into the age of alternative energy

When the first word in your company name is "energy", it's only logical that the renewable kind becomes a major part of your ever-growing repertoire.

Energy International Corporation's Renewable Energy Division was added to the line-up just over a year ago to meet a rising demand in the Middle East for "green" elements in the construction projects being carried out by regional contractors. The division is currently focusing its efforts on the design, supply and installation of solar and wind-powered electrical generation and solar-thermal systems.

"We started to see an increase in inquiries for solar and wind electrical generation systems in the projects being launched throughout the GCC region, especially in the United Arab Emirates and in Saudi Arabia," said Rami Fawaz, Executive Vice President, Energy International Corporation and manager of EIC's Renewable Energy Divisions. "The solar market is growing immensely. With our experience in the electromechanical and electronic controls segments of the industry, it wasn't much of a stretch for us to get involved with the design and supply of solar and wind power systems and tap into this very lucrative market."

The Middle East and North African (MENA) countries are on the cusp of a solar revolution. Several factors



(Above) Dr. Abbas Youssef, Director of Renewable Energy and Rami Fawaz, Executive Vice President of Energy International talk with Mohammed bin Zayed bin Sultan Al Nahyan, the Crown Prince of Abu Dhabi at the 2010 Abu Dhabi World Future Energy Summit. David Arenburg, Vice President of Business Development for Canadian Solar, a leading manufacturer of solar panels, meets with Youssef and Fawaz at the Canadian Solar booth at the 2010 Abu Dhabi World Future Energy Summit.

have contributed to an increase in the quest for renewable, or "green" energy solutions in the region. Like the rest of the world, the region is looking at ways to become better corporate citizens by investing in alternatives to fossil fuels. For the Middle East, North Africa and

many parts of Asia, the sun and wind can provide natural sources to generate electricity in areas that are hard to reach by conventional means.

"Statistics have shown that the Gulf peninsula is a prime location for the
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FEATURES

Going Green

installation of solar-powered energy systems," said Fawaz. "For example, the sun in Saudi Arabia emits nearly 7,000 watts of energy per square meter over an average of 12 hours each day. That kind of solar saturation can generate a lot of electricity."

Fawaz is joined by Dr. Abbas Youssef, Director of Renewable Energy who is working out of EIC's Dubai, UAE office. The group is currently seeking additional team members in the Middle East.

Like the other EIC divisions, Renewable Energy prides itself on delivering quality and dependability by partnering with the leading manufacturers of solar and wind power systems and accessories. The current list includes companies like Canadian Solar, a leading manufacturer of ingots, cells solar modules and custom-designed applications; Unirac, a leader in the design and manufacture of solar rack mounting systems and Urban Green Energy, a leader in small wind generating systems.

"There are a lot of companies vying for a piece of the action. The problem comes in choosing wisely," said Fawaz. "We want our clients to be assured that the firm they install their system will still be in business a year from now when the need for upgrading or maintenance arises."

"We partner with the leaders in the fields of solar and wind energy to ensure that each project utilizes the latest in state-of-the-art technology," said Fawaz. "Our dedicated and experienced team of engineers will design the right system to meet the customer's needs. We use comprehensive software



Youssef and Fawaz meet with members of the Rajasthan Renewable Energy Corporation (RREC) to discuss EIC's involvement in the installation of a solar voltaic system in India's Rajasthan Province.

programs to model system design and performance, ensuring that the system will be highly productive and cost efficient. Our goal is to deliver a system that will be easy to operate and require minimal maintenance for years of operation."

The division is currently working on a solar-thermal system for a large project in the Middle East. They also have tenders in on a the design and installation of two major Solar PV for the Heart of Doha project, a \$USD 5.5 billion rebuilding of 350,000 sq.-m in the heart of downtown Doha, Qatar and a solar water heating system for the student housing complex as part of the expansion of King Saud University in Riyadh, Saudi Arabia.

EIC Renewable Energy has teamed up

with U.A.E.-based Mark Globex FZC and is currently in talks with the government of Rajasthan, India to develop the beginning stages of what will eventually become a 1,000 MW solar farm, potentially the largest in the world when completed.

On the home front, EIC is bidding on the design and installation of a 10 to 50 MW solar project in Southeast Michigan, where the company's U.S. headquarters are located. The team is also in the planning stages of installing a solar PV system on the roof of EIC's Canton, Mich., USA, headquarters.

"Having our own system right above us will give us a hands-on opportunity to learn the ins-and-outs of solar PV technology," said Fawaz. "We can conduct our own tests and discover ways to help improve the technology." ■



FEATURES

EIC's Cup Runneth Over

2022 World Cup brings potential for big business

The country of Qatar stunned the world when it was chosen by the FIFA to host the 2022 World Cup, the world's premier soccer tournament, beating out Korea, Australia, Japan and a much-favored United States. The 2022 tournament marks the first time the World Cup will be held in the Middle East.

Qatar's proposal calls for the renovation of three existing stadiums and the building of nine new sites in the seven host cities at a cost of \$3 billion. Tournament organizers are expecting to sell nearly three million tickets for the event. The opening and closing matches will be held at the soon-to-be-built which should break ground in 2015 with a completion date sometime in 2019. Lusail Stadium will host the opening

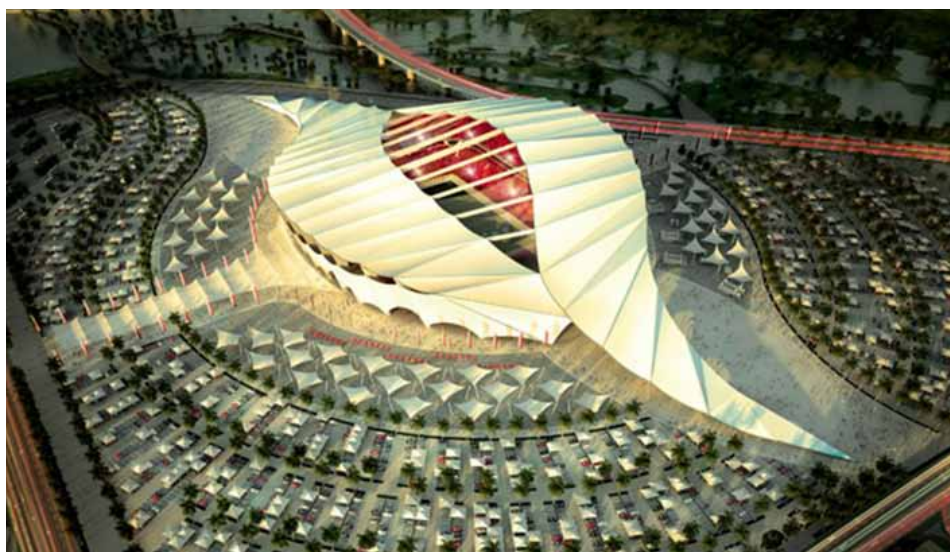
Drawings of Lusail and the rest of the dozen stadiums have already been released and have spread like a viral wildfire over the global internet. Each of the designs along with training areas and fan zones will use advanced, carbon-free cooling technologies to provide a comfortable atmosphere in a region that can reach 50 degrees C during the summer months when the games will be held.

Designers are using the extremely hot Persian Gulf sun to their advantage, powering the cooling systems with solar-generated electricity.

The advanced air-conditioning systems will require many of the components EIC's partners manufacture including ventilation
continued on next page



The new Lusail Iconic Stadium, with a capacity of 86,250, will host the opening and final matches of the 2022 FIFA World Cup. Located in Lusail City, the stadium takes its inspiration from the sail of a traditional dhow boat and is surrounded by water. After the FIFA World Cup, the stadium will be used to host other spectacular sporting and cultural events.



Al-Khor is a brand new 45,330-capacity stadium with a stunning seashell motif and a flexible roof. The permanent lower tier seats 25,500, and the modular upper tier seats 19,830. The stadium offers spectators a stunning view of the Arabian Gulf [more commonly known as the Persian Gulf] from their seats and will be located in a sports-and-recreation zone.



FEATURES

fans, heat pumps, chillers, air conditioning units, fire curtains, as well as solar panels and accessories just to name a few.

With the games still years away, preparations have already begun. EIC is poised to play a major role in the construction of these new state-of-the-art stadiums. EIC's connections with local contractors and reputation for delivering quality products and great service should make for a winning situation even before the games begin.

The new Doha Port Stadium will be a completely modular stadium with 44,950 seats. Sitting on an artificial peninsula in the gulf, it's designed to evoke its marine setting. Water from the gulf will run over its outer facade, aiding in the cooling process and adding to its visual allure. Fans will have the option of arriving on a water taxi or ferry. After the World Cup, the stadium will be disassembled and the seats sent to developing countries.



Building Cars in KSA

Riyadh factory to build up to 5,000 vehicles per year

King Saud University has signed an agreement with South Korea's Digm Automotive Technology to set up the Kingdom's first automotive manufacturing company.

Digm Automotive Technology has ongoing partnerships with Ssangyong Motors and GM Daewoo (maker of the Chevy Aveo).

Plans are calling for the company to produce a 5-passenger sedan priced between \$USD 9,500 and \$USD 12,000 to be sold throughout the Middle East and North Africa.

The company will be capitalized with a \$USD 500 million dollar investment —

15 percent from the university and 30 percent from Digm with the remainder financed by shares sold to investors.

Saudi Arabian Midroc (Industrial Development and Overseas Commerce) holding company has announced that it is investing \$USD 275 million in the production plant, giving it a 55 percent stake in the company.

The Industrial Cities and Technology Commission (Modon) has set aside one million square meters of land in Riyadh as the site of the new auto plant. The first vehicles are scheduled to hit the road in 2012. Production figures call for production



The Aseela, shown at the 2010 Riyadh Auto Show wears a Mohr (pony) badge on its grille, a hint at the brand name the might be used to market the vehicles.

of 2,000 to 5,000 cars per year.

The Saudis showed a prototype sedan called the Aseela at the 2010 Riyadh Auto Show. Based on the Lotus Proton, the concept was designed by the National Program for Automotive Technology, an affiliate of the King Abdul Aziz City for Science and Technology.



PEOPLE NEWS

PROFILE: Rami Fawaz, Executive Vice President

Having the last name of Fawaz doesn't guarantee you a management position at Energy International Corporation — that's something you earn. Rami Fawaz, Executive Vice President of EIC, and Director of the company's Renewable Energy Division knows that first hand.

The son of founder and Chairman Ned Fawaz, Rami began his career at Energy International at the age of 18, given the task of establishing the company's manufacturing facility, Energy Penn Ventilation Equipment Ltd., in Sharjah, United Arab Emirates. Rami was charged with securing the proper facilities and equipment and hiring and training the necessary personnel.

With the factory up and running and his tenure coming to a close, he focused his efforts on EIC's U.S. headquarters in Canton, Mich., assumed the duties of Executive Vice President and becoming a member of EIC's Board of Directors.

In 2001, he founded PowerOne Corporation, an alternative electricity supplier to a number of business clients in Michigan, a company born out of the deregulation of Michigan's energy market. PowerOne experienced a 500 percent growth in its first year, becoming profitable in only seven months. The company turned impressive profits over the next few years until a change in Michigan's regulation laws forced the company to close its doors.

In 2009, Rami launched the Renewable Energy Division at EIC, working with the world's best and brightest producers of solar and wind



EIC Chairman and CEO Ned Fawaz (left) with Rami.

energy technologies meet a growing demand for green energy solutions in the Middle East and in North America.

Energy International's Renewable Energy division is currently bidding on a number of large solar photo voltaic, solar thermal and wind power projects in the Middle East and India as well as several large-scale projects in the U.S. and Michigan.

"One of the most promising areas for solar PV expansion in Michigan is in roof top installations," said Rami. "We are currently working out the final details for the installation of a PV solar system on the roof of our headquarters building in Canton, Michigan."

When completed, the 4 megawatt system will be a combination showcase and test facility for the renewable energy division as well as a source of electricity

for the building.

Rami's latest project as Executive VP of the company is to oversee the implementation of a new system for capturing and storing data on inquiries, quotes and sales for the company's HVAC and electro-mechanical division.

The initial steps involve the creation of a database to collect and process the information on inquiries, quotes and sales, a process that is currently very paper intensive.

"The new system will provide a means for us to gather and process information on incoming enquiries giving us a better understanding of our markets and customers," Rami said. "The database will allow us to generate sales reports, do market studies, assess our product line-up and provide information to our sales force and help us with our marketing strategy."

"The new system will also help us immensely as we grow as a company, making us more efficient in the way we work. This will be critical as we add more regional offices and move into new markets"

In addition to his seat on the Energy International Board of directors, Rami serves on the Davenport University Finance and Audit Committee, and has been a member of Davenport's Board of Trustees since 2004.

He is also a member of Lebanese International Business Council (LIBC), USA Chapter and is also a member of the Board of Advisors of AgentAce.com — a Silicon Valley based technology firm

Rami is married and has two sons. ■



PEOPLE NEWS

Please join us in welcoming new members to the EIC family

Energy International now has a team in place to handle the installation of fully integrated comprehensive low current systems as part of the \$750 million expansion of the Queen Alia International Airport in Amman, Jordan.

Joining current EIC staffers Wissam Haddad (Engineering Manager) and Hasan Sourjah (ELV Manager) Project Manager, Hani Zein Al Deen, Office Coordinator, Abdellatif Jamaan, ELV Engineer, Abdallah Jamaan, BMS Engineer Mohammad Abughoush, MCS Engineer, Muna Hiyari and BMS Draftsman, Azzam Kamees.

Hani Zein Al Deen joins us from Bond Communications served as Project Manager overseeing the installation of a fully integrated comprehensive low current system at the Yas Island Ferrari Experience, the world's largest theme park. The Ferrari experience was a challenge where time was a big constraint. As a PM, Hani managed to successfully complete Ferrari in time for the race day which was one of the most demanding projects ever worked on. He also served as Project Manager at the Abu Dhabi International Airport managing turnkey low current systems. In addition, he has work on world renowned projects such as the world's largest mall, The Dubai Mall and the world's tallest tower The Burj Dubai. He holds a degree in Electronics and Telecommunications.

Abdellatif Jamaan comes to EIC from Seventh Generation Group of Amman, Jordan where he was a partner in the company and served as head of the Marketing Department with responsibilities for marketing



Hani Al-Deen (right) joins the company as the Project Manager for the Queen Alia International Airport Project. Zaher Hamzeh (right) is the latest addition to Energy International's U.S. estimating engineering staff.



and business development. He has a Bachelors degree in English from the Mu'tah University in Jordan and served in a management position during his time in the Royal Jordanian Air Force.

Abdallah Jamaan joins the EIC team from International Resources for Computer and Communication in Amman where he worked in the tenders department and in project panning and installation of advanced security systems, video conferencing and audio systems and Wi-Fi/Max wireless communications projects. He holds a Bachelor of Science degree in Computer Engineering from the Jordan University of Science and Technology.

Mohammad Abughoush comes to EIC from Al Salem York, a joint venture with Johnson Controls in Jeddah, Saudi Arabia where he served as Senior BMS Design and Estimator Engineer. During his tenure he was involved with the design and estimation of a number of large projects including major airports,

hospitals and shopping malls. Abughoush holds a Bachelor of Science degree in Electrical Engineering from Al Balqa' Applied University in Amman, Jordan.

Muna Hiyari joins the team as a graduate from the Al-Balqa' Applied University where she majored in Electronic Computer Engineering. During her studies she completed internships with the Royal Jordanian Airlines, Joannaou and Paraskevaides (Overseas) Limited and Cisco.

Azzam Kamees joins EIC from the Derar Al Saraireh Company where he worked as a civil and architectural draftsman.

Zaher Hamzeh joins EIC's Canton, Michigan, USA headquarters as an estimating engineer. Hamzeh is finishing up his studies at the University of Michigan and will graduate in April with a bachelor of Science degree in Civil and Environmental Engineering. During his studies at U of M, Hamzeh has participated in a number of projects focusing on the construction industry. 🇺🇸



TECHNOLOGY

Energy Efficiency at Your Fingertips

QAS touch-screen technology increases environmental awareness

Have you ever followed your kids around the house, turning off lights left on in empty rooms, as a way to cut your electric bills and, hopefully, teach them something about conserving energy? Now, take that concept to a whole new level. Imagine a building with an educational touch screen that displays data on the entire structure's energy efficiency.

A simple touch of the screen is an education on environmental awareness, revealing steps that can be taken to become better environmental stewards by reducing energy consumption and minimizing the building's carbon footprint.

This remarkable technology is available, and in use, today, courtesy of Quality Attributes Software (QAS). The Ames, Iowa-based company has been a pioneer in energy intelligence and monitoring since its humble beginning in 2003.

The company's GreenTouchscreen and iBBuilding Applications have been already utilized in a number of leading commercial and financial organizations, government agencies and educational institutions. The technology has empowered employees and students to demonstrate proven energy savings of five percent to 30 percent annually. The technology will also help earn LEED 3.0 certification.

The Greentouchscreen can be mounted as a wall unit or built into a free-standing kiosk that can stand in the common area of a building. The screen



One of the touch screen views features a dashboard scenario that will monitor use of steam, natural gas, electricity, water and cooling, using dials to show real-time consumption compared to daily and monthly high and low values.

lets visitors and occupants explore the green attributes of the building by interacting with the screen. The screen will take you on a virtual tour, let you explore the buildings features and, when applicable, show how the building has become carbon neutral.

QAS's iBBuilding Applications take the technology one step further. The application offers a variety of views depending on the needs for the application and the energy reduction objectives. Features range from high-level trend reporting on consumption and costs to an interactive web-based display of energy usage for the everyday occupant.

Energy International Corporation has chosen QAS as a partner for an educational facility currently under construction in the United Arab Emirates.

Each of the dozen buildings will be equipped with a 32-inch screen in an upright stand-alone enclosure with built-in computer and WIFI.

The home screen views include a home page with green building information, current weather and time. Additional views include a live data page with graph and meter displays for four data points, a sustainable green page, a green features map, virtual tour with static images, a LEED checklist and three energy calculators. A screensaver includes 20 rotating images to prevent image burn in.

The technology has already been installed in several universities around the globe but this is the QAS's first foray into the Middle East, affording students in the Gulf States the opportunity to become better environmental citizens. 