

## **SPOTLIGHTS ON POTEL**

**Establishment Year:** 1982.

### **DIRECTOR:**

Mr. Elie Gebara  
Electrical Engineer  
American University of Beirut 1973

### **BANKERS:**

- HSBC.
- Banque Libano-Française.

### **MISSION STATEMENT:**

Our mission is to offer services in the field of electrical, low current, and telecommunications engineering, interacting with the best international suppliers thus serving valuable local customers, always achieving the best for all.

### **TARGETS IN BUSINESS:**

#### **Execution Of:**

- Turnkey electrical contracting projects.
- Power plants and distribution systems (Emergency Generators).
- Generators Synchronization.
- Low Current and Security Systems.
- Data cabling and testing (CAT 5/6, fiber optic, patch panels/hubs, switches) (Certified engineers/licensee)
- Lightning systems/Surge arrestors (US and European norms)
- Remote monitoring and control of generators
- BMS Systems.
- Clocks & bells systems.
- Video Conferencing Systems.
- Energy saving systems.
- Hospital calling systems, public address and power control rooms
- Traffic Engineering
- Cinema/theatre/acoustics and controls.

**Services:**

- Electrical contracting and electro mechanical maintenance services.

**Sister Company: PROSYS SARL**

Low current and Security Systems agent of **JSB (UK)** Fire alarm, emergency lighting, intrusion systems, CCTV, public address, barriers, parking management

**Joint Venture (when required)**

HVAC, plumbing, and sanitary works. CV available upon request.

**OUR TEAM:**

Over 60 people interacting as follows:

- **9 Engineers:**
  - **Mr. ELIE GEBARA:**  
Managing Director / American University of Beirut/ **AUB -1973.**
  - **Mr. ANTOINE AZZI:**  
Low Current Systems Director /Electrical Engineer / **AUB - 1978**
  - **Mr. BASSAM MATTA:**  
Projects Manager /Electrical Engineer / **ESIB - 1985**
  - **Mrs. ZEINA IBRAHIM:**  
Estimation Dept. / Electrical Engineer / **ESIB - 1985**
  - **Mr. DORY GEBARA:**  
Site Follow up/Maintenance Manager/ Electrical Engineer/Lebanese American University / **-LAU. 1998.**
  - **Mr. ELIE ARKILO:**  
Project Engineer/Electrical Engineer MS / **University of Athens – 1999.**
  - **Mr. MARCEL NAJJAR:**  
Project Engineer and Follow up/PLC programming /Electrical Engineer / **AUB - 1996**
  - **Mr. TOUFIC GERGI:**  
Project Engineer and Follow up/Electrical Engineer / **LAU - 2000**
  - **Mr. ALAIN GEBARA:**  
Remote monitoring and Control systems / BMS systems / Computer Engineer / **LAU - 2003**
- **9 Administrators:**  
(Secretariat/Accountancy/Stock keeper/Site Deliveries/Shop drawers...)
- **12 field service and installation technicians.**
- **Over 30 Daily Workers.**

**USERS OF OUR SERVICES:**

- Banks.
- Embassies.
- Factories.
- Peace Keeping Forces.(UN)
- Hotels.
- Malls.
- Schools.
- Universities.
- Restaurants.
- Insurance.
- Hospitals.
- Airlines.
- News Agencies.
- Consultants.
- Cinemas/theatres.
- Sports Grounds/ Clubs.
- Computer Companies.
- Complex residential Centers/Villas.
- Charity Associations.
- Churches.
- Commercial offices.
- Loto.
- Public institutions such as Army, CDR, Office des Chemins de Fer.
- Main Contractors.

**DESCRIPTION OF WORKS EXECUTED:**

**A- Banks**

- **The British Bank of the Middle East** entrusted us with their dual emergency power and controls for their offices and main computer rooms in Dora and Jounieh, as well as their previous HSBC Headquarters in SNA on a turnkey electrical and low current.
- **HSBC new Headquarters**, Ain El Mraisseh, St. Georges. Turnkey Electrical, low current and security.
- **Lebanese Swiss Bank** relied on us to design and supply emergency and controls for the Dora offices.
- **S.G.L.E.B HQ** power board for computer center.
- **BLF (Banque Libano-Française):** Power House in many branches including Fassouh HQ (1000 KVA), and Standby generating sets in: Zahle, Chyah, Bechara El Khoury, Jal El dib, Hazmieh and Jeita. Remote monitoring and control of Generators located in distinct branches in Lebanon, from a single location.
- **Banque Saradar:** Turnkey power house for the Saradar Bank HQ, works included: Power House room design, 2 x 250 KVA and 1 x 500 KVA, Generators with PLC control (prioritized load management), synchronizers, room air flow control, complete automated fuel system with alarms and digital fuel level measurement.



- **Banque de la Méditerranée:** Maintenance of the 17 branches in Lebanon.
- **Banque Libanaise pour le Commerce (BLC):** Grounding and surge arrestors for all branches in Lebanon (37 branches).
- **Banque Pharaon Chiha:** Surge arrestors, grounding and lightning protection for all branches.
- **Fransabank HQ Hamra:** Renovation of HQ (Power House, low Current and Data).

### **B- Embassies and Peace Keeping Forces:**

- **United States Embassy, Awkar**  
Faraday cage lightning protection and surge arrestors for the compound (1998)  
Security infrastructure rehabilitation (1999 and 2000)  
Maintenance contracts for lightning protection and surge arrestors throughout 2001, 2002, 2003.
- **Spanish Embassy**  
Rehabilitation of power  
Architectural and landscaping lighting
- **Chancellerie Suisse (SWISS EMBASSY), Borj El Ghazal**  
Turnkey power, lighting, low current, security and data cabling
- **Ambassade de France (French Embassy)**
- 1st Contract: General electromechanical maintenance for the French properties in Lebanon comprising H.E. Residence des Pins, Consulate, Economic Expansion. PEE, AFD, Centre Culturel Français, IFPO, Mission Culturelle, Logements, etc. (5 years, 1999-2003 inclusive)
- 2<sup>nd</sup> Contract: supply and installation of a new power plant 2 x 500 KVA with MDB's for Espace des Lettres and the new Embassy
- **Brazilian Embassy**
- Rehabilitation of Water supply/ Water treatment room, Boilers room,  
Rehabilitation of Genset Control, plumbing rehabilitation for the whole residence.
- Thermal isolation of pipes/Energy saving.

- **Korean Embassy**  
ATS installation, Maintenance works.
  
- **United Nations Interim Forces In Lebanon (UNIFIL) Naqoura HQ**  
Power house 5 x 1000 KVA Generators, Synchronized, Remote monitored, remote controlled along with online Power and Energy recording system for historical power analysis.



### C- Hospitals

- Central Military Hospital (Badaro).
- Hôpital du Sacré-Cœur (Hazmieh).
- Hôpital N.D de Secours (Jbeil) Extension Turnkey.
- Centre Hospitalier Bhannes.
- Alkoura Hospital.
- Bhannes Hospital Extension (Ste Cécile)  
Design and execution of:
  - Power plant.
  - Electrical distribution.
  - Electro-Acoustics.
  - Telephony.
  - Nurse Calling system.
  - Lighting.
  - Lightning and surge arrestors
  - Video and CCTV systems.
  
- **Hôpital St. Charles, Hazmieh**  
Electrical works, principal power distribution system, panel boards

### D- News Agencies:

- **Reuters Ltd** based in Mirna Chalouhi Center and LION's Bldg entrusted us with the supply and installation of the emergency power plant, control boards, and the maintenance of their news, Vis news, and financial center.
  
- **Reuters HQ BCD (SOLIDERE)**, turnkey (electrical, low current, data networking, power house).

### E- Schools

- **La SAGESSE High School**, complex with sports grounds landscaping, road lighting, acoustics, emergency power, electrical distribution control and protections.
- Many other colleges such as La Sagesse in Jdeideh and Achrafieh, St Charles School in Achrafieh, l'Immaculée Conception, St Jean Broummana and St. Vincent Ajaltoun. College N.D de Jamhour, Jesus and Mary, St Francois, Besançon, etc. relied on our services.

### F- Industrial Factories

**New Factory Sohat/ VITTEL**, Falougha  
Installation of new factory power and low current.

**Nestlé Pure Life Factory**  
Electrical, power, telemetering, water filling process

**Algorithm, Droguerie de L'union**, Haddath  
Power House, 1 x 220 KVA + 1 x 70 KVA with control and power panel boards, etc.

**Ets Georges Matta**, Wood furniture factory, supply and installation of a 750 KVA power plant with panel boards, cables and machine controls.

**Alghadir Station/Water Treatment Plant**, Beirut.  
Power House Rehabilitation.

**Usine Shouccair**, clothes factory (Sportswear), supply and install 600 KVA power, controls with distribution, panel boards, cabling,

**Baroud factory (SIOM)** in Yahchouch, Silver-plating, Prolac Aluminium Factory in Halat (Turnkey installation), supply and install power plant, production chains, electronic controls, cabling.

**CANAPLAST** (A joint venture plastic tubes factory between ALPHACAN (France) and Ets. Edmond Yazbeck), power plant, 2 x 750 KVA and other electrical and low current systems.

## G- Restaurants

- **Mc Donald's**: All 9 restaurants: (8 + low current at BHV)  
Dora/Ain el Mreisseh/Les Dunes/Adlieh  
/Kaslik/Chtaura/AUB/Hazmieh  
On turnkey basis: Power low current and security systems.



- **Roadster Diner**, Jal El Dib. Turnkey Electrical and Low Current.
- Other restaurants such as: Romarin Down Town, Bourj El Hamame, Piccolo Padre, Fontrecal, Sucré Salé, etc...

## H- Universities

- **Lebanese University**, Faculty of Business Administration, Achrafieh.
- **USJ University**, Ras Masqua Tripoli.  
Turnkey job: electrical, lighting, generators, power room, lightning, surge, electric gates, low current systems, etc.
- **USJ, Faculté des Sciences**, Mar Roukoz  
Turnkey power, low current, and data cabling active and passive with fiber optic backbone
- **ESIB** Esplanade turnkey  
Rehabilitation of all laboratories (98)  
Supply a new power panel boards MDB's, ATS's and DPB's (99)
- **NDU** Barsa  
Turnkey job: Electrical, lighting, generators, power room, lightning, surge, electric gates, low current systems, etc.
- **AUB** (Installation of four clock Dials (2 m diameter) at the College Hall), newly rebuilt
- **Université St. Paul de la sagesse**  
Turnkey electrical, lighting, low current, security, data networking, etc.



- **Berytech ('Pole Technologique')**,  
Mar Roukoz Université St. Joseph.  
Turnkey electrical, low current,  
and power house.



### I- Charity Associations:

- Catholic Relief Service (Zibdine – Jbeil)
- Mission Pontificale (Immaculée Conception – Achrafieh)
- Ordre Souverain de Malte (Centre Médico-Social – Ain-El-Remmaneh)  
(Centre KEFRAYA) (Centre Barqua) (IMOC)
- Caritas Liban (Caritas Head office – Sin el Fil).

### J- Churches

- St. Joseph church (Archevêché Maronite de Beyrouth).
- Couvent N.D de Bzommar.  
Four clock dials along with three bells fully automated.
- St. Georges Cathedral, Solidere (Computerized Bells Systems).
- St. Paul Cathedral, Harissa. 250 KVA Power House including panel boards.
- Maison D'accueil N.D du Mont, Fatka.  
Tower Bell, 4 bells.
- Sabtieh Church.
- Sacré-Coeur (Badaro) church, Turnkey: electrical, lighting,  
bells, lightning, acoustics, generators, panel boards,  
controls, etc.
- Chapelle Foyer Ste. Cécile (Bhannes).
- St. Michel (Nahr).
- St. Antoine (Kehhale).
- St. Francois (Rabyeh).
- St. Francois (Hamra).
- St. Maron (Gemmayzeh).



## K- Commercial

- **Nestlé Pure life and Sohat Headquarters, Hazmieh**  
Turnkey power, electrical lighting, low current, security, networking.
- **Farra Furniture Store (showroom), Mkalles.**  
Turnkey power house for the Farra Furniture Store, works included: 2 x 300 KVA, Generators with PLC control (prioritized load management), synchronizers, with remote monitoring and remote control. Works also included: ATS's, EDL MDB, Generators MDB, General Distribution panels.
- **Ste Georges Matta (showrooms and Factory)**  
Power house and panel boards.
- **Ets Edmond Yazbek Mansourieh:**
  - a- Bloc 1361 60 apartments, 40 shops.
  - b- Bloc 2707/2708 80 apartments.
- **Ets Khalil Fattal, Solidere**  
Power House 1 x 500 KVA + 2 x 250 KVA Generators, Synchronized, Remote monitored, remote controlled along with online Power and Energy recording system for historical power analysis.
- **Sohat HQ (Rehabilitation Hazmieh)**  
Turnkey power and low current.
- **Ets. Khalil Wardeh (Zalka, Hamra, Hazmieh).**
- **Ets. Khalil Fattal et Fils, JisrEl Wati.**
- **Sté Al Nahr 460, rue du Fleuve.**
- **Ets Antoine Massoud Dépôts et Bureau, Nahr El Mot.**
- **Ets. Antoine Massoud Bureaux, Medawar.**

## L- Insurance

- **U F A Insurance (MEPA Group) Headquarters, Solidere.**  
Turnkey electrical, lighting, low current, security, and networking.
- **U F A Insurance (MEPA Group) Jbeil, Byblos.**  
Turnkey electrical, lighting, low current, security, and networking.



### M- Malls

- **Spinneys:** Supermarket Dbayeh.  
Turnkey power and low current systems, etc.

### N- Hotels

- **Metropolitan Palace Hotel,** Sin El Fil.  
Turnkey Electrical and low current (management).

### O- Residential/Villas

- **Mr. Zoghzoghi Building/** Yarzeh  
High standard residential building
- **Villa M. Henry Chalhoub,** Ain Saadeh  
Turnkey electrical, low current, power house

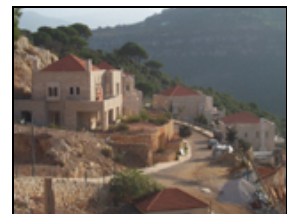
Villas of president Charles Helou, Mrs Desire kettaneh, Mr Bernard Fattal, Mr. Antoine Fadel, Mr. Roy Hrawi, Mr. Joe Abella, Tarem Frères, Mr Chucric Chammas, President Solange Gemayel, Mme Hacho, Mr Edmond Yazbeck, Mr. Claude Zoghzoghi, Mr. Ghassan Geagea, etc...

### P- Towers

- **ABRAJ** (Furn El Chebbak)  
25000 m<sup>2</sup> construction comprising 8 cinemas, shops, offices, parkings, etc.
- **SOLE TOWER** (Achrafieh)  
12000 m<sup>2</sup> construction shops, restaurant, and offices.

### Q- Country Clubs and Resorts:

- **Yarzeh Country Club:** Extension Turnkey job  
Turnkey job: Electrical, lighting, power room, lighting, surge, low current systems, etc.
- **Les Domaines** (45 Villas) Phase 1: 12 Villas Deir El Kallaa  
Turnkey power and low current



- **PROBAT:** 3 blocs of chalets Faqra.
- **Rest House (Falougha)**  
Country club with a swimming pool, landscaping, etc.  
Turnkey power and low current.
- **Leisure Hill Complex, Dbayeh**  
Phase 1: Conduits and boxes/shop drawings.
- **Almaya Residential Center:** Design and Supervision of:
  - 71 Luxury flats.
  - 2 swimming pools.
  - Romarin Restaurant
  - 2 Tennis Courts.
  - 20 000 m<sup>2</sup> landscaping.
  - Water treatment plant.

### **R- Computer Companies**

Data General collaborated with us for the Ministry of Defence (Yarzeh) and Société Générale Bank (Saloumeh) NCR for “Oeuvres Sociales des Filles de la Charité” (Achrafieh). **IBM** for their new offices in Mkalles, as well as the **British Bank** computer center.

### **S- Lebanese Army**

Supply and installation of the emergency power plant and electrical power plant to the Military Central Hospital (600 KVA), with all the primary and secondary distribution panel boards, controls and accessories related to the network.  
Supply of an emergency power plant to the Ministry of Defence, at Yarzeh.

### **T- CDR**

Railway signalling system for Beirut-Tripoli-Zahrani, in cooperation with GEC and Silec.

#### **U- Civil Aviation / Airports**

- Tower control radio communications center UHF/VHF/HF/SSB.
- Weather forecast station with wind radar computer controlled with seven integrators.
- Runway lighting systems for landing and taxi ways (M.T).

#### **V- Sports Grounds/Clubs**

- La Cite Sportive (Ain Najm).
- Sports Club La Sagesse Jdeideh.  
Turnkey-job low current/power/controls/lighting.
- The Magnum Club Haddath was executed on a turnkey Basis including.  
Electrical, lighting, acoustics, controls, generators, lightning, surge arrestors, etc.

#### **W- Airlines**

AIR France (Achrafieh, bliss, Zalka, Aéroport, Jal El Dib, BCD).

#### **X- Cinema/Theaters**

The Execution of LA SAGESSE cinema/theater (650 seats) was performed by our team on a turnkey basis:

- Cinema projectors 35 mm.
- Stage lighting and automatic program control.
- Electro-Acoustics.
- Fire detection and fighting.
- Emergency power generation.
- Electrical controls.
- Lighting.
- Air conditioning controls.

### Y- LOTO

The LOTO of Lebanon entrusted us for the design and execution on a turnkey basis of their LOTO computer controlled center. The works involved power, communications, lighting, lightning, and controls.

### Z- Consultants:

- **Dar El Handasah, Shair & Partners.**  
Turnkey electrical, Low current and data (seven floors).
- **Sheikh Rafic El Khoury & Partners.**  
Renovation of offices; extension of one floor, and new offices in Sodeco Area.  
Turnkey electrical, low current, and data.

### Other:

- **C & F (Cosmetics and Fragrances), Zalka**  
Turnkey power, low current, and security.
- **Mr Mohammad Safadi, new offices Acharfieh.**  
Turnkey electrical and low current.
- **Club Des Anciens (La Sagesse) Achrafieh**  
Turnkey power and low current.
- **High Tension Cables 66 KV Jyeh / Sibline Laying (With SIEMENS)**  
Subcontract engineering, labor, testing, and commissioning.