



# COMPANY PROFILE

Sellhorn Middle East Engineering

## Our Business Activities

Sellhorn Middle East s.a.r.l. [Sellhorn ME] is a consultancy practice for civil and structural engineering works. We are committed to provide first class professional consultancy services and are fully committed to our Clients' needs. As a privately financed practice, we are free to give advice to our Clients – completely independent from governmental, contractors', and suppliers' interests.

Sellhorn ME offers all consultancy services commencing from project definition and feasibility studies, through to engineering design and statutory approval procedures, final design, and construction supervision. Studies and reports, design calculations, project profiles and tender documents are being prepared.

### The following summarises our rendered services:

- Expert Witness Service
- Pre-Investments and Feasibility Studies
- Inception Design
- Concept Design
- Preliminary Design
- Final Design
- Detailed Design
- Preparation of Tender Documents
- Support during Tender Process and Contract Award
- Execution Design & Workshop Drawings
- Construction Supervision
- Project Management
- Project Control and Documentation
- Cost and Time Planning



Office in Beirut, Lebanon

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## Our Services

We perform our above mentioned services in a highly professional manner and in the best interest of our Client for all kind of engineering and construction projects as stated below.

### Marine & Coastal Engineering

- Sea Ports, River Ports for Container, RoRo, Bulk, General Cargo, Cruise, and Ferry Vessels
- Terminals
- Marinas
- Jetties/Piers/Quay Walls/Sea Walls
- Dolphins
- Dredging and Reclamation Works
- Flood Protection, Embankments
- Breakwaters
- Offshore Structures
- Floating structures
- Numerical and Physical Modelling (Wind, Waves, Climate, Flows)
- Rehabilitation and Strengthening of Existing Structures

### Infrastructure

- Roads & Car Parks
- Bridges & Moveable Bridges
- Industrial Roads and Heavy Pavement
- Noise Protection Structures/Walls
- Inland Terminals
- Intermodal Yard
- Industrial Railway

### General Civil Engineering/Soil

- Building Pits
- Retaining Walls
- Site Investigation
- Foundation Engineering
- Underpinning

### Structural Engineering

- Industrial Building
- Warehouses
- Workshops
- Design in Concrete, Steel, Timber
- Multi-storey Car Parks
- Engineering Reports

### Utilities

- Stormwater Drainage Systems
- Stormwater Retention
- Surface Water Outfalls
- Potable Water Network
- Fire Fighting Water System
- Sewage/Foul Water Network
- Pumping Stations
- Reservoirs



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## Our History

**Sellhorn ME** has been established in Beirut, Lebanon, in 2009 as joint company between Sellhorn Ingenieurgesellschaft mbH, Hamburg, Germany & Tassoco s.a.r.l./Paul Tasso with its head-office in Beirut, Lebanon, and liaison offices in Hamburg and Geneva.

**Sellhorn & Tassoco** have decided to join forces in order to better serve the needs of their customers in the Middle East & Africa regions; building on Sellhorn's extensive knowledge and 50 years experience in Professional Consultancy Services for all kind of construction projects and Tassoco Group's 50 years experience in Sales & Marketing in both, the Middle East & Africa regions.

**Sellhorn ME** draws its know-how and sources from its parent company Sellhorn Ingenieurgesellschaft mbH, Hamburg, Germany. Sellhorn Ingenieurgesellschaft is a consulting engineering practise based in Hamburg since almost 50 years. The Practice provides consultancy services to customers in a wide range of civil and structural engineering projects with integrity and objectivity in the interest of its customers. Sellhorn currently employs more than 50 highly qualified engineers and technicians to provide professional consultancy services for design, construction contracts, site supervision, and overall project management.

Depending on the project's nature, external experts from other specialised companies or university institutions are incorporated as sub consultants or freelancers for the performance of the services. Several projects have been implemented by Sellhorn on turnkey basis incorporating all multi-disciplinary facets of a complex project. Sellhorn with its two sister engineering firms for road and railway design completes the wide range of consultancy services to be offered by Sellhorn. A subsidiary of Sellhorn in Bulgaria is also established to serve especially the east European area.



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**Sellhorn ME** purpose is to facilitate the promotion of Sellhorn services in the Middle East & Africa regions. For this end, we have the benefit of Tassoco Group involvement in the region since early 1960 where the Group has developed into a global network and expanded the scope of services to encompass: Sales Promotion & Trading, Consulting Services & Investment.

Owing to the quality and competence of the personnel, Tassoco Group gained and kept on improving its leadership in knowledge of trade policies and business practices in selected markets. Its successful track record and reputation have made them a welcome presence in many parts of the world. Its flexibility and experience of over 50 years in the various fields and disciplines put them in a position to pinpoint business opportunities and develop them effectively and competitively.

By choice and tradition, Sellhorn ME offers its Clients assistance in both the pre- and post contractual project phases of every operation. In exchange, Sellhorn ME looks for fruitful cooperation through long-term business links and, to this end, spares no effort in establishing bases as close as possible to our partners.



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## Our Team

Sellhorn ME is managed by its two Managing Directors Dipl.-Ing. Norbert Peetz and Mr Georges B. Ghanem.

Both of them are actively involved in the professional work of Sellhorn Middle East, while Norbert Peetz is mainly responsible on the technical part while Georges Ghanem participates more on the operational side of the practice. Full CV details are available on request.

**Norbert Peetz** is a professional Civil and Structural Engineer. He has considerable and varied knowledge and experience in the design and construction of civil engineering and structural engineering projects, especially within the marine and port sector.

He has worked several years in the UK and Germany on long-term basis and in addition has been working on projects mainly in the Middle East and Africa.

Mr Norbert Peetz' degree dissertation in 1998 and 1999 was based on the topic of coastal defences on the Baltic Sea. The dissertation and its presentation as part of the exam were assessed as 'excellent' by the University of Science Wismar, Germany.

**Georges Ghanem** joined Tassoco s.a.r.l. 5 years ago. Since then, he contributed to develop the relationship with customers and international suppliers for various Middle East markets.

Besides the development of different sectors, he led the negotiations on major projects in the Power, Civil Aviation & Port sectors. He was involved in the Feasibility Study & Structuring of one of the biggest projects in Abu Dhabi; the Saadiyate Island.

Mr George Ghanem holds a Bachelor of Science degree in Banking & Finance and has also 10 years experience in Financial analysis. During his financial career, he was based in Europe, USA & the Gulf countries.



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## Company Organisation

The following organigram illustrates the organisation of business of the Sellhorn Middle East Engineering.



Sellhorn Middle East Engineering and Sellhorn Ingenieurgesellschaft belong to the Sellhorn Holding

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## Contact

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