

A Culture of Excellence — ABC Consulting, Inc. and Power Catch, Inc.

By Daphne Butas



STRUCTURAL
ENGINEERING &
CONSTRUCTION
MANAGEMENT

When I spoke to Fadi Debbas of ABC Consulting, Inc. a theme emerged from our conversation- excellence. Debbas did not casually throw the word around like many people do; you could tell he took its meaning seriously and valued the word. Debbas knows that to be excellent you have to be better than average and that you have to go above and beyond what everyone else does, which he is clearly not afraid to do. Many people have a positive attitude or strive to be nicer or more efficient at a certain task. Not Debbas, he has adopted an attitude of excellence and it cannot help but show. How do I know this? Because in the past six years Debbas has founded two companies, both of which he runs, both of which are proof of his attitude of excellence. Debbas and his companies emulate excellence and it rubs off on those that are fortunate enough to come in contact with him and ABC Consulting, Inc. or Power Catch, Inc.

ABC Consulting, Inc. is a small minority owned business that incorporated in 2003 and was officially launched in 2007. The company motto is straightforward

and clearly outlines ABC's desire to achieve excellence. "Our goal is to build a lasting relationship with our valuable clients; We thrive on achieving excellence and professionalism in our performance."

Debbas leads ABC's Construction Management Division. Debbas has more than 24 years of experience in construction management, structural design, reinforced concrete repair, drafting supervision and field inspection of a wide variety of structures, including everything from concrete and steel to masonry and wood frame

structures. Debbas holds both a B.A. and an M.S in Civil Engineering from Purdue University. ABC Consulting, Inc. acts as the construction manager on behalf of the building owners, developers and shareholders on commercial or residential projects. ABC Consulting, Inc. are retained to protect the owner's money, any savings that are generated during the value engineering process goes back to the owners.

At ABC Consulting, Inc. Debbas' work includes: value engineering, bid prepara-

tions, contract work, bid awards, scheduling using Microsoft Project, subcontractor supervision and direction, budgeting, site visits and inspections and change order management. With a long list of projects under his belt, Debbas is beyond experienced in the construction management world, but it is his attitude towards excellence and the way he approaches all projects that really sets Debbas and ABC Consulting, Inc. apart as exceptional.

When I asked Debbas to tell me about ABC's corporate

identity he had this to say: "I always wanted to do my own thing and I thought that I would end up purchasing Abiouness, Cross and Bradshaw {the company where he formerly worked} but was out bid by a company from Denver, so I decided it was time to do my own thing. When things didn't go my way and changed course unexpectedly, I adopted a motto- 'excellence in every task.'"

When Debbas started ABC Consulting, Inc. his motto of excellence became the driving force for the company. ABC focuses on giving the client 100 percent in all that they do, yet another testament to the way ABC Consulting, Inc. and Debbas do things. Everything that Debbas touches turns to excellence. As a structural engineer Debbas can anticipate problems, and when problems are detected in the field it is easy for Debbas to react and correct it right away. That is his excellence edge. "I always answer the phones and I really like to help people. I give out advice over the phone and have built a reputation in the Tidewater area from my years of experience working in the field."



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Debbas wants to take the stress out of the construction process and he does. Clients have nothing but positive things to say about ABC Consulting, Inc. and the way they do things. "We always work for the benefit of the client and still maintain the quality of construction. The structural engineering part is where the designs are made. The construction management side is where we act as a general contractor. We wave the magic wand over the owner's head so that the client can instantly become his own general contractor. We deliver under budget and on time and manage the entire process for him exactly as he wants it to be."

According to Dale Farino, Vice President and Chief Financial Officer of Associated Distributors, "He {Debbas} and his staff handled the project through every phase of design and construction while allowing us to be intimately involved in the decision making process. Working with Mr. Debbas was not only a learning experience for me, but also gave me the piece of mind that we received the highest quality product at the absolute best price. Our project, including his fees, came in 13 percent under budget and was completed on time."

Father Joseph H. Metzger III of Blessed Sacrament Catholic

Church in Norfolk, Virginia has also had the privilege of working with Mr. Debbas and has seen his excellence at work. "I write to express my sincere gratitude for your excellent work and dedication on our parish's building and renovation project. We were certainly blessed to have had Martin Slater as our project supervisor and Fadi Debbas as our point man for all con-

\$4.5 million dollars worth of work.

When asked about the various techniques he uses for jobs, Debbas said that ABC Consulting, Inc. uses the same methodology for all projects regardless of size or cost. "We always follow a certain set of steps for all projects regardless of type. It is what works for us and it is based on my years of experience and knowledge. It helps us

for this project. Phase II consisted of installing all site utilities, a BMP, roadway, curb & gutter, parking areas and two prefabricated metal office/warehouse buildings totaling 18,300 square feet. Phase III of this site contains a prefabricated, 11,200 square foot metal building along with canopied spaces for 49 RV's. All phases were wrapped up at

income women and children. The project consists of installing utilities, enlargement of BMP, site work and ground up construction of 12 homes and a park. This is a neighborhood focusing on renewal. This project wrapped up in the spring of 2009.

- Rose Garden Estates, located in the Great Bridge section of Chesapeake, utilized 9 acres for the develop-

ly \$600,000.00. The site development cost was \$1.6 million. This site is a housing subdivision with smaller houses in the \$300,000 range, 11 lots of which are being subdivided into duplexes so that the development is more marketable and accessible to more people in the area.

All of these current projects represent the kind of work ethic that Fadi Debbas, P.E. brings to the table and the kind of work that has made ABC Consulting, Inc. stand out as excellent in the business and always giving 100 percent. I was impressed when I learned about these projects and all the other ones that Debbas and ABC Consulting, Inc. have under their belt, which would take too long to name, but I was even more amazed when I learned that Debbas had a second company, Power Catch, Inc., to tell me about. This second company of Debbas' is another shining example of this one man's commitment to excellence in all things he does. Power Catch, Inc. is a minority owned green company that sells products that are guaranteed to reduce your kilowatt power usage by 3 to 50 percent. The motto of Power Catch, Inc. is "Capture The Wasted Juice".

Power Catch, Inc. focuses on the two greatest opportunities for energy conservation available today. The first one is enhancing the efficiency of inductive motors by applying capacitance to capture the reactive energy that



tracts and fees. They were always present and their expertise is unrivaled."

With one office located in Norfolk, Virginia, ABC Consulting, Inc. has a handful of full-time and part time employees, but hires more people as needed. According to Debbas, "Being a structural engineer helps. Since during renovations and rehab work, we don't have to wait for help from other engineers, so it's easy to be small in size but efficient." Since beginning to work full-time just two short years ago, Debbas and ABC Consulting, Inc. have completed over

be the best at what we do, so that is what we use."

Some of the current projects that ABC Consulting, Inc. is working on are:

- Freeman Industrial Park, located in the South Norfolk section of Chesapeake, is a \$3.5 million dollar, multi-phased project. Seated on 38 acres of woodlands, the first phase of this project incorporated site clearing and demolition of 11 acres. From the initial cost proposals to close out documentation, ABC Consulting, Inc. is responsible for all phases of construction

the end of July, 2009, completing this in 11 months.

- ABC Consulting, Inc. had the pleasure of providing construction management services to The Salvation Army, Tidewater Command for the Homeless Outreach for Personal Empowerment Village (H.O.P.E). This shelter provides for woman and children in need of basic emergency shelter and care, child-parent and family resources, education and referral. This is a residential style community shelter program that benefits low and moderate-

ment of 30 site pads for single family home construction. The scope of work consisted of site clearing and demolition, installation of site utilities, curb & gutter and asphalt. This project is an example of the value engineering services provided by this Company. ABC Consulting, Inc. was retained by the Owner to oversee the construction process. Already in progress, this project was over-budget. ABC Consulting, Inc. reviewed all aspects of this project and reduced construction costs by approximate-

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is normally wasted and this is how the company works. Power Catch, Inc. installs a capacitor, called a KVAR™ unit, to your main electrical panel, motors, pumps and that capacitor conserves energy by capturing

and collecting the little bits of energy wasted each day, thus reducing your home or office's carbon footprint.

The second one is the lighting retrofit to exchange HID and T12 fixtures with much more efficient T5 and T8 fixtures. The emphasis is on recycling energy and resources to ensure as little waste as possible. Wherever possible, retrofit kits are used that preserve the body of the fixture and only replace the internal parts such as the ballasts, bulbs and tombstones, saving the customer money and reducing the impact on the environment.

Kilowatt reductions of greater than 50 percent are standard and sometimes reach 75 percent or more. This is directly translated into a 50 to 75 percent reduction in monthly energy costs. All of the goods and services available are fully performance guaranteed. According to the company website, "Your monthly electric bill is based on how many kilowatt hours you consume at your home or place of business. That means you are billed by how many thousand (kilo) watts you consume per hour. Power Catch, Inc. sells a patented product made in the USA by KVAR™ Energy Savings, Inc. The KVAR™ unit is installed at your panel, correcting the power factor imbalances found in your electric system." The results are: 1) the KVAR™ unit allows your inductive motors to operate with maximum efficiency 2) the KVAR™ unit recycles



Before



During



After

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"GO GREEN. SAVE POWER!"
CAPTURE THE WASTED JUICE!

ROHS Compliant
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- US GREEN BUILDING COUNCIL, CLEANER & GREENER, NASA TESTED
- GUARANTEED 6% TO 20% LOWER POWER CONSUMPTION
- 12 YEAR WARRANTY, 25 YEAR LIFE EXPECTANCY
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wasted electricity by “capturing the wasted juice” and drawing less power through your meter 3) the KVAR™ unit helps the meter reduce the number of watts being consumed so that your monthly bill is reduced and 4) the KVAR™ unit extends the life of the motors on your electrical system by reducing heat flow through the system.

The KVAR™ unit is UL rated and CSA certified and the manufacturer is a member of Cleaner and Greener and the U.S Green Building Council. The capacitor has 14 patents, and all parts are made in the United States by KVAR™ Energy Savings Inc., the Florida-based company that inspired the capacitor's name.

The KVAR™ unit comes with a warranty, 12-years for residential applications and a 5-year warranty for commercial applications,

and the residential unit enables you to take the product with you when you move. The unit is designed to last a minimum of 25 years and it comes with a money-back guarantee if it fails to deliver at least a six percent reduction in power consumption, immediately following installation of the device on your electrical system. More specific information can be found about this product and how it works on the Power Catch, Inc. website at www.powercatch.net. The history of KVAR™ excerpt taken directly from the website can be read below.

HISTORY OF KVAR™

Mr. Gregory Taylor started working on this invention in 1976. Moving into the 1980's, the vision for the company was started. By 1995, he had invented the KVAR™ Energy Controller (KEC) Unit and received the first U.S. patent, August 8, 1995 (U.S. PATENT #5,440,442.)

Those who are environmentally aware will be interested in knowing that this unit has

been a beneficial contribution to the safety of our environment on an individual and global scale. Our products have also been tested and are in compliance with the following accredited organizations and institutions: U.S. Department of Energy, EPA, NASA, UL Approved, CSA, Cleaner & Greener Certified & RoHS.

KVAR™ is a green product manufactured with no lead, no acids, no lead paint and no zinc in the bolts.

Capacitors have been around for over 150 years. That's nothing new. Utilizing the use of the capacitors within this invention allows the KVAR™ unit to store the energy directly coming in at the power source until it is needed. That energy, which is constantly being drawn from by the amount of electricity being used to run the home or business is regulated by the capacitors within the KVAR™ unit giving you 100% optimization of what you need versus the amount of energy you currently waste when pulling your electricity directly from the power source. That excess

waste of electricity that you currently receive from the power company is expelled from the motors in your home or business in the form of heat, making the motors work harder and shortening their life span. With the KVAR™ unit installed you will prolong the life of motors, reduce your electric bill, and provide a safer environment in the reduction of the EMF (Electro-Magnetic Field) emitted by the motors by up to 20 percent, and reduce your carbon footprint factor that contributes to global warming. As an added benefit your home or business is also amperage surge protected.

In 2003 Fadi Debbas found himself at a crossroads. The company he thought he was going to purchase was not meant to be his. While many people would have taken that news as hard, Debbas used it to focus all of his attention and energy into striving for perfection all the time in all things that he did. Less than a decade later, Debbas has a lot to show for his code of excellence. His thriving construction firm, ABC Consulting, Inc., has been offering construc-

tion management and design build expertise to architects, private industry clients, contractors, government agencies and more. Focusing on his engineering background has allowed Debbas and ABC Consulting, Inc. to set themselves apart in the construction industry as innovative and creative in their approaches to building, as well as timely and effective in their project management skills, ensuring expertise and delivery of an exceptional finished product that is always on time and on budget. The ABC Consulting, Inc. brochure says it best: “Projects of all sizes are approached with creative thinking, leading to the best possible solution consistent with the economics, construction techniques, and aesthetic qualities desired. Our goal is to build a lasting relationship with our valuable clients; we thrive on achieving excellence in our performance.”

Still not convinced of this exceptional company and their capabilities? Then just look to what Debbas does in his spare time. When not completing and managing projects of all sizes

and scope for ABC Consulting, Inc., Debbas is continuing his work on Power Catch, Inc. and the KVAR™ unit.

When asked about his plans for the future, Debbas said that he is working on his bonding capabilities, which is very challenging, but will be worth it in the end since it will allow him to enter the open bid market, exposing Debbas to a larger client base, including the government sector.

With all that in the works, it is clear that Fadi Debbas and his companies, ABC Consulting Inc. and Power Catch, Inc., are going places because of their culture of excellence and their unwillingness to accept average as an acceptable outcome. According to Debbas, “We are available for any size job. We thrive on perfection. We like to do things properly the first time and we are here to assist the locals with any size job so that we can take away the stress that people incur during the construction process.”

