

Industry Outlook

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FIRE SAFETY EQUIPMENT MANUFACTURERS

THEINDUSTRYOUTLOOK.COM

HARISH DHARAMSHI,
FOUNDER AND MANAGING DIRECTOR

HD FIRE PROTECT

OFFERING WORLD-CLASS

Fire Fighting
EQUIPMENT &
SYSTEMS

₹150



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HD FIRE PROTECT

OFFERING WORLD-CLASS

Fire Fighting EQUIPMENT & SYSTEMS

BY JANIFHA EVANGELINE

According to a study conducted by Grand View Research, Inc. the global fire safety equipment market is anticipated to reach USD 105.92 billion by 2025 at a CAGR of 8.8 percent over the forecast period. Government regulations and mandates concerning workplace safety, increasing awareness of the benefits of installing fire safety & security equipment, and the demand for state-of-the-art protection equipment are the major factors fuelling the growth of this market landscape.

Increasing accidents and loss of property owing to fire breakouts has alarmed the need for Fire safety equipment. Therefore, being aware of the risks and serious impacts of fire accidents, clients today expect quality products with minimum maintenance when it comes to fire-protection equipment. As these products are used in case of extreme emergencies, they should be designed in such a manner that there should not arise any issue while using these products. However, in today's competitive world, customers not only expect reliable and easy-to-use products but also look for products that are available at reasonable prices.



Perfectly understanding the aforementioned requirements of clients, Mumbai headquartered HD Fire Protect offers a wide range of World-Class Firefighting Equipment and Systems that are designed, developed, and manufactured to meet the ever-changing and demanding industry needs. All products of HD Fire Protect are internationally accredited, rigorously tested, and competitively priced.

LEADING MANUFACTURER WITH OVER THREE DECADES OF EXPERIENCE

As a leading manufacturer and supplier of fire-fighting products, HD Fire Protect supplies its products all over India and to over 73 countries across the world. With its experience of over three decades, HD Fire Protect has gained expertise in the design, development, and manufacturing of water, foam and gas-based fire-fighting products. The company runs two plants - one in Jalgaon, and the other in Thane, Maharashtra.

The high-quality Fire Protection and Suppression solutions are designed and manufactured using advanced technologies in order to protect and secure infrastructure, property, and lives of people. The company has developed numerous unique solutions for the construction and industrial markets for various applications. The products range from standard fire protection products to complex fire-fighting tailor-made skids.

HD Fire Protect began its journey in the year 1990. "I entered the fire protection industry as a young man and faced many challenges. The beginning was very modest while the growth journey has been amazing and fulfilling," says Harish Dharamshi, Founder and Managing Director.

BROAD RANGE OF PRODUCTS FOR VARIOUS SECTORS

The product line of HD is designed to meet the requirements of various hazardous areas and fire-suppression applications. HD Fire Protect caters primarily to several major sectors that range from building, commercial & warehousing industry to large oil & gas, petrochemical companies, power generation & transmission, chemical Industries, general Industries, aviation sector, pharmaceutical companies & allied Industries. The unique range of clean agent fire suppression products is also supplied to IT server rooms and data centres.

"We understand the material science behind the selection of the right material of construction of products for the right application," says Harish Dharamshi.

"While we have been manufacturing various products using special alloys such as nickel aluminum bronze (NAB), and monel to meet intense environments in marine and offshore locations, our in-house foundry has been equipped with the latest technology to provide internally manufactured casting source for such special alloys. Our fabrication shop is ASME certified to offer foam systems in ASME certified foam bladder tanks & pressure vessels. Over the last three decades, HD products have been tried, tested, and accepted in various sectors," he adds.

ADVANCED AUTOMATION IN MANUFACTURING

As part of the company's manufacturing practice, HD Fire Protect continues to work on automation projects. It achieves this by implementing advanced automation in manufacturing, use of PLC based automation devices across the plant, extensive use of ERP for all its processes,



implementation of lean techniques in all areas and research using advanced simulation software tools.

MARKET INFORMATION ANALYSIS

HD Fire Protect analyses market information by adding various elements that include code requirements, industry standardization trends, technological trends, and customer needs & specifications by carrying out thorough surveys and client interactions.

"We get in touch with the end-users as well as fire engineers and consultants and invite them to project their demand for further inputs that they wish to adopt in designing fire protection systems. Based on such requirement, global market trends, updates in international codes like NFPA, the company's technological

ACCOMPLISHMENTS

- **INDIGENOUS TECHNOLOGY**
- **OVER 6,000 CUSTOMERS**
- **PRODUCTS INSTALLED IN OVER 20,000 SITES**
- **DISTRIBUTION IN 73 COUNTRIES**
- **OVER 200 DIFFERENT PRODUCTS SERVING BROAD RANGE OF INDUSTRIES**

information is integrated to establish the product development roadmap for Indian as well as Global market. Products are designed to meet international approval standards like UL & FM, and made suitable to be used for system engineers designing fire-protection system as per National Fire Protection Association (NFPA) and similar standards," says Miheer Ghotikar, Director of the company, who is also member of Technical Committees of NFPA and UL (USA).

RIGOROUS TESTING METHODS AT THE CORE OF QUALITY

HD Fire Protect's manufacturing facilities are well maintained, adhering to all the safety parameters and ISO 9001, ISO 14001, and ISO 45001 certified. The raw materials used in the manufacturing of every product, are of international material grade including ASTM and ASME. All finished products undergo rigorous testing and complete material traceability is available for all



components. Various cyclic tests and flow tests are performed considering extreme site conditions. HD Fire Protect has a rapid action force for complaint management and strives hard to maintain zero manufacturing defect policy.

INTERNATIONAL PRODUCT CERTIFICATION

All products of HD Fire Protect are not only best performing and highly reliable, but they are also internationally certified, carrying various certifications such as UL, FM, BIS, CE, Lloyds Register, and approvals of various Civil Defense and Government authorities in many countries across the world.

The company strives its best to maintain competitive pricing and best-in-class customer support that includes quick response, swift order processing, distributor training, and on-site installation assistance.





**ANIK DHARAMSHI,
DIRECTOR**

WIDE RANGE OF SOLUTIONS FOR SPECIFIC APPLICATIONS

HD products are used for a wide range of applications. Some of the main products include sprinkler systems for the protection of buildings for both residential and commercial, foam systems for the protection of fuel storage tanks, petrochemical handling facilities, and turbo generators, fire-monitors for the protection of refineries and chemical plants, special nozzles for protection of aircraft hangars and helipads, pre-action & gas suppression systems for the protection of IT data centres and banks.

HD also offers many other products for unique applications such as protection of transformers, cable trays, fire suppression of underground mines, as well as electronic remote-operated monitors for protection of high hazard areas. "India is 3rd largest in the world, in refining business with 24 refineries and large number of tank farms and

oil depots. Fires at such places can be extremely disastrous and fire-tenders cannot reach such places easily during emergencies due to the magnitude of fire. There are specific HVLR (high volume long range) foam monitors designed specifically for addressing requirements of Indian Oil & Gas sector as per Oil Industry Safety Directorate (OISD) standards", says Anik Dharamshi, Director of the company, who has an extensive understanding of Oil & Gas fire protection requirements.

HD FIRE PROTECT'S CUSTOMIZED AND BESPOKE ENGINEERED SYSTEMS ARE DESIGNED TO MEET THE INDIVIDUAL CUSTOMER NEEDS AND APPLICATIONS FOR SPECIAL PROJECTS

CUSTOMIZED AND BESPOKE ENGINEERED SYSTEMS

In addition to the standard fire-fighting products, HD Fire Protect's customized and bespoke engineered systems are designed to meet the individual customer needs and applications for special projects. Moreover, Special units and skids are manufactured on demand according to project specifications of the clients.

HD's technical service and engineering teams assist customers on special project requirements for various fire-protection and related applications. One such instance was the application of Varsha Nozzles for sound suppression applications in the ISRO rocket launch station. HD Fire

Protects' Varsha nozzles were used for excessive sound suppression during the GSLV Mark III launch. Acoustic sound suppression was developed by ISRO in order to suppress large decibel sound by attenuating noise using the water quenching method. Selection of HD Varsha Nozzles was made to ensure that water jet from all ends meets at the definite points of the launchpad, with extensive performance tests of Varsha nozzles that were carried out in Jalgaon.

GLOBAL NETWORK OF DISTRIBUTORS

Every market has its unique requirement not only in terms of product design, specifications, and performance but also in terms of service and delivery. Therefore, considering this, HD Fire Protect has established a strong distributor network across 45 countries. These distributors enable the company to have international reach with local support, product availability and customized service.

THE JOURNEY AHEAD

The company has established its global footprint in Asia, the Middle East, Africa, Europe, and Latin America with representative offices and distributors in many countries. With over INR. 200 Crore revenue, currently, HD Fire Protect is in the process of upgrading its manufacturing facilities, spread-out over 10 Acre (400,000 sq. feet) set-up with focus of investment in infrastructure, product quality, testing labs as well as people friendly HR practices. The company is also in the process of implementing "Lean Manufacturing" and Kaizen practices throughout its facilities. While HDPF is planning to launch a new range of products in the coming months, which includes advanced fire-fighting foam skids as well as a range of pressure control valves. ||