

In conversation with the Mr. Harish Dharamshi, Managing Director, HD Fire Protect

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Board Directors: Miheer Ghotikar, Parika Ghotikar, Harish Dharamshi (MD), Narendra Dharamshi & Anik Dharamshi (LtoR)

1. Can you tell us a bit about the customized and bespoke engineered systems and how it meets the individual customer needs and applications for special projects?

We offer various fire-fighting products and solutions for a wide range of industries. With more than three decades of experience, we have been able to develop unique fire-fighting solutions for many applications – small fires in buildings and warehouses to large scale fires in refineries to fuel fires in tank farms. In addition to the design and manufacture of standard fire-fighting products, we can also provide customised and bespoke engineered systems to meet individual customer needs or applications for special projects. Special units and skids are made on demand according to your specifications. Our technical service and engineering teams can assist customers on special project requirements for various fire-protection and related applications. From initial concept and design to commissioning and on-site assistance, we can offer our complete support.



One such example was use of Varsha Nozzles for sound suppression application in ISRO rocket launch station. Our Varsha nozzles were used for excessive sound suppression during the GSLV Mark III launch. Acoustic sound suppression was developed by ISRO to suppress large decibel sound by attenuating noise using water quenching method. Selection of HD Varsha Nozzles was made to ensure that water jet from all ends meet at the definite points of launch pad. Extensive performance tests of Varsha nozzles were carried out in Jalgaon. This is a project we feel proud about.

2. Give us a little background of your company and what made you create these kinds of products?

In 1990, many firefighting products were imported to India either from the U.S. or Europe. Those were highly priced, and import duty used to be as high as 200%. The aim to establish HD Fire Protect was to offer a quality product with competitive pricing specifically in the Indian fire-protection market. The company was started in a small area of 500 sq. feet in Wagle Estate, Thane. The products we selected were engineered fire-fighting products. It has now grown to manufacturing with state-of-the-art facilities.

We believe in developing a product with smart and robust design, offering highest level of reliability. In case of fire-fighting products, the product is not used every day but it needs to function seamlessly in case of fire – that remains the most vital thing.

3. What's been the growth year on year since the inception till now?

Company has always been growing at a steady rate for many years. We have believed in sustainable and stable growth. In past 5-6 years we have achieved over 20% CAGR. We have experienced increase market demand in India and overseas, except for the period of Covid pandemic. While we believe that India is poised for growth, looking at the scale of upcoming infrastructure projects.



Our product range is a specialized range in fire protection applications, and we have therefore kept a clear growth strategy of achieving business growth by developing best in class products, suitable for a range of fire-fighting applications.

4. How do you plan to increase the visibility of your products in near future and what products are you planning to add in the portfolio?

We have been very strong in water and foam-based fire fighting equipment and systems. Our products have been installed in thousands of locations across the world. While lot of reputed and premium sites have used our products. Many EPCs and engineering consultants have used and experienced our products and therefore they continue to recommend those in projects. We continue to expand visibility by interactive training programs, exhibitions and events. We have recently added gas-based fire suppression products in our range. We see good demand in that area, considering the number of IT data centers being setup in India. We have started with CO₂ and Inert Gas Suppression systems, and plan to offer Chemical Gas Suppression systems in near future.

5. How many different countries has your company established its product supply and distribution? How do you manage to provide specific countries with special market requirements?

We have been able to establish product supply and distribution in over 75 countries worldwide. Our products are designed as per international codes like NFPA. These design standards are used world over. The products are certified by international approval agencies including UL, FM and VdS. And therefore, it is easier for engineering companies to select and approve our products in international projects. We understand that each market has different requirements not only in terms of product design, specifications, and performance but also in terms of service and delivery. We have therefore established strong distributor network across the world. Our distributors are completely trained and geared to offer our products and solutions in their countries.

6. Looking at the current scenario where people are becoming slaves to technology. How do you plan to sustain your business in coming future?



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We have planned to continue development of products with smart design along with high-precision manufacturing. May it be any industry, petrochemical or IT data centers, the products would need to be light-weight, highly durable, quick in installation as well as connected to the internet. We are working towards new generation of valves, nozzles and fire-fighting systems, encompassing these elements in their design. We will continue to improve existing products and shall try our best to innovate, with new initiatives to deliver smarter, reliable, and long-lasting products in fire protection.