



# The FSS Post

*THE FIRE SAFETY & SECURITY POST*

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Rendezvous with Business Leaders-  
**"The Parekhs"- Fire Safety Devices Pvt. Ltd.**



#### Articles

### Industry News

Fire News  
Safety News  
Security News

#### Highlights:

### Industry Talk

Mr. Mukesh Shah  
Mr. Mitul Bokadia  
Mr. Neeraj Sehgal  
Mr. Kamal Mittal

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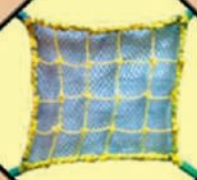
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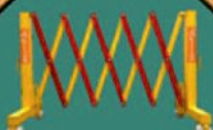


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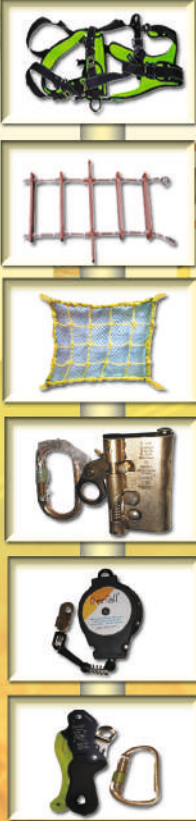
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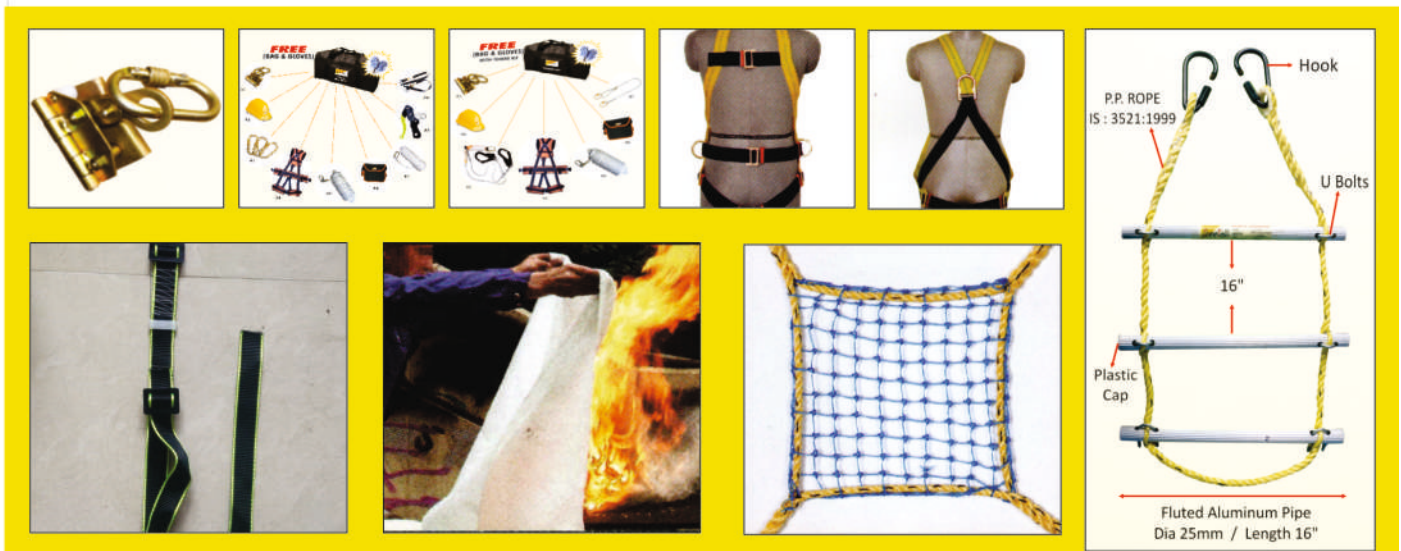


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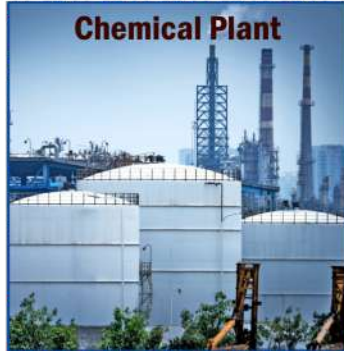
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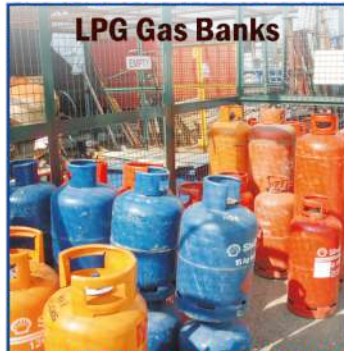


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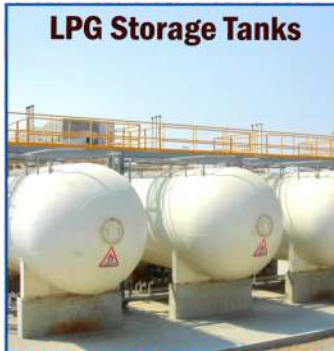


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### *From the Editor's Desk*

**Dear Industry Friends,**

**Greetings!!!**

The modern era has its ease of living but it is also packaged with its set of complexities. Fire safety, occupational safety & security are one of the challenges. Technicians, R&D houses and industry combined together have come up with comprehensive and customized solutions to address these challenges.

Need is felt to focus on these modern day problem by the competent authorities around the world. They laid rules, regulations & guidelines so that we can live in a safer world. Industry with lot of investment on R&D and manufacturing process has placed solutions.

With growing need demand for fire, safety and security products has grown exponentially. It is when industry has witnessed growth, proper communication with customer base also felt. That is how magazines & trade journals became a tool for effective marketing communication.

We are pleased to present "The FSS Post" (The Fire, Safety & Security Post), a platform for the industry to speak up about their products and related issues with freedom. The objective of this magazine is to create to establish effective interface between producer and buyer.

We hope that readers will bestow their affection to our effort. We also request you to feel free to share your valuable thoughts and suggestions so that we can live up to your expectation.

**Regards,  
Mayur Lalit**









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**Mr. Mukesh Shah**  
Swastik Synergy  
Engineering Pvt. Ltd.



**Mr. Ashish Shah**  
Ambtronics  
Engineers Pvt. Ltd



**Mr. Mitul Bokadia**  
Vice President  
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Kumar Prashar  
Safety Professional



**Mr. Neeraj Sehgal**  
Director  
Sehgal Doors



**Mr. Vicky Gupta**  
Director  
Heapro India  
Safety Products Pvt Ltd

### ARTICLES



Fire Trucks: from the lens  
of History



Ensuring Safety from  
Smoke



Safety Footwear &  
its significance



Need for Strong Branding for  
Indian Fire & Safety Companies



What are we waiting  
for?



Work at Height:  
Modern Challenges  
& Solutions



Aerostat for Post Disaster  
and Last Mile Connectivity



Wifful Disdain  
For Basic Safety

### THE FSS NEWS



PWD told Delhi Fire Service to recall  
tender for DFS HQ construction



ASSP and VPPPA Collaboration  
will boost Worker Safety



Eagle Eye Networks launches  
Eagle Eye QL Stream Technology



Hotel Fire in Mussoorie:  
Hotel building & two cars gutted



New Outdoor 2K Camera with  
Alfred Camera



Delhi's Azadpur Mandi Fire

## THE FSS POST

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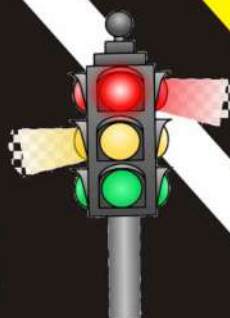


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**Q: “Firechem” is well established brand in fire safety business, how have you made it possible?**

Mr. Dhiren Parekh: Branding is a continuous process. It is not established in a day. We have put a lot of hard work and methodical approach. One requires persistence and patience to establish a brand. First and foremost, continuously producing and supplying quality products. It takes time for acceptance and builds trust among the customers, but when it is built they reciprocate with zeal.

Branding is also coupled with marketing communication strategies. We give advertisements to related print media, take part in many exhibitions, use online platform to customer to know about our products & its quality. Consistent approach with patience gradually creates a brand.

**Q: What product range do you offer to fire market?**

Mr. Bharat Parekh: We have been supplying all types of Fire Fighting Chemicals such as AFFF, Dry Chemical Powder, and Wetting Agents to name a few. We are now offering “Firechem” fire extinguishers also.

**Q: In which all countries are you exporting?**

Mr. Ashish Parekh: We have strong presence in the

international market. We are pleased to share that our product range has been accepted with wide open arms internationally because of its quality.

Today we are supplying to 45 countries. That means we have our trade relations to almost all parts of the globe. We are supplying to South East Asia, Gulf Countries, South Africa & South America to name a few.

**Q: What quality check measures do you take to ensure best quality product?**

Mr. Dhiren Parekh: We are very cautious about the quality of our products. As you are aware that quality protects life and property.

To ensure the quality we have established a in house laboratory to check each batch that is produced. Moreover, our products are BIS, EN & UL compliant. These are the best standard codes which are available today. So the acquired certifications are itself is a statement to our quality.

**Q: Post pandemic how market is reviving?**

Mr. Bharat Parekh: Pandemic was scary. Businesses were at rest. Entire world was confined without any activity, be it business or otherwise. Everything was in nebula.

But post pandemic under the leadership of Honorable PM Mr. Narendra Modi, government has tackled the situation effectively. Industries & infrastructure projects not only started but speeded up well. That has encouraged the market activities. So is fire business. In nut shell I can say business is reviving well.

**Q: Our government has taken many steps for economic improvement, what advantages fire industry has received?**

Mr. Dhiren Parekh: We must congratulate our government for their effectiveness in combating Covid disaster. Not only indigenous vaccine was produced but also vaccination drive was very efficient and smooth. Apart from that government helped businesses to come in shape.

Every business is interlinked. When all businesses started and gained momentum, our set of business also revived well.

**Q: What growth do you expect for the fire industry in coming five years?**

Mr. Ashish Parekh: We expect fire business with 20-25% growth prospects in coming five years.

**Q: If someone likes to be your channel partner, how is that possible & what is an eligibility criterion?**

Mr. Dhiren Parekh: We welcome if someone likes to be our channel partner. One should have zeal to grow with us. One has to be target oriented to grow business. That is the only criterion.

**Q: As a manufacturer what support will you render to establish your channel partner?**

Mr. Dhiren Parekh: We can ensure best quality of products that will help him to develop his market with recurrent demand. We will provide proper training about our product range so that we can avail business

prospects. Timely delivery is assured. Also our brand support will help him to fetch business.

A lot of brand promotion activities we do as mentioned. The channel partner will also reap the benefits of that as well. In less effort one may generate business & profits.

**Q: In past one decade what perception change have you felt for Indian fire manufacturers on the international canvas?**

Mr. Ashish Parekh: As told to you earlier we are exporting to 45 countries. We have an impression that the credibility for the Indian manufacturers has improved a lot. The capabilities of Indian manufactures are acknowledged are recognized. Today international buyers take us as their trusted partners.

**Q: Kindly give message for the readers?**

Mr. Bharat Parekh: Our stint in business has given many teachings, time and again. But the most important learning we can share is that hard work & honesty have no substitute. It has to be mingled with faith in yourself. Persistence & patience are necessary additives with honesty & hard work. It will fetch results for sure.

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Contributed by:  
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## Fire Trucks: from the lens of History

Fire Truck also called Fire Engines that are mobile and self propelled unit fitted with necessary fire equipments used in fire fighting. We see sophisticated fire trucks today. What fire truck looks today was not the same when came in existence. They have a history to tell.

Earlier fire engines were hand pumps equipped with reservoir and were moved to the scene of fire. It was moved by humans or animals. Now a day's fire trucks are self propelled.

During large fires, the reservoirs were kept filled by a bucket bridge. But that method was ineffective & proved inefficient. Due to short range of the stream of water compelled the

positioning of the apparatus close to the fire which was dangerous. When more powerful engines and flexible hose pipes were introduced then the problem was resolved. When steam powered pumps came in existence & were introduced to many large cities by 19<sup>th</sup> century, it was a great advancement.

Internal combustion engine replaced Horse traction in early 20<sup>th</sup> century. Internal combustion engine were also used to power the pump. Basic hose carrier quickly was modernized. It carries powerful pump and large hose usually 1000 feet.



Soon specialized auxiliary vehicles came in existence including water tank trucks. In Ladder trucks ladder is mounted that may be capable of rapid extension to 150 feet. Usually, on the top section large capacity nozzle was improvised. Older over length ladder truck was equipped with steerable rear wheels to negotiate with city streets. The main ladder used to be installed on the truck's body. The ladder truck used to carry some 200 feet or more of the ladder & to be used from the ground.

Chicago Fire Department in 1958 introduced snorkel truck which was equipped with hydraulically operated crane mounted on the turntable. It was for the use of firefighting & rescue work. It used to carry specialized rescue equipments like for cutting, wrecking tools, gas masks, inhalators, portable

lighting, smoke ejection devices, chemical extinguishers, life nets, shortwave radios & medical kit.

Today, we have sophisticated & modern fire trucks. We have various fire trucks for specific job.

Modernization of fire trucks has not been in a day.

It has glorious past and history. Tomorrow, the fire trucks we have today will be history and we will have more modernized fire trucks.







**Mr. Neeraj Sehgal**  
CEO  
Sehgal Doors



## Ensuring Safety from Smoke in Fire Doors: A Vital Precaution

### Introduction:

Fire doors are a critical component of building safety systems. They serve as barriers to fire and smoke, preventing the rapid spread of flames and toxic fumes during a fire emergency. While much emphasis is placed on the fire-resistant properties of these doors, it is equally important to understand their role in keeping occupants safe from smoke inhalation. In this article, we will delve into the significance of safety from smoke in fire doors and explore various measures to ensure their effectiveness in safeguarding lives.

### 1. Understanding the Danger of Smoke Inhalation

Before we discuss the role of fire doors in smoke containment, it's crucial to understand the dangers of smoke inhalation during a fire. Smoke is a toxic mix of gases and particulate matter produced by burning materials. Inhaling smoke can have severe health consequences, including respiratory problems, unconsciousness, and even death. Often, more casualties occur due to smoke inhalation than direct exposure to flames.



### 2. The Role of Fire Doors in Smoke Containment

Fire doors are designed to slow down the spread of fire and smoke, providing valuable time for occupants to evacuate safely. They achieve this through several key features:

a. **Fire-Resistant Materials:** Fire doors are constructed from materials that can withstand high temperatures, delaying the transfer of heat from one side

of the door to the other.

b. **Self-Closing Mechanisms:** Most fire doors are equipped with self-closing mechanisms, ensuring that they remain closed when not in use and preventing the passage of smoke.

c. **Smoke Seals:** Smoke seals or gaskets are installed around the perimeter of fire doors to create a tight seal when the door is closed, preventing smoke from seeping through gaps.

d. **Fire-Rated Glass:** In some cases, fire doors incorporate fire-rated glass, allowing occupants to see through while maintaining fire and smoke resistance.



### 3. Regular Inspection and Maintenance:

To ensure that fire doors are effective in smoke containment, regular inspection and maintenance are essential. These doors can deteriorate over time due to wear and tear, which can compromise their ability to resist smoke. Key maintenance tasks include:

a. **Inspecting for Damage:** Regularly check fire doors for any signs of damage, such as cracks, warping, or missing smoke seals.

b. **Testing Self-Closing Mechanisms:** Verify that self-closing mechanisms are functioning correctly and that the door closes securely.

c. **Replacing Damaged Components:** If any components are damaged or malfunctioning, they should be promptly replaced to maintain the door's integrity.

d. **Clearing Obstructions:** Ensure that fire doors are not obstructed by objects that could prevent them from closing properly.

#### 4. Proper Installation and Certification

The effectiveness of fire doors in smoke containment begins with their proper installation. It's crucial to hire certified professionals who understand the specific requirements for fire doors in your building. Additionally, fire doors should be certified by relevant authorities to ensure that they meet safety standards and have been tested for their fire and smoke resistance properties.

#### 5. Evacuation Plans and Training

While fire doors play a vital role in smoke containment, occupants must also be well-prepared for emergencies. Establishing clear evacuation plans and conducting regular fire drills are essential. Occupants should know the locations of fire doors, how to use them, and the importance of not propping them open, which would allow smoke to pass through.

#### 6. Alternative Measures for Smoke Control

In some situations, especially in larger buildings, additional measures may be necessary for effective smoke control. Smoke curtains, smoke exhaust systems, and pressurization systems can complement the role of fire doors, further containing smoke and creating safe escape routes for occupants.

#### 7. Compliance with Building Codes and Regulations

Building codes and regulations stipulate specific requirements for fire doors and their role in smoke containment. Compliance with these codes is not just a legal obligation but a crucial step in ensuring the safety of building occupants. Regular inspections by authorities can help identify any non-compliance issues that need to be addressed.

#### Conclusion

In the event of a fire, the role of fire doors in smoke containment cannot be overstated. They are the first line of defense against the deadly effects of smoke inhalation, providing precious time for occupants to evacuate safely. To ensure their effectiveness, regular inspection, maintenance, proper installation, and compliance with building codes are essential. Building occupants also play a crucial role in fire safety by being aware of evacuation plans and the importance of keeping fire doors closed. By taking these measures seriously, we can significantly reduce the risks associated with smoke inhalation during a fire emergency and protect lives.







**Mr. Mukesh Shah**  
CEO  
Swastik Synergy Engineering Pvt. Ltd.

**Q: Kindly tell us about the history of Swastik Synergy?**

Swastik Synergy was established in 2010 with a aim to produce and supply quality fire safety equipments to cater fire fighting needs with efficacy. We initially started with fire extinguisher range and soon we started manufacturing Automatic Fire Suppression System and acquired international approvals for the same.

In the year of 2017 we became first company in Asia to acquire UL Approval for Kitchen Fire Extinguishing System.

Our philosophy is to work with honesty and work for quality.

**Q: What product range Swastik Synergy offers to the market?**

We have range of products like:

- 1- CO2 Fire Extinguishing System-UL Listed
- 2- Kitchen Fire Suppression System- UL Listed
- 3- Inert Fire Extinguishing System- VDS Approved
- 4 - Synergy Firessense Direct Low Pressure System-LPCB Approved
- 5- Clean Agent Fire Extinguishing System- UL Listed

**Q:What is your estimation about the market growth of kitchen suppression system in coming four years?**

The market for Commercial Kitchen is growing at a fast pace. So is the market for Kitchen Supression System. We can expect the market to grow by 50% in coming 4-5 years.

**Q: If someone likes to join hands with you to start business, how should he approach you?**

If someone likes to join our line of business, he is welcome by all means. The interested person can contact our sales team. Kindly contact [sales@swastiksynergy.com](mailto:sales@swastiksynergy.com) for Technical support & training.

**Q: You are a case study for heading two big companies, one you were heading earlier successfully and now “Swastik Synergy” which you launched and heading with great success. Any input on the management style for new entrepreneurs?**

Honesty and hard work are the two ingredients. Having faith in your self is a binding factor to keep these two ingredients together. Go with conviction what you believe in.

Proper research and calculated moves are also essential.

**Q: What marketing strategy do you apply to promote your brand?**

Promotion is an integral part of marketing communication. We adopt online promotion at various platforms, Print adverts, participating in national and international exhibitions.

Our various certifications also add value to our marketing communication.

**Q: Are you exporting your products to other countries?**

We are exporting to other countries like China, Egypt, Saudi Arabia, UAE, Vietnam, Hong Kong, Singapore, Bangladesh & Nepal etc.

**Q: Which all certifications have you acquired as a quality assurance?**

We got UL Approval for CO2 Fire Suppression System in 2016, For Kitchen Fire Extinguishing System UL Certification was acquired in 2017.

In the year 2018 we got VDS Approval for Inert Gas System & PESO Approval for High Pressure Seamless Steel Gas Cylinders.

In 2019, UL Approval for Clean Agent Gas & PESO Approval for High Pressure Valves.

In 2020 UL Approval for Heat Detection Tube.

2021 was the year when we obtained LPCB Approval for FireSense DLP System.

In 2022 we got the UL Approval for Clean Agent Fire Extinguishing System FK-5-1-12 (SYNERGY 1230).

We are also an ISO 9001:2015 and 45001:2018 certified company.

**Q: You have taken so many approvals for your range of products. How do you keep quality checks?**

We have internal quality assurance process as per international standards.

**Q: Any message to the readers?**

Work with vigor, have conviction & there is no substitute of hard work.







**Dr Samir Buwa,**  
**CEO, Vignaharta Technologies**



## **What are we waiting for? An urgent Call for Fire Safety in Public Places!**

How many of you have been a part of a fire drill at your place of work or resident? My educated guess is 90% of us have never experienced a fire drill in our lives! Has the country that worships fire forgotten what horror an unwanted fire it can create?

We keep getting enough unfortunate reminders of this! Public place fire has in recent times has become a widespread phenomena. In a recent incident a fierce fire broke out in Mukherjee Nagar, Delhi, at a coaching center, students tried to rappel down to escape. 61 people were injured in the incident.

This reminds us of the Surat Coaching center fire incident. There students tried to escape and jumped down from the building. In that incident 22 students were reported to have been killed. What an untimely loss not just for their families, but for the nation as a whole! Students, who would have been an asset for our nation, and would have contributed significantly socially and economically.

We regret the incident for some time and soon we forget, believing that this would never happen to us. We gamble with our lives everyday, whether we are driving in a busy, chaotic traffic or sitting peacefully in our own apartment that doesn't comply with any fire safety norms. Is safety such a high price to pay compared to the lives of our children and families?

I am Sorry to say but this ignorance comes from a place of lack of discipline that we have as a society. 'Discipline' is the key to following any safety norms. Responsibility associated discipline is always more effective than consequence associated discipline. Only then will we take actions for our safety and not wait for the government to make the laws more stricter, and put fines.

Can we introspect what fraction of the amount we spend on 'safety' compared to leisure, comfort and entertainment?

Do we reject going to public places such as multiplexes, restaurants, malls etc if they don't comply with the fire safety norms? Do we even bother to check? Do we raise any objection if they don't?

We make sure to select the best schools, coaching centers for our children. But does it occur to us to see fire safety there? No!

It is never too late to start! Let's start with one step at a time. Here are 4 simple steps to fight fire!

Make sure your home, office and any other community place has at least one Fire Extinguisher (More in case of big spaces).

Many of the residential fires occur due to cooking Gas Leaks, ensure you have reliable LPG/PNG gas leak detectors in your kitchens.

Know your fire exits

Educate yourself, your family and community about dos and don'ts in case of fire.

Here is an appeal to all the leaders, decision makers and the authorities to take fire seriously! One small flame can result in loss of life, assets and reputation. Investing in fire safety is way more cost effective than rebuilding after the horrific destruction.

Here are 5 simple steps for businesses for responsible fire management:

**Install Reliable Smoke Detectors:** Early detection is vital in saving lives and minimizing property damage. Ensure your premises are equipped with advanced smoke detectors that can promptly identify smoke particles and trigger immediate alarms.

**Employ Fire Alarm Panels:** Fire alarm panels serve as the nerve center of your fire safety system. Make sure your panels are having Indian respective authority's certification like BIS, ensure it is up-to-date and fully operational.

**Regular Maintenance:** Regular inspections, testing, and maintenance are essential to keep your fire safety system in optimal condition.

**Educate and Train Employees:** Conduct fire safety drills and provide comprehensive training to your employees.

**Compliance with Regulations:** Stay informed about local fire safety regulations and ensure your premises adhere to the required standards.

# The FSS Post Fire News

## PWD told Delhi Fire Service to recall tender for DFS HQ construction



Public Works Department has asked Delhi fire service to recall the tender for the construction of DFS head quarters. The current office of DFS is inadequate & dilapidated.

In 2012 a proposal for the construction of new headquarter was sent to Delhi Government but the work remained stalled. As per PWD construction on the ground has not started and still in planning stage.

PWD is likely to constrain to advice to recall of consultancy service. That means fresh notice to invite

tenders for consultancy architects have to be issued.

As per the suggestions by DFS, Government has approved plan with increased floor area ratio in the heart of city, Connaught Place.

The current DFS head quarter was built in 1967.

The proposal was stuck due to increased in ground coverage area from 30-50%. Also increase in proposed built up area to accommodate everything in ratio of a building's total floor area.

As per existing proposal the new building will have three level of underground basement for parking fire vehicles. Currently fire vehicles are parked on the ground. The lower ground floor will have a control room. Mezzanine floor will have gym, conference hall & other offices. The first floor will accommodate a hall & admin office & the second floor will have dining area, assembly area, 2<sup>nd</sup> conference hall, committee hall & a library.

### Delhi's Azadpur Mandi: Asia's largest fruit and vegetable market: Huge fire Erupted

New Delhi: Azadpur Mandi, New Delhi, Asia's largest market for vegetable and fruits witnessed a huge fire.

As per DFS a call at around 5:20 pm was received. Taking immediate action fire department pressed 11 fire tenders to control fire. DFS has remained very prompt in action and

brought fire under control by 6:30pm.

The fact remains, if fire would have not been contained in time it could have played havoc, as it is crowded place. No casualties have been reported.



### Hotel Fire in Mussoorie: Hotel building & two cars gutted

The Sidus Rink hotel located on Camel Road, Mussoorie caught massive fire. It is presumed that short circuit is the cause of fire as renovation work was under progress in the hotel building. No injuries were reported.

It is also reported that the hotel building & two cars parked there gutted to fire. Fire fighters were able to rescue trapped worker & hotel owner safety and hotel was safety evacuated. No casualties reported.

As per reports renovation work was under progress in

the multi-storied building. Guests were not present due

to renovation work in the hotel.

It was a combined operation of fire brigade, ITBP & police. The hotel was engulfed in fire, ITBP immediately sent water tankers also.

As per sources, as soon as the information was reported to fire brigade about the incident, immediate action was taken. By the time fire team reached to the place of incident a lot of damage was already been done.

The fire started around 4 am on Sunday i.e. 17 September 2023.

Electrical short circuit is considered to be the cause of fire. The fire was brought under control by afternoon.



# The FSS Post Safety News

## ASSP and VPPPA Collaboration will boost Worker Safety

USA: American Society of Safety Professionals (ASSP) & Voluntary Protection Programs Participants' Association (VPPPA) in an advance meeting signed MOU to modernize and expand Voluntary Protection Programs (VPP), which was long standing.

ASSP members rendered staunch support for the enhancement of VPP.

The objectives of MOU caters to provide OSHA framework that will indentify the components of OSH management system, consensus standards that will meet the requirement of VPP qualification.

## ADVICS North America Inc.: Harnessing Technology: Battle Against Injuries

AD VICS North America Inc., has come out with innovative solution to tackle workplace injuries. The research led ADVICS to Soter Analylitcs and their groundbreaking products, SoterTask and SoterCoach are devised in a quest to improve workplace safety.

ADVICS uses two Soter products. Soter Task, which is a sensor free video processing software that evaluates angles and risk through human motion analysis.

Soter Coach, that is a wearable solution that provides real time feedback by analyzing high risk & shoulder movement. Together, they offer a total & comprehensive data analytic approach gives insights & tracking hazard.

The MOU objective will cater shared goal to enhance workplace safety & health through VPP program.

The standards emphasized in the MOU include U.S.-based ANSI/ASSP Z10 and global standard ANSI/ASSP/ISO 45001. Other standards related to the efforts around construction and demolition operations include ANSI/ASSP A10.1 (pre-planning), ANSI/ASSP A10.33 (multiemployer worksites), ANSI/ASSP A10.38 (general occupational safety and health management principles) and ANSI/ASSP A10.39 (auditing).



## Occupational Safety & Health Administration leveled charges & fine under GDC Umbrella

USA: Over workers injuries OSHA has issued fine and leveled charges under GDC Umbrella due to medical management to Amazoan fulfillment Centre, NY. The mismanagement charges are imposed on the employers.

Medical mismanagement caused employee injuries to 10 unidentified employees. OSHA proposed \$15,625 as penalties for the latest violations.

As per reports Amazoan delayed evaluation, care & treatment of injured workers



from a medical provider other than onsite representative

whose performance was inadequate.

Amazoan is also accused of compelling workers to return on regular job prematurely which resulted in worsening their injuries, exacerbation of pain and impairing recovery from work-related injuries/illnesses that required medical treatment.

# The FSS Post Security News

## Eagle Eye Networks launches Eagle Eye QL Stream Technology

Eagle Eye, pioneer in cloud video surveillance has introduced Eagle Eye QL stream, a cut edge technology that empowers full resolution, live, low- latency camera feed to enhance local video viewing. The technology will enable security professionals to view the video immediately and directly in high quality.

### About Eagle Eye QL Stream

The technology developed to improve local video viewing. It securely centralizes & reliably routes video from security cameras to multiple locations. It comprises with set of web, mobile & cloud technology. It uses secure authorization to gather & route live video from CCTV at high resolution & full frame rate.

It concentrates all cameras to a single IP address and reduces camera password management complexity, which simplifies live local viewing.

### Lower latency & Enhanced Video Quality

The technology is used across Eagle Eye Cloud VMS. This

is progressive technology that results in improved video quality and lower latency rate. This enables security professionals to view and playback video locally.



## New Outdoor 2K Camera with advanced pet and vehicle detection by Alfred Camera

Second generation security camera with affordable price and enhanced security features for superior home security is launched by Alfred Camera.

The latest product will help the company to strengthen its position in the global security market.

AlfredCam Plus is packaged with 2K QHD resolution, IP65, USB connectivity and water proof for outdoor usage. Minute details are

captured to enhance surveillance. It has pet detection, vehicle detection along with person detection.

Alfred Camera known for its free app that transforms old phones into surveillance tool. That has benefitted users worldwide. AlfredCam evaluated into comprehensive home security solutions.

Alex Song, Founder & CEO said "With AlfredCam Plus, we are redefining standards, ensuring both existing and new users have access to the latest and the best without putting a strain on their wallets."



## Gallagher Security launches new generation cyber-focused controllers

Gallagher Security, award-winning, security manufacturer, ushers in new age cyber security. The giant has launched new generation Controller 7000 (C7000).

It is a new generation technology that is

capable of managing localized access control, intruder alarm & business automation. It also compliments logic needs of organization with upgraded advanced cyber security.

C 7000 is an incredible technology that provides a chance to leverage their hardware & firmware to build platform to venture their organization with future.



# SAFETY FOOTWEAR & ITS SIGNIFICANCE

Contributed by:  
Mr. Vipin Jindal



Modernization is packaged with its set of complexities. Occupational safety is one of the complexities which have arrested the attention of authorities worldwide. A human life is precious and cannot be wasted over negligence.

Recommendations have been made to exercise for safety precautions at the work place. The importance of PPE was stressed by various pertinent bodies at the work place. Laws were set and implemented to ensure safety of the work force working in different work environment.

Safety footwear is one of important PPE component . Safety footwear is essential to ensure safe and healthy feet. Safety shoes protect feet, help prevent injuries and reduce the severity of injuries that may occur in the workplace. The general requirements of regulation are that the employer should ensure that each employee performing duties in the areas where foot injury is likely wear safety footwear. To ensure best protection at the work place, effective and best suitable selection is required.

Protective footwear should comply ANSI Z41-1991 standards.

The workplaces where falling & rolling of objects, punctures & cuts jobs are performed, foot injuries are remained as major concerns. In these working conditions Steel toe safety shoe would help to protect workers from injuries. The proper safety footwear at work place prevents working person from foot injuries, an average worker comes in contact with hazard every day during his work schedule.

ILO report suggests that every year 317 million work-related accidents occur around the world that happen unexpectedly. Therefore, proper safety footwear is required. A safety footwear must be breathable so that air can circulate and make it comfortable to wear. Poor fit or air circulation may fetch discomfort, hence more ergonomic the design, the better results.

Right design and best suitable footwear for the job is important. Safety shoes provides protection against punctures in the foot, cut protection, protection from electrical hazards, slip, trip and fall protection, reducing work fatigue protection against corrosion and/or burns (flame-retardant footwear), protection against adverse weather conditions.

The quality and standards of the foot wear have to be checked as it is related to the safety and protection of foot. Always buy standard and time tested brands. Buying low priced & low quality safety foot wear may cost heavy.





**Mayur Lalit**  
**Director**  
**D V Enterprises**

## Need for Strong Branding for Indian Fire & Safety Companies

Branding is belief and quality assurance for the customer and guaranteed business for the company. Toothpaste was synonymous to Colgate and at some point of time & it still is at some places. To share how strong brand value grasps the mind of market, I would like to share an incident, it was when I was working with BTL Company in the early days of my career. I was assigned a brand promotion project for one of the leading toothpaste brand. It was a school activity to enhance brand equity. All students participated in the activity must be taught well the brand name of the toothpaste through dental hygiene spiel, check up and free gift of toothpaste. My job was to ensure the quality of the activity. Once I randomly picked a boy to check the quality of the activity being carried out by our company team. When asked which brand of toothpaste he had, he repeatedly said Colgate despite all effort made to convince him he had other brand, all in vain. The truth behind this incident is that the branding of particular product became so strong it replaced the original commodity name.

First comes, the need and then demand. Demand created through marketing is branding. Branding is the process involved in creating a unique name and image for a product in the consumers' mind, mainly through advertising campaigns with a consistent theme. Branding aims to establish a significant and differentiated presence in the market that attracts and retains loyal customers.

With multifaceted growth, complexities of modern era came as a package. Fire and Safety need is also one of the prominent among them. Henceforth lot of rules and regulations came into existence and thus need of fire and a safety product was experienced. Manufacturers and suppliers joined the market seeing the generating requirement in the market. Some of them perished when competition came in, some restricted to

localised business but some who worked on marketing well and remained focused on branding are today strong stakeholders of the market. You can name any leading company they are the one who meticulously taken care for the branding strategy over the years.

Fire & Safety business is flourishing both qualitative and quantitative. Indian manufacturers should come in more open to establish brand value both at local, national and international level & they are coming. The expanding trade exhibitions are the witness to it. The perception is changing. Fresh talent in the business is more eager to take business to the next level. Young entrepreneurs have made difference to the business atmosphere. This is more structured and tech friendly.

This trend has to change faster and deep. Indian companies have potential to grow. Moreover they have world's biggest consumer market. All required is more clear vision towards marketing and apt to sketch advertising as per the requirement of the organisation and better coordination with technology. Sometimes companies have potential but they remained happy with the chunk of business they have and becomes complacent for branding and this damages in long run.





A fresh breeze of new business can be felt. This is a good sign. But still lot has to be done. Many potential business houses have to come out from the shadow of old methods and happy with local business attitude.

Many international brands are working in India as major stake holders in the market because they are big brand. They have worked hard for branding and shun the attitude of happy with local business.

Branding yields profits for the generations to come. Indian companies can also go global as a stakeholder of international market with good brand.

In the early days of computerization in India 70% of market was covered by assemblers and all the companies were restricted to only 30% market share. It was good business for

Indian assemblers and brilliant chance to establish brand value but most of them restricted to local business prospects only. Now look what is the percentage? How many assemblers present in the market? On the contrary see international brands how they have worked on branding & have taken full share of business here. The crux of the case study is that myopic business vision drives dull chances to flourish business in long run.

We hope to see more and more Indian fire and safety companies to join this procedure of evolution to become the breed of survivor.





**Mr. Ashish Shah**  
Managing Director  
Ambetronics Engineers Pvt. Ltd



**Q: Tell us about journey of your company?**

Ambetronics Engineers Pvt. Ltd. was founded in the year of 1992 at Andheri, Mumbai and today is a leading Manufacturer, Supplier and Exporter of electronics equipment in the fields of Human & Industrial Safety along with Industrial Process Automation and Integration Systems. With a 28 years of manufacturing experience and 150+ people on board, Ambetronics has 25000+ instruments working on field.

Our Gas Leak detectors are globally recognized for performance efficiency, attractive functionalities and benchmark specifications. Our team of experts consistently monitor the industry specific requirements and improvise on the same to deliver best in class products. We are one of the very few companies that has nearly all the Gas detection products.

**Q: What are the product range you offer in the market?**

We have invested significant amount of time, money and efforts in expansion of our infrastructure and manufacturing capabilities. Initially starting with digital timer, Ambetronics has diversified into manufacturing Gas leak detectors, Process Control Instruments, Data loggers, Gas Analyzers, IOT modems and Clean Room Monitoring Equipment.

Specifically talking of Gas Detection series; we now have Fixed | Wireless | Portable Gas Detectors along with Gas Monitors and Alarming systems. At Ambetronics, our clients just need to mention the gas they want to monitor and we have a customized solution for all. Ranging from Kitchen King LPG to Life saving Oxygen, we measure all types and all ranges of Toxic, Combustible and Asphyxiant gases.

Yes, we export to many developed as well as developing countries such as Germany, Poland, Italy, Canada, Nepal, Peru, Indonesia, Malaysia, Taiwan, Nigeria, Dubai, etc.

**Q: Kindly tell us your flagship products of your company, which contribute massively to drive growth of your company?**

It is extremely important in today's competitive market to keep pace with the changing trends and demands. Understanding

the customer's needs, our R&D team constantly endeavors to bring out new and innovative solutions against every challenge bestowed on us. One such example of our award winning innovation is the Wireless Gas Detection System. Apart from detecting gas and communicating wirelessly with the monitor, our entire system is battery operated and also has a facility for solar charging.

We have also launched Portable Gas Detector series to offer personalized protection for manual scavengers and other industry men.

Our Smart IOT product range is the new automation tool designed at Ambetronics that makes remote monitoring and handling feasible. We have certain other projects in the pipeline and our R&D team is in full swing to implement the new technology.

We have also launched a state-of-the-art Flame Detector that gives fast and reliable detection in the event of Fire. Our detector is designed to give long distance detection with remarkable protection and monitoring features that can be found in the market.

Ambetronics facilitates integration of multiple sensors, needed for validating, mapping & monitoring of pharmaceutical processes and environmental parameters using Universal Data Scanners/Loggers with customized Data acquisition software.

We are into manufacturing of LPG/PNG leak detectors that are PESO, CE, CMRI certified. These detectors consist of powerful gas sensors that are capable of detecting even the smallest leak thereby giving out an audiovisual alarm minimizes the risk of damage.



Q: What vision you have for your company in coming five years?

“To grow and let grow”, this very saying has guided us on our path of success. By 2025, Ambetronics aims to grow its business 3 fold large not only in terms of revenue generation but also in terms of size of our facility. In addition to that, we aim to be a source of employment to today’s young generation, thereby contributing to the overall growth of Indian Market.

Q: What prospects do you see for fire industry for next year?

Based on industry insights, fire safety equipment market is expected to expand at a compound annual growth rate (CAGR) of 8.8% from 2019 to 2025. Increasing demand for advanced fire safety systems for industries, such as manufacturing, utilities, petrochemical, mining, oil & gas exploration, energy & power, automotive, and construction, is anticipated to drive the market. Developed as well as developing regions like North America, Asia Pacific, and Europe have implemented stringent regulations, which mandate the installation of fire safety systems at industrial, residential, and commercial places.

Q: Recession has struck worldwide, what is your way to addressing it and sustain growth?

In order to survive the recent Recession wave that has struck the world, our way to sustain it is by offering new technologies & go for mass production to reduce the manufacturing cost and offer reasonable cost to the customer and support Make in India movement.

Q: What are R&D facilities you produce technically superior & innovative product to the customers?

We have a world class R&D set up at our facility. Many companies take out their precious time to visit us. We also make sure to invite all our customers to visit our facility which is situated in the heart of Mumbai.

Q: Has “Ambetronics” any near plan for any acquisition or venture in the market?

Since we have long been catering to B2B market only, we are now venturing into B2C market with our newly designed residential LPG/PNG leak detector that is a plug and play leak detector which can be installed in house kitchens.

We are also in talks with many companies for acquiring new technologies that can be utilized into our devices for much more efficiency in our range of detection systems.

Q: Any message would you like to give to the readers?

At Ambetronics we believe that safety comes first and it is our duty to ensure protection of people and property from any industrial hazards. We would like to tell our readers to be attentive of any hazardous or dangerous situation arising from gas leakage or explosion and to ensure safety by installing good quality products as per the safety guidelines.

**Fire Industry Directory**  
One Stop Rendezvous to access Gamut of information about Indian Fire Industry

**Safety Industry Directory**  
One Stop Rendezvous to access Gamut of information about Indian Safety Industry

**CONTACT FOR ADVERTISEMENT BOOKING**

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# SUSTAINABILITY

## PRODUCT LAUNCH

CHOICE  
**GRENZOZ® 1230**

Clean Agent Fire Extinguisher

Portable Fire Extinguisher

**Grenoz® 1230: A Revolutionary Clean and Green Fire Extinguishing Agent which is Specially Designed for protecting lives with a commitment towards sustainable future.**

**S**ustainable actions help make a real difference in the society. Being committed to sustainability will reduce your carbon footprint and the amount of toxin released into the environment, making it safe. Responsible organizations focus on sustainable actions so that world benefits with more clean and healthy living environments.

In its ongoing efforts to develop environmentally friendly extinguishers, Minimax, India's pioneer Fire Extinguisher brand, introduced Grenoz® 1230, a new eco-friendly, clean agent for Fire Extinguishers. The Grenoz® 1230 Clean Agent was launched on 22nd July 2022 at PULSE' 22 (Minimax Annual Sales Conference) held at The Windflower Resorts, Mysuru. The launch commenced with a product video showcasing the company's endeavors to reduce carbon footprint while protecting lives and property from fire hazards. Following the video release, the esteemed management of the company revealed the products with a curtain raising ceremony that was received with thunderous applause from PAN india channel partners and sales team. The launch event was also telecasted live on Minimax FB channel.





### A Step Closer to Sustainability

When it comes to protecting lives and valuables in the event of a fire emergency, it is also important to safeguard the lives of our future generations also by using products that have the least impact on environment. With this objective in mind and a mission of creating a 'Green Future' the Grenoz® 1230 was developed as a promise for a cleaner tomorrow. **"Grenoz® 1230 will help in maintaining the environment for a cleaner and greener tomorrow. In fact, even before the IPCC report, we were already on our path to launch a product that is environmentally friendly with our quality trademark for clean agents"** said Mr. Johnson Mathew, Vice President - Minimax Fire Division, Gunnebo India.

Amongst the many features of Grenoz® 1230, this new Clean Agent for Fire Extinguishers, is the only agent that has a negligible impact on the environment with zero ozone depletion, low global warming potential and lowest atmospheric lifetime of any chemical fire suppressant.



### Ideal for multiple fire types and applications

The Grenoz® 1230 clean agent is UL approved, and is suitable for classes A, B, and C & electrically actuated fires. The extinguishing agent leaves no residue when used. This makes the fire extinguisher the perfect option for applications that contain sensitive material like museums, art rooms, data rooms, electrical cabinets, wind turbine rooms, and so on. The fire extinguishers with the Grenoz® 1230 clean agent are approved under BIS and CE certifications. These fire extinguishers with Grenoz® 1230 clean agent are available in portable & ceiling-mounted types in different capacities.

### About Minimax

Minimax was established as the first Indian fire extinguisher brand back in 1903 and is now a part of Gunnebo India, a subsidiary of the multinational Gunnebo Group, Sweden. The Gunnebo Group has a legacy that goes back 250 years and is a global leader in security products, services and solutions with a presence across Europe, the Middle East, Africa, Asia-Pacific and U.S.A. The company has been active in the Indian security market through Steelage Industries as a leading supplier of Safes and Vaults and Fire Safety Solutions. It

believes in professionalism, integrity, commitment to quality, and cooperation, and is committed to creating business sustainability.

With a vision to become the leading provider of a safer future, Gunnebo specializes in providing the highest quality products, services and support to meet the growing demands of the customers. ■

For more information,  
Web: [www.minimax.co.in](http://www.minimax.co.in)





**Mr. Mitul Bokadia**  
**Vice President**  
**United Forge Industries**



**Q: Kindly tell us know about your company?**

We feel pleasure to introduce ourselves as one of the leading manufacturer (M/s. United Forge) of Forge steel fittings, Butt-weld Fittings and Flanges of the items mentioned below in major material grade i.e., Carbon steel & mild steel with respect to ASTM/ASME specifications required by the customer. We are dealing with various organizations since 15 years successfully.

We are dealing with complete range of the following products:-

- Elbow (90°/45°)
- Tee
- Cross
- Coupling (Full/Half)
- Union
- Branch Outlet
- Plug
- Bush
- Nipple
- Flange

**Q: kindly do let us know the product range you offer in fire safety?**

Forge Fittings:-size - 1/2" - 4" - Socketweld & Threaded

Class - 1000#, 2000#, 3000#, 6000# 9000#

Grade -ASTMA105 , IS1239 PART II

Butt-Weld :- size - 1/2" - 24" Seamless S/40 - S/160 ASTM A234 WPB B16.9

SIZE - 1/2" - 6" IS 1239 PART II

SIZE -ABOVE 6" IS 3589

Flange: -size - 1/2" - 12"

**Q: What certifications your products have acquired?**

We're ISO 9001, ISO 14001, ISO 45001, certified manufacturer; our products are PED /2014/68/EU Certified.

**Q: What is the quality policy you have to maintain the performance?**

Our Quality policy:-

We are committed to achieve ever-increasing levels of customer satisfaction through continual improvements in the quality of our products & services.

This will be achieved by our total commitment to:-

Deliver products to customers in the right quality on time , every time .

Provide compelling solutions to ensure that our customers succeed.

Continuous updating our technical competence.  
Enhance the expertise of our people by periodic training.  
Continuous improvements and upgrading our system.

**Q: Which all countries you are exporting the products or do you have any plans?**

We are exporting in Saudi Arabia & Qatar. However we are approaching in USA, Canada & Europe.

Yes, we are preparing documentations for Canadian Registration Number (CRN).



**Q: What is the impact of pandemic on the business do you see?**

Almost all the sectors have been adversely affected as domestic and exports demand. As we seen, the resultant lockdown due to COVID-19 took a toll on their revenues, throwing them in the face of an existential crisis. Production interruptions of raw material & spare parts. The ongoing spread of COVID-19 has seriously affected supply and demand in the supply chain. In production very affected due to lockdown and quarantine. However we have run the plant with proper followed guideline and complete our prestigious orders as stipulated time.

**Q: India is aspiring 5 trillion economies and it has dethroned UK from its economic position. What future do you see of India and the fire industry?**

India's economic growth, rapid industrialization, as well as growing commercial sector and real estate industry is further fuelling the demand for fire and safety equipment. According to the findings of TechSci Research, the country's fire & safety equipment market has a strong growth potential.

To keep pace with the growing demand, the fire, safety and security industry is evolving rapidly and offering innovative products. Industrial Safety Review analyses the key trends and innovations emerging in the fire, safety and security segment and the future growth prospects.

**Q: What marketing strategy do you adopt to promote your**

**product?**

The act of creating attention for the brand or service through various mediums.

The step of generating interest to encourage buyers to want to know more.

Creating an emotional connection to the buyer so they want the product or like the brand.

The step when the buyer picks up a brochure calls to learn more or makes a purchase.

Once someone becomes a customer, the business turns its focus to satisfy the customer so they return and perhaps refer the company to friends and family.

Working with influencers.

**Q: Any new product launch in the kitty?**

No

**Q: Any message for the readers?**

Let us UNITE to create a work environment which is safer, cleaner & healthier, for the safety & well-being of our people. UNITE FORGE - "UNITED WE RISE".



# Safety Professionals Association of India



Join Hands with

**Founded By:**  
**Mr. A. K. Singh**  
Founder Chairman  
(Former Executive  
PSUs & SAARC  
Countries)  
Mob: +91-7727935915



[www.spaiindia.org](http://www.spaiindia.org)

**Contact:**

Mr. Veerpal Singh Tanwar (CEO)

Mob: +91-9251010590

E-mail: [spaiindia.safety@gmail.com](mailto:spaiindia.safety@gmail.com)







**Mr. Kamal Mittal**  
**CEO**

**Aktion Safety Solution Pvt. Ltd.**



**Q: Kindly let the readers know about the history of Aktion Safety Solutions Pvt. Ltd.?**

The Company was established in the year 2004. Looking at the requirement of quality Road Safety products we ventured in this business. Soon we were able to mark our strong presence in the market. We then thought of expansion of portfolio and now we are known for quality range of Aktion products in PPE's range & LOTO also. Currently we are manufacturing our 500+ products in multiple units.

**Q: What expectation do you see for the growth of safety industry in coming four years?**

We have attained three trillion economy and now eyeing for five trillion. This would have not been possible without exponential growth of manufacturing sector primarily and other sectors are also contributing significantly.

But with the growth of industry safety market has also grown and we can expect 20-25% growth per annum.

**Q: How government policies are complimenting industry efforts?**

Government bodies are doing tremendous work and their policies are complimenting industry efforts be means of implementing safety norms in compliance with standards. This is a growth driver for the industry.

**Q: Any further expansion plans in your kitty?**

Yes, we have plans for further expansion. We are coming with another manufacturing unit of one lakh sqft. The manufacturing unit will be constructed will be modernized with sophisticated and state of art technologically advanced machines.

**Q: In which all countries you are exporting?**

We are exporting to SAARC, UAE, Europe & African countries.

**Q: How international market has impression about Indian manufacturers after aggressive government initiatives?**

We are looked as trusted partners. We can produce quality according to international standards and that fact is now widely accepted.

**Q: Any Message for the readers?**

Safety is must. Make world a safer place to live. Mind your safety first and educate safety to others.



**Mr. Vanjul Jain,**  
MD & CEO  
Youngman India



## Work at Height: Modern Challenges & Solutions

According to L&T's E&C division report 56 % of deaths are caused by fall & 25% due to improper platform. Hence the significance of the topic can be established.

The modern era has brought its set of complexities to address & work at height safety is one of them. Working at height remains one of the biggest causes of occupational fatalities and major injuries. Potential hazards due to working at height include potential of falling down from the working platform.

### Who are at risk:

Maintenance & construction workers are most apt for the risk but there are variety of other work that may also involve the risk like painters, decorators, window cleaners etc. . They require proper skill which can be developed through proper training. They also need proper working equipments so that the risk can be minimized. As mentioned above working at height is one of the major cause of occupational fatalities.

### Selection of Equipments:

Much to be taken in account before starting work at height. Proper equipments and planning is essential. Most suitable and appropriate equipments have to be provided. Other factors are important too like weather, working conditions, duration of the work etc.

There are many types of equipments are available which are very carefully chosen for a particular job.

### Work at height safety solutions by Youngman:

We understand the risk in work at height safety. The casualties are heart breaking in occupational safety contributed by work at height.

Considering this fact Mr. Charles Youngman in 1926 founded to place solutions for work at height to contribute significantly for reducing number of casualties which is considered to be the one of the major contributor of occupational hazards. As right equipment is one of the major contributor of reducing accident he started working on solutions and today we are one of the significant player in providing work at height safety worldwide.

Youngman India has now come to represent the leading name in scaffolding rental & hire, providing mobile towers to clients across India. Starting from scratch, Youngman India is now located in 18+ major cities across India.

We're the pioneers not only to talk about safety in the Indian Construction industry, but also bringing forward the safety work-at-height solutions to reduce the fall from height accidents.

Youngman India bagged an award for the Safest & Innovative Product of the Year 2021 at the 17th Safety Convention for one of their most innovative products, Hanging Scaffolding System. We have brought a Scaffolding Evolution and moved from aluminium Scaffolding to FRP Scaffoldings, from Scaffolding Solutions in Land to Rails to Air depending on the project complexities and client requirements.

We have been supporting complex height solutions and made the work easier for various projects across India. 11000+ Construction projects have been using our products since 2011. Presently we have 19500+ meters of Aluminium Scaffolding inventory which is the largest in India.



# YOUNGMAN



## Products offered by Youngman:

Youngman India offers a wide range of products:

- Ladder & Work platform
- Scaffolds
- Tools
- Lifting
- Pipework & Engineering
- Site & Traffic Management
- Heating Ventilation & Cooling
- Compress & Pump
- Electrical Equipments & Consumable

## Conclusion:

We have never compromised safety or quality. In present times we are considered to be no.1 to provide the best

quality work-at-height solutions. We have bagged an award in "Excellence in Work-at-Height Solutions" by India Architecture Awards 2021. We make sure that each product undergoes a vigorous testing process before it is supplied to our clients. We have been using the best quality of raw materials for our product development. Our R&D and Quality Control team makes it possible to come up with best feasible designs which becomes the most liked products in the industry.



# TOTAL SAFETY SOLUTIONS



**MULTIPURPOSE  
HIGH - LOW PRESSURE  
FIRE PUMPS**



**TOTAL SAFETY SOLUTIONS**

Contact Person: Mr. Brij Kishore

Mob: +91-9650984177/ 9211207080

Address: WZ-3A, Basai Darapur, New Delhi-110015, India

E-mail: [tssfirepumps@gmail.com](mailto:tssfirepumps@gmail.com)

# **FIRE FIGHTING PUMPS**



GUNNEBO INDIA

## Driving world-class security and fire safety innovations.

Gunnebo Group offers safe storage, entrance control, cash management, and integrated security solutions to customers cutting across the banking, retail, mass transit, public & commercial buildings, industrial & high-risk sites.

Gunnebo India represents brands like Steelage, Chubb safes, Minimax, and GILPRO. Under these brands, products are being catered to the Indian domestic market and other Asian neighbouring countries.

### Minimax and GILPRO Product Range

#### Automatic Fire Protection

instaproteKt - Kitchen Hood Fire Suppression System

FIRESPT® - Panel Protection System (HFC-236fa / FK-5-1-12)

FIRESPT® - Room Protection System (HFC-236fa / FK-5-1-12)

#### Flexible Hoses

Braided and Unbraided Flexible Hoses  
Sizes 700 mm to 1800 mm

#### Enclosures & Stands

Fire Extinguisher Enclosure, Fire Extinguisher Floor Stand,  
Multiple use boxes

#### Fire Extinguishers

Dry Powder, Water, Carbon Dioxide, Mechanical Foam,  
Clean Agent (HFC-236fa/FE-36™/FK-5-1-12/Novec™ 1230),  
and Wet Chemical suitable for A, B, C, D and F class of fire

#### Fire Hydrant Modules

Best in Class Fire Hydrant Modules like Hydrant Valves,  
Couplings, Fire Hoses, Hose Reel Drum, and Hose Boxes

Approvals:      



#### Our Brands

### Gunnebo India Private Limited

Regd. Office: Unit No. 102, 1st floor, Akruti SMC, LBS Marg, Khopat, Thane (W) 400 601, India

For more information call 1800 22 3525, 1800 209 3040 (Toll Free),  
022 6780 3600 or email us at [info@minimax.co.in](mailto:info@minimax.co.in)

[www.minimax.co.in](http://www.minimax.co.in)

A **GUNNEBO**® BRAND



# Vighnaharta Technologies Safety Solutions

**Fire Alarm Panels | Fire devices | Gas Release Panels |  
Gas Leak detectors | Gas Detection Panels**



## Be Safe with Truesafe



**Company  
Website**

### Product Certifications



**www.vighnaharta.in | sales@vighnaharta.in | +91 90110 33260**





**Mr. Anil Mitra**

Director  
Mitras Technocrafts Pvt. Ltd.



**Q: Kindly do let the readers know about the history of your Company?**

Our Company Mitras Technocrafts Pvt. Ltd., an ISO 9001:2015 Certified Company based in New Delhi, is an established & reputable manufacturer of world-class MITRAS brand Fire Safety Equipments & Hoses.

The Company is a system & process driven enterprise in the field of polymer & rubber processing and engineering technology for more than 35 years and is renowned for its exceptional quality, constant R&D & innovative products. Founded in 1988 by our father Late Shri B. S. Mitra, currently the Company is being led by my elder brother Tilak Mitra ji & me.

**Our Vision :**

“Delighting our Customers & Stakeholders by Providing Innovation & Excellence Relentlessly”

**Q: What product range do you offer to the fire safety market?**

The product range the Company deals in includes :

- Fire Hoses & Hose Reels
- Fire Hydrants & Accessories
- Fire Extinguishers
- Fire Detection Systems
- Special Purpose Hoses
- Life & Personal Safety Equipments etc.

**Q: What are your promotion strategies to promote your business?**

We regularly participate in trade exhibitions, seminars, technical discussions, conclaves, business shows etc. to demonstrate our capabilities & product range. We publicize our products' quality & USPs through trade magazines & journals as well. Our front-end Sales Team consistently approach MEP consultants, technocrats, fire authorities, Govt departments for demos & approvals. We emphasize on delivering 'Top of the Line Quality' at 'Value for Money Prices' with 'On-time Delivery' & 'Prompt

Customer Service'. We also offer 100% Money Back Guarantee to our esteemed clients. We have been serving more than 1500 satisfied B2B clients & more than 150 Govt departments across India. We are also an MSME approved manufacturer on GeM portal with excellent vendor ratings throughout.

**Q: Which all other verticals your company is working apart from fire?**

The MITRAS group is also involved in manufacturing of premium quality MITRAS brand ISI marked special purpose hoses, like Water Hoses, Air Hoses, Welding Hoses, Gardening Hoses & fittings, High Pressure Hoses, Super Spray Agricultural Hoses, Discharge Hoses, Sanitary Hoses, Multi-purpose Hoses etc.

We also manufacture premium range of Bicycles in the brand name AHOY! in another group company Mitras Bikes Pvt. Ltd. for all age groups & variety, having PAN India presence.

**Q: What quality check do you have for fire safety products?**

Team MITRAS works endlessly by visualizing, conceptualizing, creating, developing and then producing the final product, which is technically flawless, aesthetically appealing & functionally impeccable. For our excellent quality, our products & processes got different quality certifications and approvals like ISI Mark, CE Mark, ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 etc., which certify that we comply strictly with stringent quality parameters. Our in-house Quality Control Laboratory is as per the requirements of NABL Accreditation and has approval from Bureau of Indian Standards (BIS).

**Q: How market is reviving after pandemic?**

**A:** In our experience, Indian economy & Indian fire safety industry has already recovered very fast from the impact of Covid pandemic. The Govt. of India has also been very supportive in causing this. Infrastructure of the country has improved drastically & ease of doing business is much better than the pre-Covid era. Covid has become a thing of the past & sky is the limit for Indian industry. We are very optimistic about the future of India & Indian economy.

**Q: Any message for the readers?**

**A:** My message to the my fellow countrymen is very clear. We are fortunate & blessed to be living in a golden era of Indian economy. Every Indian should work & contribute for the prosperity of the nation, creating abundance for the Indian masses. At present, India has everything required to be a global manufacturing hub & 'Factory of the World'. The world is ready to shift its manufacturing base from China to India, if we take steps in the right direction & we do it fast. Quality consciousness & the speed of execution are the critical factors which will be decisive in causing this. I appeal to all fellow Indians to work towards this goal.

For readers from Fire Safety industry in India, let us ensure that not a single life is lost due to a fire incidence, by taking appropriate measures of Fire Prevention, Detection & Protection to the best of our abilities. Let us work for the cause of "सुरक्षति भारत" !!

At the end, we have a humble declaration as well as an invitation for all :

वयमेव करषियामः भारतस्यामभंगलम् !

प्रतष्ठाम् मातृभूमिः च नेष्यामः परमोन्नतम् !!

“We dedicate ourselves to attain prosperity of BHARAT & shall strive for our motherland's honour & glory !!”

**Promotion of Safety Industry Directory at various potent platforms**





## Product Talk



## SAFETY SPECTACLES

KARAM brings to you complete range of Safety spectacles that are perfect combination of Comfort and Safety. KARAM has introduced a revolutionary range of Safety Spectacles which are self adjustable to individual head sizes, delivering noticeable higher levels of personal comfort particularly at Industrial and welding works.

KARAM range of Safety Spectacles is CE certified and conforms to the standard laid down in EN 166:2001.

### Construction Worker's Choice

#### Ref. ES 001

Made with polycarbonate, Safety Spectacle ES001 offers lighter, exceptional Impact & Splash protection with excellent vision.

An Ultra-light weight model and equipped with a Flexible Frame which virtually ensures a close snug fit on both large and small faces, Safety Spectacle ES 001 offer the highest level of eye protection against high speed particles.

#### Area of Use

Construction Sites; areas where sand and large dust particles are blowing at high Speed.  
Metal - Processing Shops.

#### Available Lens Option

Clear

Smoked

Lens Features

Optical Class 1

Material : Polycarbonate  
Hard-coated lens for Scratch Resistance  
Smoked lens model also provides optimum protection against harmful UV radiation.

High Impact resistant  
Tested at elevated temperature  
Lens scale number : 3-1.2 (clear)  
Lens scale number : 5-3.1 (smoked)



#### Special Features

Extremely light weight, weighing only about 26 gms, thus providing extreme comfort.

Wrap-around design for better coverage.

Provided with a Watch on temple to display month & year of manufacturing Tested for disinfection. Increased robustness Resistant to corrosion. Resistant to ignition. Optically tested Flame resistant

### Gas Welder's Choice

#### Ref. ES 003

Containing all the inherent design, sporty and comfort features of the ES 003 has an additional protective quality to offer. It is fitted with a special IR-5 lens, making it an ideal choice for protection to the eyes during gas welding operations.

#### Area of Use

Areas involving gas welding operations Areas where there is molten metal; furnaces, etc.

Available Lens Option

Single lens option using IR -5 lens

#### Lens Features

Optical class-1, IR -5 lens  
Hard-coated lens for Scratch-Resistance  
Polycarbonate lens integrating the side-shields for perfect protection.  
Lens material : Polycarbonate  
Lens scale number : 4 -5

#### Special Features

Temple grips equipped with soft cushioning pads, making it more comfortable for all day use.  
Adjustable temple length to customize fit on the user's head. Length adjustable within a range of 13mm.

Temple/ Side Arms capable of tilting within a wide angle range (upto 60 degree) there by adjusting to provide the best possible fit.

Resistance to corrosion

Universal Nose bridge

Pivoting Navy Blue Nylon frame

### Electric-Arc Welder's Choice

Ref. ES 004

Equipped with a special IR-11 lens and a broad, soft PVC body which provides the wearer a wider protective sealing area, the ES 004 is an ideal choice for a variety of electric arc welders.

### Area of Use

Best suited for electric arc welding, mig, tig and other electrical welding operations

### Lens Features

IR-11 lens  
Lens material Polycarbonate  
Hard-coated for Scratch-Resistance  
High Impact Resistant  
Comes with Lens Replaceable feature

### Special Features

It has a wide soft PVC body which provides the wearer excellent comfort.

It is provided with a flip-up lens window to enable clear vision during those times while welding operation is not in progress.

It is provided with Six Indirect Ventilation Caps two on top, two in bottom and one each in sides.  
It has a fully adjustable elastic head- band for a snug fit.

High impact resistant

Comes with Lens Replaceable feature.

### Executive's Choice



Ref. ES 005

Made with Nylon frame and Polycarbonate lens which offers lighter, exceptional impact and splash protection with excellent vision when it comes to fashion and styling, combined with ultimate eye safety, the ES 005 becomes an ideal choice for the wearer.

### Area of Use

Construction sites; areas where sand and large dust particles are blowing at high speed.  
Metal-processing shops.  
Available Lens Option

Clear Smoked

### Lens Features

Optical Class 1  
Hard-coated lens for Scratch Resistance  
Smoked lens model also provides optimum protection against harmful UV radiation.  
High Impact resistant  
Tested at elevated temperature  
Lens material- Polycarbonate  
Lens scale number : 3-1.2 (clear)  
Lens scale number : 5-3.1 (smoked)

### Special Features

Combines Safety with a fashionable look, enhancing user compliance  
Adjustable temple length to customize the fit on the user's head. Length adjustable within a range of 15mm.  
Equipped with specially designed flexible soft nose-pad to provide extra comfort.  
Tested for disinfection.  
Increased robustness  
Resistant to corrosion.  
Resistant to ignition.  
Optically tested  
Flame resistant  
UV resistant





### Indoor/Outdoor User's Choice

Ref. ES 006

Designed for both Indoor as well as Outdoor usage, and fitted with light mirror coated lens, the ES 006 is an ultimate symbol of fashion and styling, coupled with complete eye safety.

#### Area of Use

Used in areas where the light conditions change from normal to bright.

Available Lens Option

Light mirror coated lens, also known as the Indoor/Outdoor lens  
Also available in clear lens

#### Lens Features

Optical Class 1  
Hard-coated lens for Scratch Resistance  
Lens Scale Number: 2- 1.2 (clear)  
Lens Scale Number: 5- 1.7 (Indoor/Outdoor)  
Material : Polycarbonate  
Hard-coated for Scratch Resistance

#### Special Features

Combines safety with a fashionable look, enhancing user compliance

Adjustable temple length to customize the fit on the user's head. Length adjustable within a range of 14mm.

Equipped with specially designed flexible soft nose-pad to provide extra comfort.

### Prescription-Glasses Wearer's Choice

Ref. ES 007

To provide safety to those who cannot directly put on a safety eye wear, as they have to wear prescription spectacles, the ES 007 easily fits over the prescription frames.

#### Area of Use

Construction sites; areas where sand and large dust particles are blowing at high speed.  
Metal processing shops

Available Lens Option

Clear

#### Lens Features

Optical Class 1  
Hard coated lens for Scratch Resistance



Lens material- 100% Polycarbonate  
Lens Scale Number: 3- 1.2 (clear)

#### Special Features

It can easily fit over most prescription spectacles  
Amber lens provides for better contrast.  
Comes with adjustable temples for better fitting to the wearer.

### Chemical Environment User's Choice

Ref. ES 008

Providing fail-proof protection against liquid and chemical splashes, the ES 008 comes with a unique wrap-around design and a specialized anti- fog lens.

#### Area of Use

Areas exposed to splashes of chemicals.  
Available Lens Option

Clear  
Smoked  
Lens Features

Anti-fog coating on the lens  
Optical Class 1

#### Special Features

It has a soft and wide PVC casing around the rim to ensure 100% sealing of the eyes against chemical and liquid splashes.

It is provided with indirect ventilation slits on both the top and the bottom parts of the rim to allow for air circulation.

It has a fully adjustable elastic head- band for a snug fit.

### Chemical Environment User's Choice

Ref. ES 009

KARAM introduces a new economy range eye wear model to keep your eyes safe at all times from Chemical and Liquid splashes in such environment.

#### Area of Use

Areas exposed to splashes of chemicals.  
Available Lens Option

Single Clear  
Single Smoked

#### Lens Features

Anti-fog coating on the lens  
Optical class 1

### Special Features

Has a soft PVC shroud which imparts increased comfort to the wearer.

Lens is made of hard-coated Polycarbonate which makes it completely Scratch-Resistant.  
UV resistance of 99.9% for range 200 - 400nm.

The frame has 4 ventilation caps, 2 on the top and 2 at the bottom of the frame. These are special one-way vents which allow air movement while keeping harmful liquid-splashes out.

Comes with an adjustable elastic band.  
Light weight, weighing less than 70 grams.

### Worker's Choice

Ref. ES 010

A Unique combination of sporty look & an extended comfort, this range offers the highest level of eye protection against high speed particles. It comes in two lens shades - Clear lens & Smoked lens.

### Area of Use

Industrial, Construction sites & areas where sand & large dust particles are blowing at high speed.

Available Lens Option

Clear  
Smoked  
Antifog

### Lens Features

Optical Class-1  
Low Energy Impact Resistance  
Scratch Resistant Lens  
Lens Scale Number : 3-1.2 (Clear)  
Lens Scale Number : 5-3.1 (Smoked)

### Special Features

Light weight Spectacles, thus providing long lasting comfort.

Wrap around design for better coverage.  
The clear lens spectacles comes with smart electric blue temples while the smoked spectacles comes with blended black temples, hence giving an extremely stylish look.

100% Polycarbonate lens. The smoked lens model filters out more than 99.9% of harmful UV light.  
The lens is specially Hard-coated for Scratch-Resistance.

Provided with a watch on temple to display month and year of manufacturing.



It is best suited for protection against low impact energy from high speed particles at extreme temperatures.

### Premium Choice

Ref. ES 012

Smart Executive Safety Spectacles with quick release design of temples. It combines the advantages of both spectacles and goggles and comes in two lens shades- Clear lens & Mirror finish lens.

### Area of Use

Manufacturing, Warehouse, Assembly, Lab, Medical, Construction, Woodworking, etc.  
Available Lens Option

Specialized Anti Fog Clear & Mirror Finish Lens  
Lens Features

Optical Class-1  
Low Energy Impact Resistance  
Scratch Resistant Lens  
Lens Scale No : 2-1.2 (Clear)

### Special Features

Has a soft foam Padding frame for cushion fit & dust proof protection.

Comes with Quick release design which allows user to change the temple/elastic band easily.

Fully wrap around design with 8 base Polycarbonate & Specialized Anti-fog coating on the lens. Has superior impact protection & coverage.

Unique temple design & dual injection temple tips (Polycarbonate & TPE) for all day comfort.

Has outstanding seal with Splash Proof Protection.  
100% Polycarbonate lens. The Mirror finish lens model filters out more than 99.9% of harmful UV light.  
Comes with an Elastic band which is fully adjustable & non-skin Irritant.

Dual Material Temple having a Quick-release design for easy detachment

Non Skin Irritant Elastic Band (provided within)

sand & large dust particles are blowing at high speed.



## Smart Choice

Ref. ES 013

Specially designed smart & fashionable Safety Spectacles... a perfect choice for both men & women.

### Area of Use

Industrial, Construction sites & in the areas where

### Available Lens Option

Clear  
Smoked  
Lens Features

Optical Class-1  
Low Energy Impact Resistance  
Scratch Resistant Lens  
Lens Scale Number : 2-1.2 (Clear)  
Lens Scale Number : 5-2.5 (Smoked)

### Special Features

Light weight Spectacles, which resembles sunglasses & provides long lasting comfort to the user.

Close-fitting, unitary front with dual I/O base curved lens offers wide and unobstructed vision.

Dual-material temples for comfortable fit.  
Soft nosepiece; universal & snug fit.

100% Polycarbonate lens that filters out more than 99.9% of harmful UV radiation

## Worker's Choice

Ref. ES 014 (Clear)

Made with Polycarbonate frame and Polycarbonate lens material which offers lighter, exceptional impact & splash protection with excellent vision

### Area of Use

Construction sites; areas where sand and large dust particles are blowing at high speed.

Metal processing shops

Available Lens Option

Clear

### Lens Features

Optical Class 1  
Hard-coated lens for Scratch Resistance  
High Impact resistant  
Tested at elevated temperature

Lens Material: Polycarbonate  
Lens scale number : -2-1.2 (clear)

### Special Features

Lens is made of hard-coated Polycarbonate which makes it completely Scratch-Resistant.

UV resistance of 99.9% for range 200 - 400nm.

Light weight, weighing 30 grams

## Executive's Choice

Ref. ES 015

Made with Nylon frame and Polycarbonate lens which offers lighter, exceptional Impact and Splash protection with excellent vision

When it comes to fashion and styling, combined with ultimate eye safety, the ES 015 becomes an ideal choice for the wearer.

### Area of Use

Construction sites; areas where sand and large dust particles are blowing at high speed.  
Metal-processing shops.

### Available Lens Option

Clear

### Lens Features

Optical Class 1  
Hard-coated lens for Scratch Resistance  
Smoked lens model also provides optimum protection against harmful UV radiation.  
Better Impact resistant  
Tested at elevated temperature  
Lens material- Polycarbonate  
Lens scale number : -2-1.2 (clear)



### Special Features

Combines safety with a fashionable look, enhancing user compliance  
Adjustable temple length to customize the fit on the user's head. Length adjustable within a range of 15mm.

Provided with a Watch on temple to display month & year of manufacturing.

Tested for disinfection.

Increased robustness

Resistant to corrosion.

Resistant to ignition.

Optically tested

Flame resistant

### Goggles with Mask and Tear Off Film

Ref. ES 016 (Clear)

This Spectacle provides fail-proof protection against liquid and chemical splashes & comes with a unique wrap around acetate lens.

### Area of Use

Industrial Settings where protection against Chemical and Liquid Splashes/Molten Metal is required (especially where solvents are present in the environment Eg: Painting applications)  
Metal-processing shops

### Available Lens Option

Clear

### Lens Features

Optical Class 2

Hard Coated (Scratch Resistant)

Chemical Resistance Coated

Anti-Static Coated

### Special Features



99.9% UV Protection

Resistance to Low Impact Energy of High Speed Particles

Protection against Droplets and Splashes of Liquids

No liquid enters the Ocular Area when sprayed with a Hand Operated Atomiser

Sealed Fit with Head Band

Offers Indirect Ventilation

Can be used over Prescription Glasses

Mask to Protect Nose and Mouth

Tear Off Film to protect Acetate Lens

KARAM also provides spectacles accessories on request.

### The Spectacle Belt-Carrying Case

Ref. ESA 01

Has a band at the rear which can be easily looped over the trouser-belt of the wearer. This enables the wearer to keep his Spectacles safe and handy at all times when not in use.

The inner lining of the case is soft and hence prevents any scratches to be formed on the lens of the Spectacle.

The Case is also provided with a soft cotton Lens-Wipe, available in different colours.

### The Black Spectacle Neck-String

Ref. ESA 02

Can be easily fitted to the temple-arms of the KARAM Spectacles and worn around the neck.



## Aerostat for Post Disaster and Last Mile Connectivity

Contributed by:

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Mr. Chetan Dusane, Assistant Project Manager, AED,

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July 16, 2013 Kedarnath, Uttarakhand, India, a pilgrimage town nestled in the Himalayas, bustling with activity, just about to end its tourist season when one of the deadliest tragedy struck. Flash floods completely flattened the town within minutes with thousands stuck in the debris and mud, battling for life. Many victims could not be saved as the first responder rescue teams could not establish timely contact with the base teams for reinforcements because of the complete breakdown of communication infrastructure.

One of the first responders from the Government of the state of Uttarakhand contacted our laboratory requesting for an intervention in the form of a portable, quick deployable and height-adjustable aerial platform to raise communication equipment to establish contact in disaster situations and dark communication zones. The conventional approach to provide communication is to mount antennas (typically directional) on a high tower, which are then connected to the wireless bridges. These antennas look at client side antennas through line of sight (LOS) connectivity. In any disaster situation, whether natural or man-made, the first casualty is usually this telecom infrastructure. Moreover, these towers are generally non-relocatable and non-height adjustable.

On the other hand, Aerostats (Balloon based systems) an outcome of Lighter-Than-Air (LTA) Technology, work on static lift production concept based on Archimedes Principle wherein, density difference between an LTA gas (usually Helium or Hydrogen) and the ambient air results in buoyant lift that overcomes gravity. Aerostats are aerial platforms with LTA gas filled inside a suitably sized and shaped envelope to lift themselves as well as any onboard mounted payload. They are tethered to the ground using a winching system, which can reel in or out the tether, depending on the desired deployment height. A ground stand is required for secure mooring and ground handling of the system. Aerostat systems find a wide range of applications as relocatable and height adjustable aerial platforms with exceptionally high endurance and low operating costs, since they do not consume any fuel to remain afloat in the air. The fuel or energy consumption for any other system would be very high, if it is to accomplish the same task.

These advantages compelled us to develop an Aerostat (Balloon based) system with self-stabilizing capability on



proof-of concept basis, which can be deployed with communication payload. The primary challenge for any kind of aerostat design is its stability in high winds. This led us to design a sail based system, which has a semi skirt around its maximum diameter, which stabilizes it by creating a high pressure zone just below the envelope. The trials of the system were accomplished successfully at two sites namely, Ahmednagar, Maharashtra and I.T. Park, Dehradun, Uttarakhand in February and June 2018, respectively. In the first trial in Ahmednagar only an RF antenna was deployed onboard but in the second trial in Dehradun three types of communication antennas were deployed for 2G, 3G, 4G, calling and internet signal establishment namely, RF antenna, Sector antenna and VHF Police Wireless Antenna. Honorable CM of Uttarakhand Mr. Trivendra Singh Rawat, inaugurated the event and deployed the system.

The results observed were very encouraging, which established the efficacy of tethered aerostats for communication establishment. The system was seen to have a stable behavior for up to 40 km/hr. wind speeds. A communication radius of 2 km could be established using the RF antenna, 1km using a Sector antenna and about 40 km using VHF wireless antenna. The system was deployed for 5 days at altitudes ranging from 50m to 120m while being brought down only for changing the payload. The system was kept in deployed state even in drizzling rain without any damage.

Current work is focused on further developing the system into a user-friendly product. The operational complexities noted during trials are being worked upon to make this system even more portable and less time consuming to deploy. Also, possibility of making the system stable at even higher wind speeds is being currently worked out.





**“Dear safety experts, keep up the good and highly important work. Every 3 seconds a fire breaks out around the world, resulting in 150,400 fire deaths every single year. 74 % of companies affected by fire go out of business – and we are all combining our efforts to minimize these terrible numbers.”**



**Q: Mr. Sysk, it's great to have you on the board. We first would like to know about VdS and its significance for fire industry?**

The core question of every authority, consultant, insurer and company decision-maker concerning technical safety is “Will this work in an emergency?” This can directly and easily be answered even for the most complex protection systems – with a very distinctive “Yes, anytime”: Clearly proven with the VdS-Approval, Europe's No.1 Quality Seal. No more extensive research work is necessary. VdS is one of the world's most renowned certifiers for safety and security technology as well as planning and installation services. In addition, our 100 % independent and state-accredited institute sets international standards with the publication of a comprehensive set of Guidelines which are also listed by the Bureau of Indian Standards. Directly included in a VdS certification – and very often exceeded – is always EN, CE / CPR and mostly ISO. All approved products are also fully applicable according to NFPA and many more standards.

Decision-makers around the world rely on VdS-approved reliability and certainty. Our mission: Easing work for anyone involved into safety.

The vast majority of fires in all industrial nations results from electrical defects, the second main fire source is arson. Both are man-made. Yet, there are always also fires caused by lightning strikes, etc. Every 3 seconds a fire breaks out around the world. Not only important, but decisive is then the immediate reaction of fully reliable automatic fire protection systems. Because with every second passing by, the destructive forces of fire are thoroughly increasing. VdS-approved safety systems will immediately detect and extinguish this dangerous disaster – 24/7, 365 days a year. Even during the main Divali festivities or while India is winning the cricket world cup,

they will be taking care for us.

**Q: How do you see fire safety conditions in India?**

Indian experts are – for good reasons – already strongly taking advantage of the renowned and precise VdS-Guidelines or also EN as well as the often related ISO standards, combining the best skills of both continents. The way to do this is to be open and willing to rethink and change things that are already well established.

**Q: How in India the systems can be made better?**

In a country as large as India, it is of course hard to manage the many regional differences. Yet we see great examples of very strong fire protection, technically outstanding performance and helpful regulations. So many decision-makers are already relying on the life-saving support created by VdS-Approvals. I like to state that the globally unique infrastructure of the VdS laboratories, located in the middle of Germany, was designed with one goal: Making safety measurable. Proven by practical endurance specifications with synthetic smoke aerosols and real test fires, after artificial ageing as well as under toughest environmental conditions, performed with the renowned specialist expertise of our engineers and using many proprietary developments constantly improved for optimal and quick certification procedures are guaranteeing an optimum not only in terms of safety, but also in functionality.

Why all this? Because a mass of faults in the highly complex safety devices and even more in their crucial joint interaction within a system can never be detected by the naked eye.



Yet they will in an emergency block the entire protection process.

**Q: What contribution in this regard VdS can offer to India?**

Safety managers as well as consultants and those responsible in authorities have so many things to think about, from the optimization of specific processes to natural hazards to the ever more important digital security (by the way, free support for determining the individual status of information security for companies as well as authorities in 20 minutes, including direct optimization aid, is offered on [vds-quick-check.de/en](http://vds-quick-check.de/en) ).

In the area of fire protection, experts can make it easy – and totally safe – for themselves. With the VdS Quality Seal for recognized technology clearly proving all-round reliability at first sight. In addition, there is the well-known strong support in our numerous practical Guidelines. Here we combine 112 years of experience with the best of German Engineering.

Q: What Indian industry has to do to bring itself to the standards of Europe?

A big difference to Europe is reflected in the infrastructure. As India is undergoing an enormous change towards new development and redesign of living space for the population, there is also the chance to raise the safety standard at the same time, e.g. by planning according to VdS-Guidelines and the installation/use of VdS-systems. Why is VdS the first choice for experts? Because flaws in the complex safety systems will be detected immediately – and not while fire is raging.

**Q: In how many countries VdS is operating and what are plans for India?**

From our headquarters in Germany and our Asian regional office in Shanghai, VdS is operating all over the world. Of course we also have strong ties with such a great and strongly as well as successfully developing country as India. For example, we have signed a „Memorandum of Understanding“ with your FSAI specifying intensive technical cooperation as well as trainings which will soon start in several Indian locations. Unfortunately there will be a little delay due to the worldwide corona crisis which first needs to be managed. An additional MoU is planned with FPAI as well.

**Q: Any message for readers?**

Dear safety experts, keep up the good and highly important work. Every 3 seconds a fire breaks out around the world, resulting in 150,400 fire deaths every single year. 74 % of companies affected by fire go out of business – and we are all combining our efforts to minimize these terrible numbers. For easing your services, please have a look at [vds-shop.de/en](http://vds-shop.de/en) with many free downloads. VdS-Guidelines, known worldwide for optimal precision and reliability, often form the basis of new international norms.



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## WILFUL DISDAIN FOR BASIC SAFETY PROTOCOLS HAS BECOME THE NORM-UNFORTUNATELY

While one cannot blame the fire brigade and safety authorities for not trying to educate and update common people on basic rules and laws concerning exigency and rescue operations in emergencies, their efforts have paid little by way of dividends if recent experiences are anything to go by.

For example, take the case of our commercial capital-Mumbai-that has had a succession of terrible fire accidents one after the other, over the last couple of years. How many of us know, or care, that under the Maharashtra Fire Safety and Prevention Act, all residential and commercial structures must conduct a fire-safety audit and send a report to the fire brigade, bi-annually?

If one were to do a cursory case study of horrific incidents like the Kamala mills case or the ESIC hospital case, the common thread seems to be gross violation of basic building code norms at the time of construction/alteration coupled with unpreparedness to deal with a fire accident in real time to minimize damage and control the fallout.

In the Kamala Mills case, MOH had inspected 1Above thrice on May 17, July 13 and August 23 and on all three occasions, found major "infringement of licence conditions" by the restaurant. The irregularities ranged from using the terrace for commercial activity and allowing smoking. Also, both Mojo's Bistro and 1Above were taken to court thrice the previous year for various licence infractions and prosecuted.

The investigation by the Mumbai Fire Brigade into the fire at Employees State Insurance Corporation (ESIC) hospital in Marol that killed 11 patients revealed that 20 LPG cylinders were stored in the hospital canteen without the requisite permission. In the ESIC case, there was only one

entry/ exit point to the hospital which was a major goof up at the construction stage itself.

"During the investigation it was noted that canteen activities were being carried out on the ground floor with 20 LPG cylinders below the staircase. It is highly objectionable from fire risk and life safety point of view," read the fire brigade's report submitted to the Brihanmumbai Municipal Corporation (BMC) and the Maharashtra Industrial Development Corporation (MIDC).

"The ESIC hospital fire that claimed 11 lives put the spotlight back on gross irregularities in building construction and compliance of fire safety norms. The 345-bed hospital did not have a fire NOC or a mandatory fire exit", read a report.

Exigency rules as per the building code spell out that certain essentials like clear and unambiguous illuminated signages and battle ready functional emergency lighting, fire alarms, extinguishers and similar paraphernalia are not optional but compulsory in the case of enclosed constructions. Yet, we see repeats of these violations incident by incident.

Some 'out of the box' thinking is the need of the hour for sure.



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**Mr. Rohit Sanjay Mali**  
**Director**  
**Firefly Fire Pumps**



## Exhaustive Examination of India's Firefighting Equipment the Need of the Hour

Firefighting is a perilous job, and it's essential that firefighting teams and personnel have reliable equipment to help them do their job and minimize human and property loss. Unfortunately, in India, there is inadequate screening of firefighting equipment before they're authorized to be used by the fire department. This leads to firefighters often working with inadequate or ineffective gear - putting their lives and the lives of people they are trying to save at great risk.

In 2022, Delhi witnessed over 16,500 fire-related incidents that claimed 82 lives and left more than 700 people injured. There is an urgent need to address issues that cause significant increase in fire accidents. While issues of negligence by factories and buildings for not having proper fire safety equipment should be addressed, it is equally crucial that examination of fire-fighting equipment is necessary to prevent fire disasters.

In India, there are multiple standards that have been set in place by the Bureau of Indian Standards (BIS) for fire extinguishers, hoses, and other firefighting equipment. However, the ground reality is somewhat different. In practice, fire safety standards are often bypassed in order to save costs. This can lead to the sale of sub-standard products that may not be effective in extinguishing fires or may even cause explosions.

There are several factors that need to be considered when conducting a technical evaluation of firefighting equipment. First and foremost, it is important to make sure that the equipment is properly rated for the type of fires that it will be used on. Different types of fires require different types of extinguishing agents, so it becomes important to use the correct type of firefighting equipment for each situation. Another important factor to consider when screening firefighting equipment is its durability. Firefighters need to know that their equipment can withstand high temperatures and flames without breaking down or malfunctioning. Therefore, it is so important to test the equipment to the highest standards before using it in real-world situations. The need for a standardised screening of firefighting equipment is therefore evident

from both a safety and operational standpoint. Such an assessment will help ensure that only high-quality products are manufactured and sold in the market. It will also enable firefighters to be better trained on its usage in time bound situations.

The use of sub-standard firefighting equipment can have devastating consequences for the public. Inferior quality fire hoses can rupture, causing serious injury or death. Firefighting nozzles that are not up to code can cause a backdraft and explosion. All too often, sub-standard firefighting equipment is put into service because it is cheaper than purchasing quality gear. However, the risks posed to the public by using this inferior gear far outweigh the cost savings. It is essential that state fire departments thoroughly evaluate all gear before putting it into service. Only by doing so can they ensure that the equipment will perform as intended and keep the public safe.

The main goal of any technical evaluation is to provide an unbiased assessment of the safety and performance of the equipment being tested. This allows decision makers to choose the best possible products for their needs. Technical evaluations should be conducted by experienced and qualified individuals who have a thorough understanding of fire science and engineering principles. The state and central government institutions need to mandate the need for a proper technical evaluation of firefighting equipment whenever a tender for firefighting equipment is floated, whether that is through an independent authority or on Government's E-marketplace (GEM), to ensure that they are durable and reliable. The evaluation should also include demonstration of the fire fighting pumps to test longevity and effectiveness.

In conclusion, a standardised and thorough screening of firefighting equipment is a necessary part of ensuring the safety and well-being of citizens as well as of property. The need for such an assessment is dire in order to ensure that all available resources are up to date and effective in responding to crisis situations quickly and efficiently.



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**Mr. U. S. Chhillar  
DG, IFE (India)**



## “Fire Industry Directory” unveiled by Mr. U. S. Chhillar

“Fire Industry Directory” 2022-2023 edition is launched by Mr. U. S. Chhillar, DG, IFE (India).

Directory”.

The directory is with a decade of strong presence in the industry. The success story is re written again.

Fire Industry Directory is silhouetted with gamut of information about Indian fire industry at one platform. The directory has received rave reviews from the industry and fire safety professionals.

Leading fire safety brands featured in the “Fire Industry

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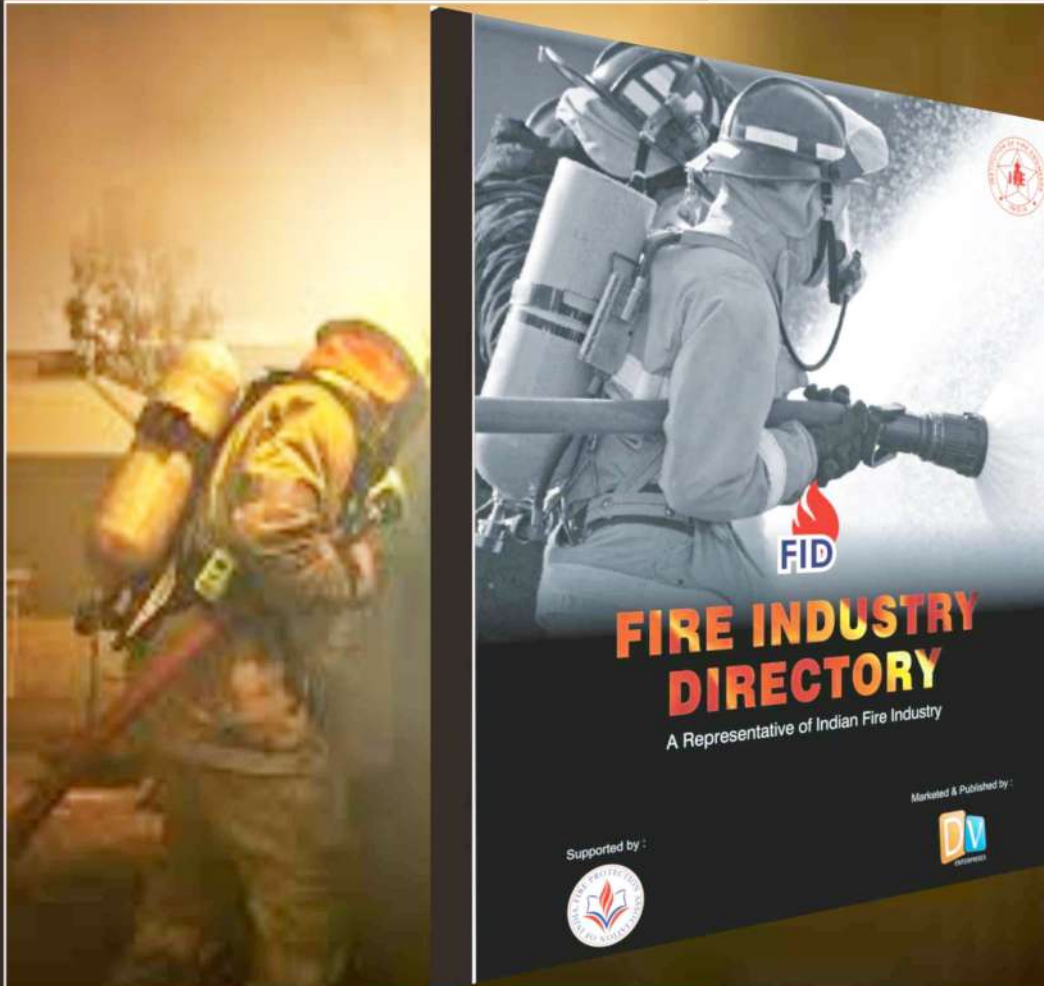


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## “Safety Industry Directory” Unveiled by Industry Conglomerate “Mr. Hemant Sapra”

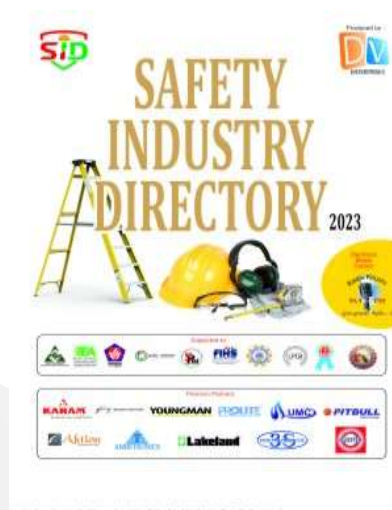
The Latest edition of “Safety Industry Directory” has been unveiled by Mr. Hemant Sapra, President of Karam Safety Pvt. Ltd., President Safety Appliances Manufacturer Association SAMA / Co Chair PHD Chamber of Commerce UP state.

“Safety Industry Directory” is dedicated to the industry by industry conglomerate.

“We are much obliged, honored & thankful to have the “Safety Industry Directory” unveiled by Mr. Hemant Sapra, a safety industry stalwart, who is not only the source of inspiration but also an epitome for us. We again are thankful to Mr. Hemant Sapra for his kindness and doing the honor.” Said Mayur Lalit, Director, DV Enterprises, the publisher of the directory.

“Safety Industry Directory” is silhouetted with pertinent information of Indian Safety Industry at one platform. The directory is an effective interactive &

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S. No.	Fire Equipment	Standard
1	Flexible Fire Fighting Delivery Hose (Non- Percolating)	IS 636:2018
2	Fire Fighting Hose (Controlled Percolating)	IS 8423:1994
3	Fire Fighting Hose (Unlined Flax)	IS 4927:1992
4	Fire Fighting Hose Reel (First- Aid)	IS 884:1985
5	Fire Fighting Double Male- Female Instantaneous Pattern	IS 901:1988
6	Fire Fighting Hose (suction)	IS 902:1992
7	Fire Hose, Delivery Coupling, Branch Pipes, Nozzels & Spanner	IS 903:1993
8	Fire Fighting 2 & 3 Way Suction Collecting Heads	IS 904: 1983
9	Delivery Breaching, Dividing & Collecting Instantaneous Pattern	IS 905: 1980
10	Fire Fighting Revolving Branch	IS 906:1988
11	Fire Fighting Suction Strainer (Cylinder Type)	IS 907: 1984
12	Fire Hydrant (Standard Post Type)	IS 908:1975
13	Fire Hydrant (Underground Type), Sluice Valve	IS 909: 1992
14	Hydrant Cover, Lower Valve, Combined Key for Hydrant	IS 910:1980
15	Fireman Axe	IS 926: 1985
16	Fire Hook	IS 927: 1981
17	Fog Nozzle (for Fire Brigade)	IS 952:2012
18	Foam Making Branch Pipes	IS 2097: 2012
19	Fire Bucket (Galvanised Mild Steel)	IS 2546: 1974
20	Fire Fighting Universal Branch Pipes	IS 2871: 1983
21	Gas Cartridges for Fire Extinguishers	IS 4947: 2006
22	Landing Valves	IS 5290: 1993
23	Fire Hose Clamps & Bandages (Fire Brigade Use)	IS 5612: 1977
24	Fire Fighting Hydrant Standard Pipe	IS 5714: 1981
25	Fire Fighting Coupling, Branch Pipes, Nozzels (Used in Hose Reel)	IS 8090: 1976
26	Fire Beaters	IS 8096: 1992
27	Fire Fighting Foam Monitors & Standard Post Water	IS 8442: 2008
28	Thermoplastic Hoses (Textile Reinforced)- Water General Purpose	IS 12585:1988
29	Fire Fighting Foam Concentrate (Producing Mechanical Foam- eg. PF, AFFF, FFFP & Synthetic Foam)	IS 4989: 2018
30	Multipurpose AFFF Liquid Concentrate (for extinguishing Hydrocarbon & Polar Solvent Fire)	IS 4989: 2018
31	AFF, PF, FFFP, FP (for both hydrocarbon & polar solvent fire)	UL- 162
32	International Maritime Organisation Fire Fighting Foam Concentrate for Fixed Fire Extinguishing System :	IMO MSC.1/CIRC-1312
33	Fire Fighting Foam Concentrate	ICAO
34	Fire Fighting Foam Concentrate	SP 2580 Method
35	Dry Chemical Powder ( for B & C class fires)	IS 4308: 2019
36	Dry Chemical Powder ( for A,B & C class fires)	IS4308:2019
37	Dry Chemical Powder (for BC & ABC fires)	ISO 7202:2018
38	Portable Fire Extinguisher (Performance & Construction)	IS 15683:2018
39	Portable Fire Extinguisher (Performance & Construction)	ISO 7165
40	Fire Extinguisher (for class A,B, C & K)	UL-711
41	Portable Fire Extinguisher (Performance & Construction)	BS EN 3-7:2004+ A1: 2007
42	Portable Fire Extinguisher (Construction)	BS EN 3-8:2006
43	Fire Extinguisher (Wheeled)	IS 16018:2012
44	Fire Extinguisher (Mobile)	BS EN 1866-1:2007



A Range of Complete Fire Protection

# LIFEGUARD

FIRE PROTECTION EQUIPMENTS

WHEN FIRE DISOBEYS



with Latest IS : 16018 :2012

## Fire Extinguisher



Portable Fire Extinguisher



Kitchen Fire Extinguisher



Self Triggered Stand Alone Type Fire Extinguisher

## Wheeled Fire Extinguisher Water/Foam/Powder



Watermist Fire Extinguishers

## Fire Hydrant System



First-Aid Hose Reel



Collecting Heads



Fire Hose Delivery Coupling



Fire Hose



Landing Valve



Branch Pipe & Nozzle

## Fire Detection & Alarm System



Fire Alarm Panel (EN 54 APPROVED)



Detector



MCB



Hooter



Emergency Light



Response Indicator

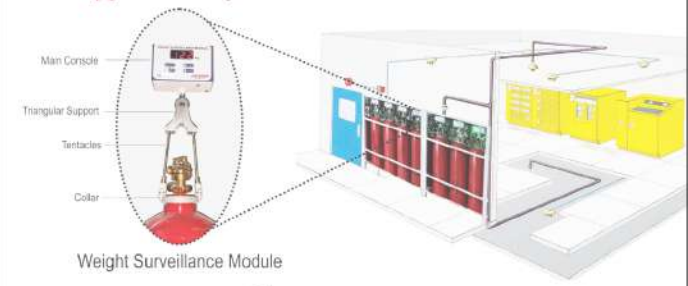
## Egress Edgelit Light



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## Fire Suppression System



Kitchen Hood Fire Extinguishing System



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**Mr. Rajan Sharma**

President & Director  
Inter Ads Exhibitions Pvt. Ltd.

**Q: Can you tell us about Milipol India?**

Milipol India is the Leading International Event for Homeland and Internal Security for Indo-Pacific, which will be held in New Delhi from the 26th to 28th October 2023. This show is supported by Ministry of Home Affairs, Govt of India, Ministry of External Affairs and Interior Ministry of France.

**Q: What is the history of Milipol?**

For 30 years, Milipol Events have been promoting the best-in-class products and services of the homeland security and civil defense ecosystem to the utmost demanding state or private decision makers. As it happens in Paris, Qatar and Singapore from past many years.

**Q: Since this is your first edition in India, what is your expectation?**

Milipol India will welcome more than 180 exhibitors including international pavilions showcasing their latest equipment's and technologies and 5,000 + security industry professionals from the Public and Private sector. VIP Officers from regional and international Government security forces will be there to discuss and interact with our exhibitors around their needs and their future projects.

And when it comes to homeland security, India market is the place to be: Milipol India aims to bring to Indian brands a global stage to showcase their products and attracts buyers from outside the continent.

Milipol India serves as a platform for industry professionals, government agencies, and security experts to come together and discuss the latest advancements, technologies, and strategies in the field of security and law enforcement. The event aims to promote cooperation and collaboration between various stakeholders involved in maintaining public safety and security. We aim to have:

Successful Launch  
Networking and Collaboration  
Showcasing Innovations  
Knowledge Sharing  
Public-Private Partnerships  
Awareness and Education  
International Participation

**Q: Which all industries are you covering in this exhibition?**

Transmissions - Communication - Positioning  
Authentication - Access Control - Surveillance  
Information Technology  
Optics - Optronics  
Consultancy - Training - Services  
Mobility  
Weapons - Ammunition  
Personal Equipment - Fabrics  
Major Risks - Crisis Management - Civil Emergencies  
Drones & Robotics  
Materials, Fibers and Fabrics  
Measurement and Analysis Equipment  
Fire and Protection  
Corporate and Media  
Border Protection  
Fight against terrorism  
Protection of critical infrastructure  
Road Safety – Traffic Control – Highway Security  
Forensic Suppliers

**Q: What will be your targeted visitors for the exhibition?**

Police Officers  
Special Forces  
Border Control Authorities (Immigration, Customs)  
Cyber Security Government Authorities and Agencies  
National Security Agencies  
Civil Defense Officers  
Security & Loss Prevention  
Professionals Security Consultants  
Government Safety & Security Professionals  
CEOs Director/Head of Security  
Risk Management  
Security System Integrators  
CIOs  
Police Academies

**Q: How many exhibitors are expected to join this gala?**

A: 150+ Exhibitors from all over the World.

**Q: How many countries are joining the exhibition?**

A: 10+ Countries from all over the World.



**Q: How participating companies will be benefited by exhibiting in the exhibition?**

VIP Officers from regional Government security forces will join us at Milipol India 2023, These VIP Delegations are a highlight of Milipol India. Our exhibitors and sponsors will have the opportunity to meet, discuss and interact with these high-ranking decision makers:

Official Government Delegations, Ministries  
Commanding Civil Defense Officers  
Commanding Police Officers/Chiefs of Police  
Heads/Directors of Departments, Program Managers

Organizing an exhibition like Milipol India can have several impacts on the security and homeland industry. Here are some potential impacts that such an event could have:

**Networking and Collaboration:** The exhibition provides a platform for industry professionals, government agencies, and security experts to network and collaborate. This can lead to partnerships, knowledge-sharing, and the exchange of ideas that can drive innovation and improvements in security solutions.

**Exposure to New Technologies:** Exhibitors at the event showcase the latest security technologies, products, and solutions. This exposure can lead to the adoption of new and advanced technologies by security agencies, which can enhance their capabilities in various areas such as surveillance, cyber security, border control, and more.

**Business Opportunities:** The event can create business opportunities for exhibitors and companies in the security industry. They can showcase their products and services to a targeted audience and potentially secure contracts or partnerships with government agencies, private organizations, and other stakeholders.

**Knowledge Transfer:** Conferences and seminars held alongside the exhibition can facilitate the transfer of knowledge and best practices. Experts can present case studies, research findings, and insights that contribute to a better understanding of security challenges and effective strategies.

**Policy and Regulation Discussions:** The event can serve as a platform for discussions on policy, regulations, and standards in the security and homeland sector. These discussions can help shape effective and balanced regulations that address security concerns while respecting individual rights and privacy.

**Showcasing Local Innovations:** Organizing such an event in India can highlight the country's advancements in security technology and innovation. This can lead to increased recognition of local players in the global security market.

**International Collaboration:** The event's international nature can foster collaboration between Indian security agencies and their international counterparts. This exchange of ideas and practices can contribute to more effective security strategies.

Overall, the impact of organizing an exhibition like Milipol India can be multifaceted, ranging from technological advancements and business growth to knowledge dissemination and policy discussions. The exact impact will depend on the success of the event and the level of engagement from all stakeholders involved.

**Q: Any message for readers?**

In a rapidly evolving world, staying informed and engaged is essential. Whether it's in the realm of technology, security, or any other field, your curiosity and desire to learn make a significant difference. Embrace opportunities to attend exhibitions, conferences, and events like Milipol India, as they provide a unique platform to explore innovations, exchange ideas, and connect with experts.

Remember that your involvement matters – from discovering new solutions that can shape industries to forging connections that lead to meaningful collaborations. Stay curious, stay informed, and keep seeking knowledge. Your engagement contributes to the growth of industries, the advancement of society, and the betterment of our shared future.





## Wg Cdr Rakesh Kumar Prashar Safety Professional



**Q: With economic growth OSH has become a very important subject. How do you see safety implementation in India?**

In spite of the multifarious issues that plague India, it is a matter of happiness that record growth rates have been recorded in almost all the sectors in the last two decades or so. The matter of cheer for us safety professionals is that as far as OSH awareness is concerned, at least we are on the right path even though the growth is not as much as was expected.

As far as the safety implementation in India is concerned, I feel, two words define the reality of safety in India – “Chalta Hai” and ‘Jugaad’. The reason for this state of affairs in my opinion is lack of three essential ingredients essential for success in safety – legal will, management commitment and employee engagement.

**Lack of legal will to enforce safety:** It is a well known fact that the figures reported to the enforcement agencies are much lower than the actual figures. The management as well as the enforcement agencies are both to be blamed for this situation. To add to this embarrassment, it is learnt that there is only one inspector for every 506 registered factories in India. With such poor infrastructure and lack of will, ensuring 100% safety compliance is a tough challenge.

**Lack of management commitment to safety:** Some organisations give safety a very low priority because they value the management of capital or technology more than the management of people. The focus on ‘Production’ results in the workers also giving safety less priority than it deserves, leading to basic safety violations and injuries / fatalities as a consequence thereof. With genuine management focus on safety, the continuing spate of accidents in India could have been averted.

**Lack of employee engagement in the safety effort:** Without employees’ engagement and continued involvement, even the best processes, programs and procedures are worthless. The employees resort to short cuts and wrong doings just to save a minute or two with a view to impressing the management, while the supervisors overlook the workers wrongdoings with a view to focus on production to impress the management.

While ‘Legal will’ sets the framework for safety, ‘management commitment’ sets the foundation for a safe workplace and ‘employees’ engagement’ in safety activities, helps build a strong edifice. If

management commitment, employee participation and legal will are displayed effectively, the safety situation in India will see a sea change.

**Q: How far have we to go to match international safety standards in our industries?**

While we still have a lot of catching up to do to match the international standards, what is heartening is the fact that the gap is reducing, albeit slowly. Stricter labour laws alone will not suffice. Its success lies in strict implementation for this alone can contribute to higher efficiency, increased productivity and faster growth. The plan to merge 13 major laws into a single labour code on Occupational Safety, Health and Working Conditions by the Ministry of Labour & Employment which is in the final stages will go a long way in this direction.

Nevertheless, benchmarks have been set and major industries are voluntarily following OHS norms as are the MNC’s and Indian corporates. I am very hopeful that the next decade will be a defining period for Indian industry and we will be fortunate to see a different India as far as safety is concerned.

**Q: What area of scope still is needed by Indian industry while implementing safety norms?**

We don’t think twice before doing something wrong or taking shortcuts simply because we feel that the chances of getting hurt are too low to prevent us from taking the risk. This behaviour needs to change. A paradigm shift from ‘Safety is a priority’ to ‘Safety is a value’ is required to improve the safety scenario in India for which we have to move from ‘Chalta Hai’ to ‘Nahi Chalega’. Towards this aim, I personally feel that two words should be removed from our dictionary if we want to succeed in our safety endeavour – ‘Sorry’ and ‘Compromise’. If we can do so, our success is assured. STILL

We will be doing a big disservice to ourselves if we blindly copy safety norms followed by international organisations. To succeed we must understand the ethos behind the same and ensure that it is followed both in letter and spirit. I am aware of companies where the system of the first slide to be on safety in a meeting was diligently followed but after that safety was not part of the discussions anymore.



Action like annual appraisal linked to the HSE performance, variable pay release linked to the accident rate, defined safety budget for the projects / industry, HSE department being empowered in line with the production department, recognition and reward for outstanding employees for their contribution to safety rather than reward high production targets, train employees routinely etc are steps where we need to focus on improving our safety performance.

**Q: What scope of safety industry of India do you see in coming 10 years from now?**

India's infrastructure growth be it water supply, sewerage, communication, roads, highways & bridges, airports, shipping, railways, housing, urban services, mining, energy, oil & gas or power has been exponential over the past decade or two. Today, we are the fourth largest and probably the second fastest growing economy in the world. While the governments dream of making India a \$5 trillion economy by 2024 may seem exaggerated for the moment, but the international companies will definitely sense the opportunity and look for a slice of the cake in the high growing Indian market.

The coming 10 years will definitely see India's private sector lead this transformation on account of their ability to adapt to new business models and new technologies. This will expose them to new practices and innovative products being produced by the global companies with a view to adopt the same in India too. Over a period of time, the Indian companies will invest more in R&D so as to develop capabilities and challenge the global companies with a view to serve both - India's growing domestic market as well as to compete on the global stage.

With so much at stake and the rising value for life in India due to the global companies' presence, can the safety industry in India be left behind? With ISO 45001 becoming more stringent and IFC's enforcing strict compliance of its EHS norms for availing loans for big projects, the scope of safety industry in India in the next decade or more is extremely bright. Although the competition is tough, the winners will be the ones who are focused, innovative, creative and regularly upgrading their products.

**Q: What more role of government do you see to uplift safety standards in India?**

The rapid growth recorded by the Indian Industry over the last two decades which has resulted in increased manufacturing activities, technological advancements and infrastructural development is likely to further accelerate in the next decade or so. This rapidly changing environment calls for not only improved standards, but also strict application of laws pertaining to health & safety of workers. This will not only improve the health & safety of the working population but also ensure increased productivity.

Some steps the government can take to uplift the

standards of safety in India include:

The umpteen laws pertaining to health and safety of workers in India must be merged into a single comprehensive law which can easily be understood by the management as well as the workers and an apex institution created to ensure its strict implementation across all the sectors. Work on the same is already on the government's agenda. A draft bill to merge 13 major laws into a single labour code on Occupational Safety, Health and Working Conditions has already been prepared by the Ministry of Labour & Employment. The earlier this labour reform is finalised, the better it will be as it will not only contribute to increased health & safety of the workforce, but also improved efficiency, increased productivity and greater growth. As part of this reform, the top management alone must be made accountable for any injury / fatality in the projects and industries. This will automatically increase the safety in the organisations as well as in the country as a whole. Ensuring effective and genuine half yearly safety audits of all factories and industries by statutory Health and Safety bodies in the states. To ensure this, workload management of the Inspectorates of Factories / Directorates of Industrial Safety and Health in the states must be optimized so as to ensure that there is one inspector for not more than 20 - 25 registered factories in India. This will also check the massive under-reporting of the safety figures which is a well known fact.

More safety training institutes must be created to produce high caliber safety professionals and their employability must also be ensured. The safety officers thus produced and placed, must also be given more teeth so as to ensure that safety is genuinely catered to and not dictated by the whims and fancies of the corporates. These institutes can also conduct skill development courses especially of the migrant labourers in the safety field. This will help in achievement of the long term aim of improving the safety culture not only of the corporates but also of our nation.

Lastly, the will to act has to be demonstrated by the government in the safety domain by imposing heavy penalties on companies for any safety violations and non-reporting / under-reporting of incidents on the lines of the recent amendments of the Motor Vehicles Act to improve road safety. This will not only act as a deterrent, but also impose self discipline.

These action by the government will greatly help in creating a positive safety culture in India.

**Q: What is the area of scope for safety manufacturers in India?**

The rapid infrastructural growth in India coupled with the increasing value for life and stringent fire and safety regulations is likely to influence the fire and safety equipment market in India in a very big way in the next decade or so. This market is forecast to grow at a CAGR of more than 8% due to which various MNCs in the safety domain too are making a beeline for Indian shores.

At such times, it is important that the Indian fire and safety manufacturers not only adapt to new business models and technologies but also increase investments in R&D so as to develop creative solutions keeping in mind the Indian scenario and mindset. This will not only help them to serve India's growing domestic market, but also enable them to compete on the global stage. The make in India initiative will also help them in this endeavor.

**Q: We have witnessed many accidents in small scale industries due to lack of proper safety norms implementation. How attitude for safety can be imparted in them?**

The spate of accidents not only in the small, but even the medium and large scale industries due to lack of proper safety implementation is a cause for very serious concern. The root cause for this is what I call a negative safety culture in the organisations. Why I call it negative safety culture is because the word 'Safety' in itself generates negative feelings and draws a sneer even in the highest echelons of management, not to talk of the workers levels. Expenditures incurred on safety are considered as a 'Cost' rather than an 'Investment' and safety personnel are seen more as a 'Pain in the neck' rather than a 'Friend, philosopher & guide who help the company grow' that they actually are.

I believe that the day management realises that 'safety does not cost, it pays' and the workers realise that 'safety is not a pain, it is a gain', the journey to development of a positive safety culture will commence. The key to developing a positive safety culture in the organisation does not lie in reducing the number of accidents and subsequent fatalities or injuries, but in recognising that accidents can be prevented if the correct procedures and systems are followed in letter and spirit and taking action to ensure the same. Now the question, how can this be done? All of this requires a two pronged action:

**Developing safety leaders.** One key element of developing effective safety leadership is inspiring a shared safety vision. If the leaders have a vision, even the impossible will become possible. If the leaders themselves do not have a safety vision and/or do not possess the ability to communicate the same in a simple, clear, bold, and convincing manner to their employees, then the employees too are neither inspired nor committed to a shared goal. While safety rules, procedures and systems do exist on paper, they remain so, because productivity becomes the primary focus at all levels. The leaders must focus on productivity but not at the cost of safety. It must be realised that the day the focus shifts from productivity to safety, productivity will automatically increase bringing in a windfall. The reverse is never possible.

**Imparting training at all levels.** People who are properly trained in their jobs and are aware of the hazards associated with the role they perform or supervise, are less likely to suffer or cause injury. Learning helps us to become better professionals. It is not just technology or processes related training that one must constantly undergo and upgrade, but also

behavioural safety skills. The functional purpose of Behaviour Based Safety (BBS) training is to improve the performance of the trainees by impacting their behaviour. If BBS training is focused from the outset, it will help the employees reduce the number and frequency of their identified at-risk behaviors. When the individuals at all levels display a positive attitude to safety in all their action or inaction, a sound safety culture is the outcome which brings in everlasting peace and happiness to all the individuals as well as the organisation. However, to succeed, training should be an ongoing process and must encompass all personnel from the top to the grass root level workers.

These steps will not only drastically reduce accidents in India, but also ensure that the changed attitude will help sustain the benefits continually. An ILO study revealed that countries with a lower number of accidents achieve a higher level of competitiveness. Thus a proactive occupational health and safety management system will not only help increase the employee commitment and improve the safety culture of the organisation, but also enhance its image, reputation and competitiveness globally.

**Q: Any message for the readers?**

The alarming increase in accidents across all sectors in India has proved that there is much more than just meeting statutory requirements and that safety has become an absolute necessity not only in economic, but also social & ethical terms. An ILO study has reported that the cost of accidents globally amounts to around 4% of the global GDP which translates into trillions of dollars loss annually. Since India accounts for a massive percentage of the accidents worldwide, the losses in the Indian context can be imagined.

This calls for a change of mindset from 'Loss Prevention' to 'Life Preservation' since this alone will lead to increased productivity and improved profitability for organisations. For this, participation of all in all the activities related to safety willingly and voluntarily is the need of the hour. Innovation and creativity in our safety related activities will also get us closer to our goals faster than we can imagine. While doing so, we must ensure that we do not depend on 'Luck' for success in safety, but on our 'Actions' to help us succeed in our safety efforts. Attitudinal change towards safety therefore is called for so as to help both - corporate as well as our national growth.

**Wg Cdr Rakesh Kumar Prashar** is a motivational speaker and Safety & Soft Skills trainer with over two decades experience in the Indian Air Force in the commissioned ranks and nearly two decades experience in the corporate world in the safety domain. He has conducted over a thousand safety training programmes in India and 30 countries worldwide and over 300 soft skills training programmes for corporates, schools, colleges & NGOs in India. He is empanelled with many corporates as a safety & soft skills trainer. He has received many awards and accolades including 'Safety Professional Excellence Award' at the World Environment Summit 2020 for excellence in safety training and 'Best Trainer Award' by Indian Society for Training & Development in 2013. He is empanelled with All India Radio as a sports commentator in English and a internet radio channel in English & Hindi. He has the unique honour of doing 'Live' commentary for both hockey and cricket World Cups. He has also done commentary for Junior World Cup, Champions Trophy, National Men's & Women's Championship in hockey as well as ODI matches and IPL in cricket World Cup 2019.





**Mr. Neeraj Sehgal**  
Director  
Sehgal Doors



**Q: Tell us about the history of your company?**

We have been in the business of Door manufacturing since 1965. We are pleased to state that the third generation has joined the legacy.

Initially, we were in "Door" manufacturing, not in fire rated doors.

A fire incident in our known, claimed lives of both husband and wife. This incident shook us. We decided to do something to safeguard human life against fire. Since, we had our expertise in "Doors", we utilized our core capabilities and ventured in fire rated doors manufacturing.

**Q: Can you tell us about the products you offer for fire safety?**

We offer "Fire Rated Doors" for 30 minutes, 60 minutes & 120 minutes.

Our latest offerings are, first "Fire Canvas", technology transfer by CBRI, used for mass safety of the people, e.g. making public shelter etc.

Second, another technology transfer from NPL, PUSA, which is sound proof cabin. It can be used for the compartmentalization of the area where silent zones has to be created amid noisy surroundings.

**Q: What is the quality policy of your company?**

We are ISO certified company and as a quality assurance our products are CE certified. We buy quality raw materials, equipped with computerized monitored manufacturing facility.

We use only CNC machinery for the accuracy.

Before each delivery, we do product testing so that the performance is assured.

**Q: Can you elaborate about the philosophy of your company?**

Our philosophy is to deliver the projects in time with optimum customer satisfaction.

**Q: Which other countries you are exporting?**

We are exporting to SAARC countries.

**Q: What expansion plans you have for your company?**

We aim to establish warehouse sale in USA & Canada.

**Q: What marketing strategies do you adopt to promote your company?**

We first impart product knowledge & technical superiority of our product to our existing customers. We also invest in man power so that they can quench the query of the customers to their satisfaction.

**Q: What is your view on the Indian economic policies & how it is going to benefit fire industry of India?**

The vision of our honorable PM is to provide home to every citizen and "Vocal for Local". I believe that both are going to benefit the business.

**Q: Has the impact of pandemic been reduced by now? If not by when do you expect business situation comes to normal?**

Construction industry is the backbone of the economy as it creates job in many sectors and provides business to various sector. Since this sector is growing, as a resultant other sectors are going to grow with it.

**Q: Any message for readers?**

Don't avoid safety. Negligence of safety may destroy whole past & future.



**MR. Vicky Gupta**  
**Director**  
**Heapro India Safety Products Pvt Ltd**



**Q: Kindly tell us about your company history?**

Our company started manufacturing of safety Helmets with 'HEAPRO' brand in the year 2007 and after getting good response from prestigious customers we diversified future into fall protection in the year 2010. Now we have complete range of industrial PPE's from head to toe.

**Q: Which are flagship products of your company?**

Our key products are Safety Helmets and fall protection equipments.

**Q: Any new product launch in pipeline?**

We have recently launched high quality Electrical Safety Helmet as per ANSI 87. I. This helmet can withstand up to 20,000 V for 3 minutes & is useful for users working in close vicinity of live wires on and high power transmission area.

**Q: How GST has impacted the business and what benefits do you perceive in long run?**

GST has its own advantages and disadvantages depending upon the size of the business. Small business owners do not have the resources & knowledge to meet the GST compliances & find it very tedious to adhere to. However for big business houses it has been a much smoother transition from multiple tax regime and its compliances.

In the long run it will help in ease of doing business and make it streamlined as the interstate trade has become much more easier with uniform GST throughout the country. Moreover the earlier collection of c forms in case of interstate trades was another binding factor for small businesses.

**Q: What are future prospects for Indian fire industry?**

With various incidents of fire being reported frequently

from different segments of Industry, the awareness to fire protection is increasing very rapidly. There is huge demand of fire safety Products with the expansion in manufacturing due to make in India and vocal for local wave encouraging the Indian industry

Q: What policies do you expect government authorities should take to encourage fire safety in India?

The Govt. should give subsidies for implementation of fire safety standards to MSME's and may also workout common layouts of water tanks etc. in Industrial Areas to service the small industry instead of individual systems which are expensive & difficult to maintain. Training & maintenance by fire Dept. should be provided at subsidized rated to improve the effectiveness..

**Q: Any venture or acquisition plan in near future?**

Currently we are into development of new products of International standards & may explore suitable venture or acquisition.

**Q: Any message for the readers?**

Let us make safety a habit and obey the compliances for a common cause to save lives. Each life is precious and nothing can replace the same except being safe and taking precautions from hazards.







## Fire Risk in India: Emerging Challenges

Paras Nath Rai,

Member, Bihar State Disaster Management Authority

Former Director General of Police Fire Services, Bihar (2015-18)

Even though fire is a major disaster, fire safety has remained in the background. Further, while there is a paradigm shift of disaster management in India from relief centric to preparedness, prevention & mitigation, fire safety remains response driven. Therefore, there is very limited focus on fire engineering and other risk management issues such as audit, awareness, capacity building & technology application. There is more focus on fighting rather than fire risk management. Here attempt is made to discuss existing and future risks that the urban and rural areas are likely to face in coming years and what needs to be done.

### Risk Everywhere

Fire safety is one of the disasters that happens without fail. It is mostly manmade and hence can be prevented its effect largely mitigated with preparedness. It is present in urban areas primarily due to electrical faults. However, it is getting prominence in upcoming townships and the fast expanding existing cities. People moving to cities mostly create habitations in the peri urban areas. The big apartments are also coming up in those areas specially in the bigger cities. The developments in those areas rarely include establishment of fire stations. Unfortunately, most of the new settlements in those peri urban areas are poorly governed in respect of safety norms. Thus the peri urban areas are going to be greater risk challenge.

Fire safety has always been looked as an urban phenomenon. More so for multi story buildings now known as high rise. Rightly so. But how about the rural areas. Are they not prone to fire risk? The villagers are losing their yearly earnings whenever fire destroys their standing crop or the one harvested and kept in grounds for taking out the grain. It is true that many states have electricity in village households. However, some states are in process of reaching it to all households. When that happens one would be exposed to electric related fire risk too.

Fire is a major risk to industry and business including IT. No wonder they maintain robust fire fighting systems. FICCI-Pinkerton, India Risk Survey 2018, ranks fire as third major risk

While the efforts of fire management are focussed on high rise buildings, the unfortunate fact is that most of their

incidents occur in low rise buildings. As per available information, 90% deaths occur here only. Hence focus on high rise needs a revisit.

### Synergy between stakeholders

Fire safety management requires co-ordinated action among several department and agencies involved in approval, enforcement, capacity building & implementation of fire safety regulation. However, this is concern area. Municipal authorities approve building plans after obtaining no objection from fire services. Departments and agencies of departments such as public works, energy, urban development, water supply, home etc are involved in fire safety activities. They all have their own construction wings. All need to develop their own fire engineering units. There is distinct absence of co-ordinated action among them. In the process there is less vigilance after approval and even if some audit takes place, the violator goes unpunished, many a times.

### Fire safety – Demand driven Vs supply driven

Fire safety today is more supply driven than demand driven because there is huge deficit of knowledge of prevailing regulations including Nation Building Code, State/Municipal/ regulations/bylaws and fire safety rule among department/ agencies responsible for giving approval for construction of building and later their implementation. Builders/ architect/engineers are equally unaware as a result the people get what is built by them. Unfortunately, the users, the people are also unaware of the safety.

The result is everyday new fire risks are introduced into our life e.g. new furnishing, leaking transformers, electrical appliances increasing the fire risk. While more importance is given to the interior decorations and beautification of the house, the consumer is almost unaware of the level of fire risk in each of the material used. This needs to change with fire safety becoming more demand-driven with a more alert and aware consumer who is aware of safety norms, building codes, material used etc.

With fire safety being more supply-driven, the onus of fire management largely lies on the government agencies. But, often, the fire management agencies do not have enough capacity for approval or enforcement of basic fire safety norms. Also, once the approvals are issued, there are no further audits to ensure proper maintenance of fire safety measures exacerbating the risk more.

### Urbanization

The rapid urbanization in the country and that too unplanned has increased fire risk in urban & semi-urban areas as there is less of regulation in new areas. As it is the unplanned urbanization is fearful in respect of all disasters.

The old parts of cities are extremely vulnerable and pose very big challenge to fire management. First, these lanes are highly populated making it high risk for human casualty. In case of fire, the narrow and congested lanes make it difficult for fire tenders to enter. In case of rural fire, the absence of supply water makes it difficult to take off fire.

### Capacity of fire services

The capacity of fire services to address disaster risk reduction is very limited. Hence capacity building needs to be specifically designed for existing and emerging challenges as mentioned above and below. The capacity to audit risk needs to be strengthened, network of fire stations needs to be expanded and community-level awareness should be given top priority.

### Preventive Fire Management–Fire Engineering

Therefore we need to focus on preventive fire management, an important component of which is fire engineering largely neglected. Fire engineering implies that the building itself has all the features that is required for fire safety. Fire engineering includes fire prevention engineering and fire safety engineering. It includes uses of technological knowledge to prevent loss of life and property in case of fire.

Fire safety engineers are required to be part of projects as well as the fire services. The fire engineers create an infrastructure that is safe and at the same time meet the requirement of clients, architects and the authority. However there is acute deficit in this aspect. Neither government departments nor private players encourage this aspect of safety.

Another aspect of preventive fire management is requirement of audit of building in respect of fire fighting systems. The authority responsible for giving the approval and authorities in fire services need to develop capacity for audit of building on regular basis so that the safety

systems remain operational and people are aware of safety requirement. Some cities / states have taken the help of private consultant / auditors, empanelled them to be used by the people.

An important aspect of preventive fire management is energy audit i.e. ensuring that the building small or big has energy consumption as per the load sanctioned to it. The builder could have taken electrical connection for a certain energy load. However as years go by, individuals and organisations keep on adding electrical equipment in the houses or establishment as the income rises/ requirements rises. This is causing great concern because the electrical system fail to take the load of additional equipments, putting a strain on the electrical system and fire.

Another aspect of the preventive fire management is awareness among people including authority that are responsible for approval as well as compliance of fire safety measure, that are builders, engineers, institutions and residents of the building. It is commonly known that the community is victim as well as first responder therefore a well aware resident is best responder before the fire and during the fire.

There has been tremendous amount of technological innovations in fire safety. However not much is being used by the fire services and others. Some city fire services may have taken themselves to support of but not all of them.

The fire services are generally not exposed to new technology. Same is the case with the consumers. Some of the technology could be the self illuminating energy sign, home fire sprinkler, smoke & fire alarm and water supply system.

There has been development in micro electronics and sensors to improve home alarm system. Even though sprinkler system reduces the risk of life, still most homes are not equipped with automatic sprinkler systems which are seen in hotel and business houses.

It is known that most building are having centralised AC. Everyone needs to know that there are systems built-in AC system that ensure that there is auto shut-down if there is fire in the building. Thus there are several components of preventive fire management that need to be adopted to ensure that there is effective fire risk reduction in buildings.

All the above constitute what is being called disaster risk reduction in context of fire safety.



## New challenges

The society is at great risk as it is mentioned earlier. The unfortunate part is that there are certain risk elements which are likely to exaggerate risk to fire safety. Some of them are being discussed here. The Central Government drive to provide affordable housing to weaker section is a novel initiative. However, such houses will be high density, the presence of all kinds of electrical equipments in a small area will create greater risk for the inmates, provided the safety norms are not taken care of.

Another flagship program of providing gas cylinder to poor is a great program to alleviate health hazards and environmental damage but again the presence of gas cylinders in slum areas which are on their own vulnerable, increases the risk. The petroleum companies were supposed to do the capacity building of those using such cylinders needs to take up the challenge.

Other challenges include: electricity reaching village households, petrol pumps & LPG storage located in highly populated area & climatic change resulting in rising temperature which has resulted in more fires & created heat island. The changing climate also increases probability of fire in rural areas -fire in agricultural lands/ grasslands.

Fire risk will now be a major concern in villages too in some states, which are sincerely engaged in reaching out to village household. Understandably, the villagers may install various luxury equipments, including ACs in coming days. Given the fact that they do not have the capacity to understand electrical load etc and also the phenomenon of sub-standard electrical equipments, electrical short circuits related fires in villages may increase in days to come. This will be a serious concern for everyone mainly because reach of fire service is not as widespread as required.

There are large numbers of petrol pumps, gas filling stations that were installed many many years ago when the area had no or less population.

However, with expanding cities, these petrol pumps are now surrounded by high density population including commercial installations. This is a fearful scenario. Any mishap in such petrol pumps would cause tremendous damage including loss of life. In 2016, when fire broke out in Maurya Complex shopping mall in Patna the fire service had great difficulty in protecting a petrol filling station next to the building because the flames and the splinters from the fire were reaching the petrol pump also. Similar scenario presented by the presence of explosives, LPG stores in populated areas. There is urgent need to shift such petrol pumps to safer places apart from strengthening their safety.

## New Areas of Risk

Modernisation of cities has included mass transportation systems that is metro rail. Most of it underground. Hence Metro Tunnels fire is a real challenge that all the fire services and the metro rail authorities need to take care of.

The world is in process of switching to electric cars. They need charging stations at homes, offices and other places. This presents new set of challenge for fire safety.

Traffic congestion is a quite dangerous risk affecting fire fighting operations adversely. The manifold growth in number of vehicles plying on the already crowded roads making things worse. This is going to worsen in future.

## Climate Change Factors

Now we are witnessing whole lot of disasters due to climate change and extreme weather. It is accepted that climate change will alter the severity, frequency and complexity of climate related hazards.

Global warming and consequent rising temperature have adversely affected fire safety. In peri-urban areas, heat islands are being created due to concretization and unplanned urbanization. Disappearing water bodies due to encroachment by residence, construction of roads/buildings, has made things worse.

Increasing temperatures force people to use ACs for longer duration and, of course, the increasing prosperity helped the people lead more luxurious lives which include ACs in cars/offices/residences. The increasing use of AC has again contributed significantly to the heat island syndrome in cities.

As the load on electrical system increases, there is being threat to the electrical system and we have large number of short circuits due to melting of wires etc.

In rural areas too due to climatic changes are playing havoc, with temporary hutments called slums, standing crops and harvested crops. The high temperature combined with dry winds in May & June and disappearing water bodies have caused large number of fires in village farms and khali-hans of harvested crops, resulting in big losses to the farmers.

Acres and acres of standing crops are destroyed every year. Of late, we have had quite a few instances of vehicle fire in summer, the heated roads, car ACs and high speed on roads are causing fires, if the air pressures in tyres are not appropriate.



### Availability of Water a Serious Challenge

Effective fire management and response is highly dependent on adequate and appropriately located water sources. But unfortunately, the fire services are handicapped due to absence of water sources close to fire site resulting in fire becoming serious. Above mentioned issue posed serious threat to fire safety. This needs to be addressed /specially in view of newer risks being talked about. Bihar has addressed this problem through mainstreaming fire safety in Har Ghar Jal programme being implemented in Bihar which has addressed the challenge of water problem as water arrangement is being done in each village.

While fire remains a potent disaster risk in urban areas, it may not remain so as urbanisation in unplanned way has ensured its spread to peri urban areas. Big challenge for all players is to take note of the new challenges such as group housing, underground urban mass transportation etc finally there is urgent need to work towards preventive fire management rather than only fire fighting as of now which requires a paradigm change in mindset of everyone related to fire safety. Only then there could be sustainable arrangement for fire safety.





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