

**“We are delivering durable, reliable, and high-performance FRP solutions ” : Sunil Gandhale**

## Mr Sunil Gandhale

### Business Head

Balaji Advanced Composites

#### **Industry:** Infrastructure & Construction Materials

*In a recent interaction with SME Times, Sunil Gandhale of Balaji Advanced Composites highlighted the company's steady growth and strengthening presence in the FRP manufacturing sector. Based in Pune, the company emphasized its expertise in delivering high-performance, corrosion-resistant composite solutions backed by quality-focused production. The discussion also underscored its ability to serve industries such as water treatment, chemicals, power, and infrastructure with durable and efficient FRP products.*

#### **Q 1. Can you introduce Balaji Advanced Composites and its core vision?**

Balaji Advanced Composites, based in Pune, Maharashtra, is a leading manufacturer and supplier of high-quality FRP (Fiber Reinforced Plastic) solutions. Our core vision is to provide industries with durable, reliable, and innovative composite products that outperform traditional materials like steel and concrete. We are committed to delivering solutions that not only meet but exceed industry standards in terms of strength, safety, and longevity. By focusing on quality, customization, and customer satisfaction, we aim to become a long-term partner for industries seeking efficient and cost-effective infrastructure solutions.

#### **Q 2. What makes FRP a preferred material across industries today?**

FRP has emerged as a preferred material due to its exceptional combination of strength, lightweight structure, and resistance to corrosion and environmental damage. Unlike traditional materials, FRP does not rust, degrade, or weaken when exposed to chemicals, moisture, or extreme weather conditions. This makes it ideal for industries such as chemical processing, water treatment, and power generation. Additionally, its high strength-to-weight ratio allows for easy handling and installation, reducing labor costs and project timelines. Its non-conductive and slip-resistant properties further enhance safety, making FRP a comprehensive solution for modern industrial needs.

#### **Q 3. What range of products does Balaji Advanced Composites offer?**

Balaji Advanced Composites offers a diverse range of FRP products designed to meet the unique requirements of various industries. Our portfolio includes battery stands, cable trays, cooling towers, FRP bridges, FRP gutters, FRP staircases, bio-tower gratings, FRP molded gratings, and industrial FRP gratings. Each product is engineered with precision to ensure durability, performance, and ease of installation. We also provide customization options, enabling clients to receive solutions tailored to their specific operational and structural requirements. Our wide product range allows us to cater to multiple industries under one roof.

#### **Q 4. How does your company ensure product quality and reliability?**

Quality is the cornerstone of our operations at Balaji Advanced Composites. We follow stringent quality control processes at every stage of production, from raw material selection to final inspection. High-grade resins and fibers are used to ensure durability and performance. Each product undergoes rigorous testing to verify its strength, load-bearing capacity, and resistance to environmental factors. Our manufacturing processes are supported by advanced technology and skilled professionals who ensure consistency and precision. This comprehensive quality assurance approach guarantees that our products perform reliably even in the most demanding conditions.

#### **Q 5. What industries benefit the most from your FRP solutions?**

While FRP may have a higher initial cost compared to traditional materials like steel or concrete, it proves to be more economical in the long run. Its resistance to corrosion and environmental damage significantly reduces maintenance and replacement costs. Additionally, the lightweight nature of FRP lowers transportation and installation expenses. In terms of performance, FRP offers superior durability, safety, and longevity, making it a more reliable choice for critical industrial applications. When evaluated over its lifecycle, FRP provides excellent value and cost efficiency.

#### **Q 6. How does FRP compare to traditional materials in terms of cost and performance?**

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#### **Q 7. Do you offer customization in your FRP products?**

Yes, customization is one of the key strengths of Balaji Advanced Composites. We understand that different industries and projects have unique requirements, which is why we offer tailored FRP solutions. Our team works closely with clients to understand their specifications, including dimensions, load requirements, environmental conditions, and design preferences. Based on these inputs, we develop products that meet precise functional and structural needs. This flexibility ensures that our clients receive solutions that integrate seamlessly into their operations while maintaining optimal performance.

#### **Q 8. What challenges do clients face with FRP, and how do you address them?**

One of the common challenges clients face with FRP is the perception of higher upfront costs and the need for specialized installation. At Balaji Advanced Composites, we address these concerns by educating clients on the long-term cost benefits and durability of FRP. We also provide detailed installation guidelines and technical support to ensure a smooth and efficient setup process. Our team is always available to assist with any queries or challenges during and after installation, ensuring that clients experience maximum value and performance from our products.

#### **Q 9. How does your company support clients beyond product delivery?**

At Balaji Advanced Composites, our relationship with clients extends beyond product delivery. We provide comprehensive support, including technical consultation, installation guidance, and after-sales service. Our team ensures that clients understand the proper handling and installation of FRP products to maximize efficiency and safety. We also offer ongoing assistance to address any operational challenges or maintenance queries. This customer-centric approach helps us build long-term partnerships based on trust, reliability, and consistent performance.

#### **Q 10. What are your future plans and growth strategy?**

Our future strategy focuses on expanding our product portfolio, adopting advanced manufacturing technologies, and strengthening our presence across domestic and international markets. We aim to continuously innovate and develop new FRP solutions that cater to evolving industrial needs. Sustainability is also a key focus, as we strive to create products that contribute to environmentally responsible infrastructure. By maintaining our commitment to quality, customization, and customer satisfaction, Balaji Advanced Composites aims to solidify its position as a leader in the FRP industry.