

DoseTech special risk industrial fire protection



Mike Feldon and JB Potgieter

DoseTech specialises in fire protection foam dosing technology and special risk fire fighting hardware. Their product range includes foam dosing systems, control valves, fire hydrants, foam concentrate, foam equipment, manual valves, fire fighting water cannons and fire fighting nozzles. “Our product range is of the highest quality and comprises a selection of European and USA fire fighting and protection equipment, manufactured to ISO

9001 standards and are FM, VdS, UL or NFPA approved, ensuring the best performance, long term service life and reliability,” said Mike Feldon, managing director of DoseTech.

He added, “We are totally focused on the fire protection industry, with the success of the FireDos unique foam concentrate dosing system, the complete range of Akron Brass products, which include nozzles, monitors, accessories and James-Jones hydrants from Mueller Co.

Although DoseTech represent quite a few brands, they shared the interview by FireDos, one of DoseTech’s global partners.

An interview with Mike Feldon by FireDos

The partnership between DoseTech and FireDos has existed for over 20 years. Feldon is not only a FireDos veteran but also an expert in the field of Special Risk Industrial Fire Protection. We asked him a few questions and



Commissioning Cape Town harbour sea water FD20000/1/3 foam proportioner with Ingo Wosch and Heinrich David, the founder of FireDos (on the left), Mike Feldon, JB Potgieter and Greg Buchanan from DoseTech



The DoseTech team



Commissioning the first M9 monitor in the world and in South Africa as well as a FireDos FD20000/3 proportioner, in Durban using food colouring as foam simulation

went on a little journey through time. "Once the industry embraced the FireDos technology and benefits, we began to successfully supply many projects, covering a wide range of industries and applications," said Feldon.

FireDos specialises in the development and production of innovative and reliable proportioning systems and extinguishing monitors for fire fighting. 13 000km in the south:

DoseTech is one of FireDos' southernmost partners. What is the core competence of DoseTech? Feldon said, "DoseTech moved into the fire foam proportioner industry 23 years ago when we secured the FireDos agency, our focus is special risk industrial fire protection."

How did you come to this business?

DoseTech was originally a chemical dosing pump company marketing electric motor dosing / metering pumps. In 1998 we

were introduced to the MSR Dosiertechnik (former FireDos company) and to the water motor dosing / proportioner industry from FireDos. I 'fell in love' with FireDos foam proportioners and made it my mission to introduce this amazing technology to the South African fire protection industry. This was a challenge due to the extremely conservative nature of the fire industry. They like to stay with what they know, even if the technology is old or troublesome, rather



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FireDos foam dosing proportioners and skids • Monitors and water cannons • Mobile dosing and monitor trailers • Bund, tank top and rim pourers





One of Mike's favourite projects: the installation of a FireDos foam proportioner at the Christiaan Barnard Heart Hospital helicopter landing deck. In the background a fuel ship offloading protection system where a FireDos FD20000 sea water foam proportioner had been installed

- ▶ than going with new technically beneficial technology. Once the industry embraced FireDos technology and benefits, we began to successfully supply many projects covering a wide range of industries and applications.

What is special about the South African market?

“Our market is very diversified. Our challenges remain the ‘old technologies’, which leads into our goal of continuing to become a reliable, knowledgeable product/ industry specific expert and information resource plus bring new technology and complete solution to our local market. Currently we are busy with petrochemical refineries and fuel storage depots, a sugar mill, a warehouse, an edible oil production and an ‘Isuzu’ paint shop in the new factory.”

For how many years do you work with FireDos? What was your personal highlight?

“I have personally been involved for 23 years now. This means I saw the old MSR company manufacturing blue pump proportioner throughout the factory and watched over the

years the red FireDos pump slowly take over the FireDos manufacturing facility as the foam proportioners demand grew. There were steady technical developments and innovations of both the proportioner and the monitors, resulting in the current smart and robotics technology, which is the next area of our growth and development as we look for opportunities for this latest technology.”

“My personal highlight was the opportunity to start up a new business with my father and FireDos and to see this become a success together, plus the privilege to have worked with the David family as they grew FireDos into the globally successful product we know today, adding the personal mentorship I received from Heinrich David through all the years I worked with him, which ultimately had a massive impact on our success in the fire industry.”

“Other highlights are all the firsts that we can brag about:

- First FireDos proportioner supplied into South Africa, Namibia, Mozambique, Botswana,

Zimbabwe, Ghana, DRC, Mali, Malawi and Nigeria.

- First M9 monitor installation, delivered to Durban
- First FireDos proportioner trailers in South Africa
- 271 FireDos proportioners sold by DoseTech”

You work where others spend their holiday, what is your ‘secret place’?

“I am very much privileged to work and live in Cape Town. I grew up in Johannesburg, a big concrete jungle and moved to Cape Town in 1992 to start a branch for a steam reticulation company. Then I had the opportunity to start a business with my father and my wife. We built a business, a family, educated our daughter in Cape Town, now Stellenbosch University. I made this city my home, said Feldon.

Cape Town is a very special place. As you rightly state, everybody wants to come here for a holiday.

What do you associate with FireDos?

“Quality, reliability, technically advanced with innovative technology, friendly, very easy to do business with and supportive.”



Corona, Ukraine ... the world is changing; how did and does this influence the team spirit of DoseTech?

“From the start of Corona lock down when we sent our employees home, I adapted a new philosophy: resolute and optimistic, with a positive approach to getting

through the challenges. And we did. Once we were allowed to move out of our homes, my team requested that we open the office and get back to ‘normal’, which we did. This had a great benefit to general moral. The war in Ukraine is a major concern.”

What is your future wish?

“World unity and peace and to grow our business, increase the knowledge about FireDos products and systems in our market, to improve our own knowledge and skills.”, said DoseTech Fire’s Feldon. ▲

The Christiaan Barnard Heart Hospital helicopter landing deck in front of Table Mountain

