

New IACCGH Member Spotlight Dharmil Patel | President, DDNKK Inc.

The Value in What Others Discard: Dharmil's Quiet Revolution at DDNKK Inc.

Some entrepreneurs build businesses by spotting opportunities. Others build them by seeing value where everyone else sees waste. For **Dharmil Patel**, that instinct became the foundation of **DDNKK Inc.**, a Houston-based petrochemical supply chain company focused on recovering, repurposing, and reintroducing off-specification materials back into productive use.

Dharmil grew up between India and the United States, and in both places, he found the same lesson waiting: his family's entrepreneurs, none of them formally educated but all quietly formidable, had built successful businesses not because the path was clear, but because they kept walking it anyway.

"That taught me early on," he says, "that with determination, focus, and a willingness to learn, almost anything is possible."

That mindset would eventually lead him to launch **DDNKK Inc.** in 2018 — built on a premise much of the industry had overlooked entirely.

The Gap That Became a Company

Before there was a company, there was a salesman looking for gaps.

Dharmil spent years after high school working in sales for small and medium-sized businesses while completing his degree in Information Systems — a combination that trained him, as he puts it, "to look for gaps in the market and opportunities others overlooked."

What he found was a quiet story about materials the system had stopped accounting for.

Commodity resins — the raw materials that become packaging, automotive parts, synthetic rubbers, and the ordinary fabric of manufacturing — would sometimes emerge from production or transit slightly contaminated or marginally off-specification. The industry's response, too often, was disposal.

Dharmil looked at those materials and saw something else entirely.

He noticed strong demand for U.S. petrochemical exports alongside a significant recovery opportunity and built a supply chain around it.

"We discovered that reducing waste and creating value could go hand in hand," he says, "which became the foundation of DDNKK Inc."

Upcycling as Philosophy

To understand what DDNKK does, it helps to sit with the language of the problem.

At DDNKK, off-specification or contaminated resins are cleaned, sorted, tested, and processed until they can re-enter manufacturing supply chains as fully functional materials.

The landfill that was once their destination becomes, instead, someone else's productive input.

The sustainability mission, Dharmil is careful to note, was not imposed from outside as a strategy. It emerged from the logic of the business itself.

Using data analytics, technology, and AI to make smarter decisions about inventory, transportation, and material utilization, DDNKK has built what he describes as a leaner operation — one where environmental value and economic value are not competing priorities, but the same priority seen from two angles.

“Sustainability and profitability,” he says simply, “can support one another.”

Houston as a Strategic Advantage

There is something fitting about the fact that this business is rooted in Houston.

The Gulf Coast petrochemical corridor — one of the most concentrated industrial ecosystems on earth — provides both the supply of materials DDNKK recovers and the network through which those materials reach global markets.

Ports, rail, trucking, warehousing, and decades of accumulated industry expertise make Houston, for those who know how to use it, one of the finest logistical platforms in the world.

“Being based here gives us direct access to producers, processors, logistics providers, and international shipping networks,” Dharmil says.

It is a reminder that sustainability does not happen in isolation from geography. The circular economy is also, necessarily, a logistical one.

Community and the Long View

As one of IACCGH's newest member companies, Dharmil's decision to join the Chamber reflects how he thinks about business at its core.

In international trade, relationships and trust are not soft advantages — they are the work itself.

He looks forward to building meaningful connections and contributing to conversations around entrepreneurship, sustainability, and global trade.

There is, in this, the quiet influence of those family entrepreneurs he watched growing up — patient enough to let a business become what it needed to become.

His vision for the industry reflects that same patience.

“The future lies in circular supply chains where materials are recovered, upgraded, reused, and kept in circulation for as long as possible,” he says.

Technology and automation will reduce waste while creating economic value, and the companies that endure will be those that have learned to treat profitability and environmental responsibility as a single, unified objective.

For young professionals building purpose-driven businesses, his counsel is earned and direct:

“Stay curious and focus on solving real problems. Don’t be afraid to enter industries where you lack experience. If you create genuine value and remain willing to learn, opportunities will follow.”

For Dharmil Patel, the future of business lies not only in growth, but in building smarter, more sustainable systems — proving that innovation and responsibility can move forward together.