

## Partner with Pioneer Safety Group

We are looking to expand our distribution network and identify channel partners across the world who specialise in the supply of products and services to businesses that operate with hazardous areas.



We are a specialist group dedicated to industrial safety solutions, including explosion protection for hazardous areas throughout the supply chain. Products and services are delivered through these brands.

**Ex-tech®**  
SIGNALLING

Audio / visual warning solutions such as explosion proof sounders and beacons.  
Made in the UK.

**Ex-tech®**  
SOLUTION

Exd and Exe enclosures, controls and components for hazardous areas.  
Made in France.

**Petrel**  
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Manufacturer of explosion proof lights and lighting design for hazardous areas.  
Made in the UK.

**PYROPRESS®**

Ex switches and transmitters for monitoring pressure, temperature level and more in potentially explosive atmospheres.  
Made in the UK.

**PYROBAN®**

Ex diesel engine kits, Ex powerpacks, Ex materials handling conversions, gas detection for vehicles and more.

**EXSOLUTIONS®**

Ex engineering, ignition risk assessments, Ex sensors, Ex product design solutions / consulting, fire risk management, ATEX training and more.

### KEY CRITERIA FOR BECOMING A PARTNER

## Are you the channel partner we are looking for?

- **Integrity:** Your business should be built on strong ethics and straight dealing
- **Business capacity and enterprise:** You must have a team of sales and technical staff dedicated to serving the target segment with deep knowledge of their end user's needs
- **Territory knowledge:** You should understand key players, projects and local regulations
- **Knowledge:** You should have a good technical and commercial understanding of the product line or allied lines
- **Strong working capital:** You should have the ability to stock to service local market expectations
- **Marketing:** There must be a proven level of relevant marketing activity in the market segments served that can be dedicated to promoting specific Pioneer Safety Group brands through exhibitions/seminars, social media, website, email and more

If your company meets the above requirements and wants to become an authorised distributor, reseller or value partner for one (or more) Pioneer Safety Group brands, please send your company profile, market development plan, and investment commitment to your chosen brand(s).

See over for contact details, benefits and opportunities.

## Benefits of working with us

Pioneer Safety Group companies are driven by the same business values and integrity, with a clear purpose of protecting people, their investment, and our environment – without compromise. That means our product quality, reliability, performance, and safety are second to none. Our products and services help businesses comply with tough health and safety challenges giving partners the opportunity to win business in a variety of sectors. By working with us, you'll get:

- Premium quality products built for reliability and safety
- Great value products, profitable returns
- Unmatched technical support
- Product compliance
- Warranty programme
- Training and customer support, regular contact and follow up
- Recognition of working with leading European brands
- Qualified leads sent to you for your agreed territory

## Opening opportunities in many sectors

Pioneer Safety Group works across many different sectors, in particular, those that operate in hazardous or harsh environments or where flammable material is being handled or processed. Here are just a few examples of the markets you'll be able to access in your sales territory.

- Materials handling
- Food, drink and distilleries
- Manufacturing
- Logistics
- Chemical, coatings and inks
- Oil and gas
- Petrochemical
- Defence
- Nuclear
- Pharmaceutical and cosmetics

## Protecting people, their investment and our environment

**Ex-tech**<sup>®</sup>  
SIGNALLING

**PYROPRESS**<sup>®</sup>

**PYROBAN**<sup>®</sup>

**Ex-tech**<sup>®</sup>  
SOLUTION

**EXSOLUTIONS**<sup>®</sup>

**Petrel**<sup>®</sup>

Get in touch today and start your journey with the Pioneer Safety Group.

**T: +44 (0) 1273 456800**



**PIONEER**<sup>®</sup>  
SAFETY GROUP

**[www.pioneersafetygroup.com](http://www.pioneersafetygroup.com)**

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