

Channel Partner Profile

Unique Safety Products



The Netherlands &
Regions of Germany

Providing the best safety solutions together



About Unique Safety Products

Unique Safety Products (USP) are a leading supplier of high-quality machine safety solutions tailored for various industries. Their team of sales engineers are committed to recommending the best products that fit their customers specific industry and machinery needs. At USP, they prioritise creating a safe and efficient work environment by meeting the strictest safety requirements through premium products and support. Each product in their portfolio is designed to meet industry requirements and offer superior quality, functionality, and durability, ensuring flawless performance even in the most demanding industrial conditions.

Products

- Machine guarding
- Safety switches
- Safety sensors
- Access control systems
- Trapped key interlocks
- Lockout-tagout systems
- Laser scanners
- Signal lights
- Radar scanners
- Process interlocks
- Enabling switches

Key Industries

- Manufacturing
- Automotive
- Food & beverage
- Pharmaceutical industries

WORKING TOGETHER



OUR PARTNERSHIP

USP has proudly partnered with Fortress for over 15 years.

FAVOURITE PRODUCT RANGE

USP's favourite range is the amGard^{pro} range. This innovative solution is gaining more demand as production companies increasingly adopt networked systems that provide greater insights and statistics, reduce cabling requirements, and lower the total cost of ownership.

MOST INTERESTING PROJECT WITH FORTRESS

Some of the most interesting projects they have undertaken involves bridges, rollercoasters, animal enclosures in zoos and other non-traditional machine safety applications. They have observed an increasing demand for these projects, driven not only by the need to comply with regulations but also by the advantages of integrating mechanical trapped key systems. These systems offer enhanced safety features and operational benefits, making them highly sought after in various settings.



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TESTIMONIAL



It has been a pleasure working with USP to promote the sales of the Fortress range across the Netherlands & regions of Germany. I'm looking forward to continue this partnership and growth with such a professional and passionate team.



John Radford,
Head of Sales Europe,
Fortress Safety

MOVING FORWARD

CURRENT CHALLENGES IN THE MARKET

The European industry is currently facing significant challenges due to rising energy and labour prices, coupled with increasing government regulations. These factors are contributing to declining investments in European production sites. At USP, they recognise these hurdles and are proactively adapting their strategies to support their clients in navigating this complex landscape.

EXCITING PLANS FOR THIS YEAR

USP have welcomed three new team members in the past months and plan to continue this growth. Additionally, they are investing in enhanced coverage across their regions, aiming to provide the best support and services to their clients.

FOR THEM, SERVICE IS NOT A DEPARTMENT BUT AN ATTITUDE

At USP, service excellence is ingrained in the company culture. They strive to deliver the best service in everything they do, approaching every customer interaction with enthusiasm and commitment. USP's passion for the brands they represent and dedication to finding the best solutions for their customers drive them to exceed expectations and build lasting, trust-based relationships.

USP's team of experts are always ready to assist you in selecting the perfect safety solutions for your industry and machinery. Whether you need guidance on product selection or support with implementation, USP is there to ensure your work environment is both safe and efficient. Visit their website www.uniquesafetyproducts.com or contact them directly via [+31 \(0\)10 8224400](tel:+31(0)108224400) or sales@usp-safety.com to consult with an expert and discover how USP can enhance the safety and productivity of your operations.

