



## Stallion secures mining industry

*Stallion Security is one of the largest, most respected security companies in South Africa, offering not only a guarding service, but an integrated security solution.*

Looking back at this phenomenal success we need to understand what the ingredients for this success has been. From the outset, Stallion has been driven by the goal of not necessarily being the biggest, but always trying to be the best.

Stallion's philosophy is simple: deliver superior service to your clients at all times, care for your workforce to ensure they are always happy and motivated, never stop learning and improving your service, and always maintain the drive to be the best.

This is the recipe that has taken Stallion from 16 guards to well over 8 000, with a national footprint and branches in Lesotho, Botswana and Namibia.

Stallion's medium-term strategy can be broken down into three key elements – expand into Africa, expand its mining footprint, and the expansion of its electronics business.

The expansion into mining and growth of the electronic business go hand-in-hand, as they look to steer away from traditional guarding and change mining security to offer an integrated security solution, reducing manpower by the effective use of electronics and intelligence

networks. This, combined with the training of strike teams on all the mines it secures, has helped Stallion become a partner with their clients rather than just another guarding provider.

Stallion has, at the same time, understood that the community in all these areas are important and has launched numerous schemes to help support and uplift the local communities and charities.

Four years ago, Stallion targeted the Witbank/Middleburg area, as well as the Northern Cape, to expand its mining footprint and experience.

Although a steep learning curve, Stallion is very proud of the phenomenal success it has achieved.

Stallion Security now secures some of the largest mines in the country, boasting experience in all aspects of mining from coal and iron ore to diamonds, gold and platinum.

Stallion's mining growth, although slow at first, has been phenomenal especially in the Witbank/Middleburg area, where it has become one of the largest security suppliers.

Stallion is currently moving its offices from the current office in Witbank to the Middleburg area, and will be opening a learning centre to

cover both security training and basic mining training in 2012.

Stallion's plans are simple. It will be targeting two new major areas from 2012, these being Rustenburg and Steelpoort, with all their surrounding areas while continuing to grow its base in the current areas.

Stallion's investment into both its electronics and national footprint has definitely started paying off, and we are sure Stallion's name will become synonymous with mining all over the country if the past four years are anything to go by.

In saying all of this, growing our business requires a certain type of love for what we do, and we succeed because our labour is based on what we love to do, and that is security.

We know that only the most dedicated, most committed, most action-orientated people succeed in our business because, ultimately, it is about our service delivery and detail to customer satisfaction.

Stallion has tapped into our funds to ensure stable, proper growth in the Middelburg and Witbank areas, and by employing the right calibre staff and management, we know we can rely on them to get the work

done right the first time, especially in periods of fast growth.

Stallion is in business to build and create a name for itself that will continue to make us a serious contender in the security industry. ■

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