

CENTURION

The local face of home and business security

Not many successful Canberra businesses get away with rewarding their staff with a pat on the head and a juicy bone. But when your team includes a canine (K9) unit, that sort of reward is greeted with real enthusiasm.

Establishing a specialist team to train handler-and-dog units is just one of the ways local company, Centurion Home and Business Security, has expanded to meet Canberra's growing security needs.

Centurion began in 1999, initially providing security consulting. In 2004 the company started providing on-site security for its first major client, Wests Rugby Club. Several years later and the Club remains a valued client while the business has grown significantly.

"We now employ over 120 full-time security officers and 20 security dogs, and we work with more than 1,000 clients across the Canberra region," says

Managing Director, Troy Cassell.

Troy, and business partner Karen Cassell, believe that whether they are providing security to homes, small businesses or large government departments, the bottom line is all about partnerships.

"Our business is founded on building partnerships with people – from recruiting the best security professionals to providing the best security service to every client, regardless of size," says Troy.

Karen, also a licensed security operative, agrees.

"Strong local business and community partnerships is what makes Centurion different to other companies in the market," she says. "As a locally owned and operated

company, we find that Canberra home and business owners benefit from our local area knowledge which is essential to achieving real-time results – we do more than just report a problem after its happened," she says.

"It means we can develop security packages and products tailored to meet the unique needs of our region's home owners, small, medium and large businesses, and government departments," says Troy.

For example, the Centurion team recently worked with a local construction company to develop a tailored security solution that put a quick stop to on-site burglaries. Having been hit twice in the same week, the company contacted Centurion for expert help. The owner wanted the thieves held accountable – he thought it could be an inside job. Within hours, Centurion provided a security risk assessment and recommended after-hours surveillance of the site.

On the second night, hidden Centurion staff saw some men jump the fence. Just minutes later, Centurion staff, including a K9 Unit, tracked the intruders to the first floor of the building and detained them until the police arrived.

"We know that quick response is crucial to both prevention and protection, which is why we position our patrols Canberra-wide," explains Troy. "We operate one of the largest mobile patrol fleets in the region covering all areas of the ACT and Snowy Mountains 24-hours-a-day, seven-days-a-week."

Centurion applies the same level of professionalism and dedication whether providing security for businesses or homes.

Troy and Karen recognise that their security operatives are the face of Centurion and the frontline for their clients. They also know that the support, encouragement and experience of their management team is essential to upholding their high quality services and work ethics.

The management team has an impressive record of industry experience and training, including intelligence, policing and army training.

"These are seasoned professionals," says Troy. "They mentor and train our staff in all the key security skill areas. They also drum into new recruits the importance of



Troy and Karen Cassell and the Centurion management team L-R Dean Tranda, Shane Tupa, Chris Burgess

Photos: Andrew Skorski

honesty and integrity on the job – our code of conduct is not negotiable."

Centurion teams are all fully licensed under the Security Industry Act. They also have current first aid certification and diverse skills from mediation and negotiation to interpreting regulations and legalities under the Crimes Act.

The company's comprehensive training program includes the highly trained handler-and-dog combination which is virtually impossible to hide from. The Centurion K9 breeding program is internationally recognised – as well as training dogs for their own patrol teams, the breeding program also supplies law enforcement dogs to the police, military and private security organisations, nationally and internationally.

While international recognition of canine training excellence is welcome and well-deserved, Troy and Karen are firmly committed to the Canberra region. Building local partnerships, they agree, is essential to being part of the Canberra community.

"As a local business, we know the importance of giving back to the community that supports us," says Troy. "We actively support and sponsor a range of community programs from sports groups, including junior sport, to health promotion initiatives. This year we're especially pleased to support Camp Quality."

"The thing about community and business partnerships," Karen adds, "is that by working together you achieve the best results for everyone. Centurion's security business is not narrowly focused on financial

growth. Our business is about looking to the future and working with our teams and with the local community to be the best we can be." ■

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Centurion security solutions, tailored to meet your home and business needs:

- simple to complex security risk assessments
- electronic security installations (CCTV, alarm systems)
- back-to-base alarm monitoring (Grade A1)
- security guards, armed and unarmed
- Canberra wide mobile patrols
- alarm responses
- specialist K9 protection and patrol units
- cash-in-transit security
- 24-hours-a-day, seven-days-a-week.

Visit www.centurionprotect.com or call 1300 138 769 for a confidential free assessment of your home and business security needs.