



# A Matter of Trust

## 15-Year Anniversary Delta Safe Security

In the early 1990s, Bert Graaff, Managing Director of Delta Safe Security, was at a turning point in his life without even being aware of it. He had been working as a mechanic in a hospital, and, being a strong sportsman, was asked to take care of security in local bars. At that time, the security business was a world full of renegades, but it was gradually changing into a more regulated and certified industry. "The assignments were also changing, from simply acting as a bouncer to being a host for all kind of events, a situation I felt more comfortable with," Mr Graaff explains.

"I decided to get the necessary certificates and in 2001 I was granted an official permit to start my own security firm. The number of clients in the Zeeland entertainment business was on the increase and I started to receive assignments for taking care of security at large events like Film By the Sea," Mr Graaff says. "It was really a period of pioneering. Because I found it important to appear personally at every job we took on, I could see when things were going well or badly; this was also the time when everyone in Zeeland started to know me as someone with a decent and honest reputation, doing things as promised."

### A Better Proposal

In 2005, the company decided to focus on surveillance and the monitoring of facilities. Mr Graaff: "The upcoming crisis was in fact a blessing to us as companies started to look at ways to economise on security. As a mid-size player, we were able to compete with the big national security companies and could offer a better proposal for less." In the meantime, the company grew to a staff of 110 and Michel Staat joined Mr Graaff as Operations Director. Since the new ISPS

regulations for ports were introduced, the number of clients in the port areas of both Vlissingen and Terneuzen has grown, and today around 50% of the staff work in the Zeeland port area.

"In the port we take care of security for industrial as well as logistics companies," Mr Graaff says, explaining the presence of the company in the port of Zeeland. "But throughout the years, the work our people do in the field has changed a lot. Work is not limited to simply opening the gate for trucks and visitors anymore."

### Added Value

Work has expanded to include the clearance of goods, checking the identity of workers, registering visitors and instructing both visitors and staff about the law and regulations related to the site or terminal they are entering. In the case of hazardous situations, a security officer often acts as a coordinator.

"In the port, security is not just a matter of theft-prevention. A company has to deal with a lot more risks and our staff helps to take care of this. On the other hand, more and more monitoring is taking place electronically and from a distance, so this extra work is of added value to our people. Not



Photo courtesy of Scherpi Fotografie

OPERATIONS DIRECTOR MR STAAT (LEFT) AND MANAGING DIRECTOR MR GRAAFF OF DELTA SAFE SECURITY.

surprisingly, because of this, the educational level and capabilities of the people we recruit have changed over the years," Mr Graaff states.

### In Good Health

This year Delta Safe Security is celebrating its fifteenth anniversary. The company is in good health and looking forward to further growth. Mr Graaff: "We differ from our competitors in various ways. We really make a great effort to recruit the right person for the right job, and most importantly, we stay focused on the south-western part of the Netherlands. We will always keep the interests of our customers in mind and because of this, we have realised a high level of goodwill in and outside the ports of Zeeland. After fifteen years, we are convinced that this method has helped us to advance. In fact it is very simple: the security business is just a matter of trust!"

WWW.DELTA-SAFE.NL

### Mobile Monitoring – Prevention through Temporary Protection

Delta Safe Security is always looking for the right solution for any given situation and recently introduced its Mobile Surveillance equipment onto the market. This equipment can be put into operation very simply and fast wherever temporary protection of goods and facilities is required. The equipment is fitted with cameras that send real-time images online to any place you like, either to a surveillance company like Delta Safe Security or to your own (mobile) device, making a swift and accurate response very easy. The state-of-art software provided by Detec is capable of immediately recognising suspicious persons. The eye-catching colours and size of the equipment make it highly visible, which gives it a preventative effect of its own. Very often, a discount is granted from insurance companies when using this equipment.

More info: [www.mobiele-bewaking.nl](http://www.mobiele-bewaking.nl)

