

ALLIED MINING SERVICES LIMITED

BRINGING THE WORLD
TO EAST AFRICA



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With a history of 13 years in the mining industry and two generations of experience in the procurement sector, Allied Mining Services Limited continues to be a key contributor to East Africa's growth

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As much of the Western world spent the latter years of the last decade and the first few of this battling the global recession, the economies of Tanzania, Kenya, Rwanda, Uganda and Burundi have flourished. With each country experiencing economic expansion of between five and ten percent during the years during and following the crisis it comes as little surprise that East Africa has since been considered the core of Africa's growth.

In recent years the prosperity of the region has benefited countless companies and businesses, particularly those that inhabit leading positions in their respective fields. Allied Mining Services Limited is a major supplier and stockist of mining, construction, industrial and agricultural products in and around East Africa.

With a history of many years in the mining industry, not-to-mention two generations of experience in the procurement sector, Allied has achieved a strong foothold in the mining and construction market sectors. From what was once a small retail shop the company would go on to become one of the fastest growing businesses in Tanzania.

"Thanks to the experience of two generations, as well as an apt and powerful team, and our 'Yes' mentality we have seen the business go from strength to strength," states Managing Director, Ashish Pattni. "In that time our team has been able to gain extensive knowledge, expertise and understanding of the market which, when combined with their high degree of expertise, allows them to provide the type

of service that drastically reduces the end user's time and money."

Professionalism has always been the quality that Allied has considered to be its core strength, something which it ensures goes hand in hand with ensuring 100 percent customer satisfaction. "We pride ourselves in ensuring customer satisfaction is our number one priority, continuously striving for excellence," Pattni continues.

Allied's excellent track record over the years has meant that it is today partners and distributes a wealth of major brands and products commonly used throughout the mining sector, a fact that allows the company to source solutions world-wide at an affordable price. Among the key product manufacturers that Allied can call itself a distributor of, one can list 3M, Uvex, Heckel, Hardox Wear Plates, Yale Lifting Equipment, Buccaneer Pumps, Ridgid Power Tools, Karcher to name but a few.

More recent developments have seen the company agree partnerships with a number of other reputable players, specifically Heckel Footwear, Karcher High Pressure Cleaners and Ridgid Power Tools. In addition to this, the company has gained a fleet of vehicles that will now be used for transportation and leasing and hiring.



"Our manufacturers are carefully short-listed and tested to ensure we provide the best quality products, abiding by ISO standards," Pattni highlights. "Allied is a highly reputable and reliable company where the end user can be assured to be the recipient of paramount service that exceeds all expectations. This means that we are commonly referred to

as the one-stop supplier and stockists for all requirements within the mining and construction sector."

Tanzania has long been one of the major contributors to East Africa's growth and Allied has been operating in the country since its own inception, playing its part in the development of the country, something that it has been justly recognised for. "In 2011," Pattni explains, "we were honoured to become the recipient of the "Second-Best Tax Payers Award" by the Tanzania Revenue Authority. To us this further reinforces the

13 YEARS

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Experience that the company has of operating within the mining sector

fact that we exist as one of the key players in one of the country's leading business sectors and that we continue to improve ourselves with each passing year."

Allied has been the heart and soul of East African development, boasting years of experience in the industry

and market sector. "We pride ourselves in being one of the number one suppliers in Tanzania and one that has taken growth to another level," Pattni explains.

With the world's eyes having increasing turned to Africa in the last several decades

"ALLIED HAS BEEN THE HEART AND SOUL OF EAST AFRICAN DEVELOPMENT, BOASTING YEARS OF EXPERIENCE IN THE INDUSTRY AND MARKET SECTOR"



“IT DOES NOT MATTER IN WHICH AREA A BUSINESS IS LOCATED, SUSTAINABILITY SHOULD BE THE KEY CORE VALUE OF THE COMPANY”

in the pursuit of investment and business opportunities, the importance of the fact that Allied has been present in the market for so long is certainly not lost on Pattni. “The mining and construction markets have long been, and continue to be, hugely important to Tanzania’s growth as a nation. By being ever-present in the country we have enabled ourselves to remain ahead of

the curve in comparison to a great many of our international competitors that are relatively new to the scene.” As well as contributing to the economic development of Tanzania, Allied also has a long track record of playing a role in improving the sustainable growth of the mining and construction sectors, something that has risen from the fact that the company

believes that sustainability should be the driving force behind any business, which is in turn incorporated into its core values.

“In an ideal world, any company would like to sustain their business for a life-time,” Pattni explains. “Therefore it does not matter in which area a business is located, sustainability should be the key core value of the company and as such one should always work to ensure that this train of thought grows horizontally and vertically within their business model. We at Allied Mining believe this and always ensure we adapt to the market requirements to ensure sustainability is always achieved.”

In much the same way as Pattni believes that sustainability should be a goal that all businesses strive towards, he also recognises

that for any business the ultimate goal should be to become the leading figure in its chosen field and sector. “In many ways,” he concludes, “Allied Mining has already achieved this goal in Tanzania and as such it is now our job to retain this position in the marketplace. Meanwhile, it is now our aim to focus towards the rest of East Africa and provide the same services to the mining and construction sector in countries across the region, doing so on the basis of what we have achieved in Tanzania.” **BE**

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