

ANLANCE PROTECTION, LTD.



The year was 1983 and Barry Wilson had hit bottom. He was broke, homeless and living in his car. With the support of family and friends he started painting houses to earn a few bucks and slowly began rebuilding his life. Today, Wilson heads Anlance Protection, Inc., a security agency employing nearly thirty people and grossing more than a \$1 million a year.

Things began to turn around for Wilson in 1985 when he was practicing martial arts in his front yard. A neighbor who ran a small security firm took notice of his moves and asked if he would be interested in helping with some security assignments. Wilson jumped at the chance and began working plainclothes security, anti-theft operations, personal protections and surveillance.

"I discovered I had a knack for keeping people and circumstances calm during intense moments," Wilson explains. "I also realized I needed more skills and training."

Wilson enrolled in a private personal protection training academy, although it took several years to pull together the funds to complete the courses. When he graduated in 1991, he organized Anlance Protection, Ltd., along with Operations Director Paul Triffet.

Cash was tight and hours were long in the early days and gross earnings the first year totaled only \$16,000. Wilson continued to spend half his time painting houses to earn enough to survive.

The struggling security agency got its big break with a contract to provide anti-theft services for two grocery chains: Steeles and Leever's. Those jobs saved the company

financially. This was followed by two high-profile 'close protection' assignments—one for the staff of Pope John Paul II during World Youth Day, and the second for former Vice President Dan Quail.

The firm's early days were filled with what Wilson calls 'learning experiences' that reinforced his personal motto, "There has to be a way."



One of these 'learning experiences' came when the firm was protecting a show horse and decided to use a guard dog team and handler to assist surveillance and back-up. When movement from intruders was detected in the paddock, the handler called a warning, and the fierce guard dog was turned loose. Unfortunately, Wilson was also hidden in the paddock and a vicious guard dog was bearing down on him. "I barely got out of the way, although the dog bit into my boot before his handler called him off," Wilson recalls. The 'learning experience' Wilson took from this adventure was, "Always communicate your whereabouts."

Currently, the Anlance staff totals twenty-six, with plans to expand to thirty. The customer base includes local government facilities, businesses, corporate headquarters, manufacturing, schools, medical facilities, associations and individuals throughout Northern Colorado.



Right: Barry Wilson.