

Iain McCallister

Iain McCallister is the Managing Director of the successful specialist security company Man Commercial Protection Ltd, which was founded in 1993 with his late father, a retired policeman. From Bentley Birmingham and local authorities to Mike Tyson and residential addresses, Man Commercial Protection Ltd is the chosen security specialist for peace of mind. In this interview Iain talks to Katie about staying at the forefront of his industry.

Interview by Katie McPhilimey

Iain, Man Commercial Protection Ltd is a specialist security company, you operate in various fields from personal protection to security for businesses – can you tell us a bit about the range of services you provide?

Well we were founded in 1993 when my late father retired from the police force and at the time I was a professional boxer, we decided that we wanted to do something together that utilised both our skill sets and we set up a small security company at the time looking after small properties, but the company rapidly grew through reputation to the size that we are now – employing over 200 staff. From our Solihull Head Office we operate a 24-hour control room with staff working shifts over the 24-hour period, working with national companies on a daily basis.

You have over 200 staff; do you have a process for securing the right people with the right skills?

Over the last four years our industry has to go through a process of government legislation to ensure all staff are SIA standard – SIA stands for Security Industry Authority – it's a government stamp. All staff are trained to this standard and licensed and issued with an SIA badge which lasts for three years and then it is renewed for a further three years if they are still meeting all the standards. We as a company are one of only 450 in the whole country that are SIA approved contractors, so we appear on the official SIA website as an approved contractor for three separate areas: Door Supervision – looking after pubs, clubs, events, casinos; Static Guarding – which includes car dealerships, retail outlets etc.; Key Holding and Mobile Response – we are approved to hold keys at our

Head Office and provide mobile response 24 hours a day, 7 days a week.

The celebrity side of your work must offer very different challenges to the residential and business side of your work, do you have to spend time with them working out how they want you to operate and how visible they want you to be?

Yes definitely, over the years we've worked with many high profile clients. It started in 1996 working with Ocean Colour Scene which lasted until 2002, from 2002 we worked with Paul Weller until 2004, we've worked with UB40 for numerous years. We do an incredible amount of work with the boxing industry, we've worked with Frank Warren's Sports Network since 1996

looking after many high profile sporting figures to include Mike Tyson, Ricky Hatton, Joe Calzaghe and all the meetings that take place with the management team, we work through the complete risk assessment including the covert security and also the visibility of the team, at times they would like us to remain covert and other clients like the security to be extremely visible, maybe as a deterrent.

The security industry has changed so much over the years as requirements change and indeed the 'dangers' or threats that businesses face change, how does Man Commercial Protection Ltd stay at the forefront of these 'challenges' shall we call them?

Because we are SIA approved contractors and because we are audited

