

GUNNEBO

GLOBAL

no. 1
2004

The Magazine for the Gunnebo Group



New customer demands

Big theme special



Award winner

Bjarne Holmqvist
honoured in memory
of Nobel Prize winner



Regular customer

Jean-Yves Grange
has witnessed some
incredible developments



Expansion

Gunnebo Group grows
– German Elkosta a
strategic acquisition



DEAR READER

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Continued profitable growth

After two years of consolidation and improvements in margins, it is now once again time to focus on profitable growth. So far this year we have acquired four companies with just over 300 personnel and with a combined annual turnover of approximately 500 million Swedish kronor.

The acquisitions – Securibel, Elkosta, Chubb Lipps and Chubb's security business in Belgium – have strengthened our market positions considerably in Italy, Germany, the UK and Belgium, while enabling us to expand our product range in external perimeter protection. They have also expanded the vital service operation.

The inauguration in March of the expanded, modernised factory in Halol, north-west India, was highly successful and had a big impact on our customers and in the Indian mass media.

We now have everything in place to develop our business in India, and we are also confidently looking forward to powerful expansion in the other markets in which our new division Gunnebo Asia Pacific operates.

In this issue of Gunnebo Global we take an in-depth look at the demands of the 'new customer', which nowadays cover advanced technology, good service and often complete security solutions. These aspects must also be combined with increased efficiency in the customer's ordinary operations.

Gunnebo has a strong, broad foundation in its core operation. Our business covers many markets. We will now continue to expand in our prioritised areas around the world.

Yours sincerely,

Bjarne Holmqvist
President and CEO



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Halol plant inaugurated

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Bjarne Holmqvist awarded the Gustaf Dalén medal

Gunnebo's President and CEO has been awarded the Gustaf Dalén medal for his spirit of enterprise and his successful work in transforming the Group into a world-leading security company through streamlining measures and new technology.

The Gustaf Dalén medal is awarded annually to a graduate of Chalmers University of Technology.

The medal is awarded in memory of the inventor and Nobel Prize winner Gustaf Dalén, for meritorious endeavours within Chalmers University of Technology's areas of expertise.

The jury's motivation was:

"Bjarne Holmqvist is being awarded the medal for his spirit of enterprise in building up a strong security company based on global streamlining of production systems and the intro-



Bjarne Holmqvist receives the Gustaf Dalén medal at a ceremony at Chalmers University of Technology.

duction of new technology in security systems. Bjarne Holmqvist combines a visionary attitude to development of the company with a strong will to implement the measures required for this development."

The medal was presented at a formal ceremony in connection with the annual spring dinner of the Chalmers Alumni Association in early May.



Lena Olving.

Lena Olving – new Gunnebo Director

At the Annual General Meeting in March, Volvo Cars quality manager Lena Olving, 48, was voted onto the Gunnebo Board of Directors. She replaces Rolf Ekedahl who has decided to step down after 10 years on the Board.

"Gunnebo is a well-run company with an interesting business concept. My background is in a completely different industry, i.e. automotive, but considering my experience of industrial and market issues – combined with the fact that I've lived in Asia for five years – I think that in the long term I have a great deal of knowledge to bring to the Board's work," says Lena Olving.

Since gaining a Masters in Engineering at Chalmers University of Technology in 1981, Lena Olving's career has included 10 years at Volvo Car Corporation in Skövde, four years as Managing Director of Volvo Cars' local operations in South-East Asia and Manager of Samhall Högland AB. In addition to her Board duties at Gunnebo, she is also on the Board of Alfa Laval.



Visit the Gunnebo stand at Skydd 2004 in September

On 21-24 September, the Skydd 2004 security and protection fair will be held at Stockholm International Fairs.

EA Rosengrens, Rosengrens Larm, Troax, Gunnebo Perimeter Protection, Gunnebo Entrance Control and Gunnebo AB will be jointly displaying their products and services at stand A12:10 – just inside entrances 14 and 15.

Some of the innovations on display will

include Rosengrens' new Capella and Polaris safes, Gunnebo's solution for the self-service bank, the latest in alarm technology and machine protection that is easy to assemble. The fair will also be the Swedish premiere for attack protection screens and a new model of the lightweight gate EntraSec.

P.S. Present this article (or a copy) at the stand to receive a useful gift!



The EntraSec sliding gate.

Strong focus on EntraSec sliding gate

One year after the launch of the EntraSec sliding gate, Gunnebo Perimeter Protection is continuing its campaign by introducing the EntraSec Type 1. The new gate is designed for smaller passages and lower heights.

EntraSec is a motorised sliding gate that provides effective control of entering vehicles.

Thanks to its lightweight construction and low friction, the gate is operationally reliable and has a long life span. The

EntraSec Type 1 complements the product range launched in connection with the major Baumesse construction fair in Germany last year.

The new gate is specially designed to open up to six metres and comes in several heights from one metre upwards.

The small gate considerably strengthens the Gunnebo Perimeter Protection product programme. The EntraSec Type 1 also appeals to the growing private market, for example.



Rolf Ekedahl, who declined re-election, was thanked for his services at the AGM by Chairman Roger Holtback. Ekedahl is being replaced on the Board by Lena Olving. The revised Board of Directors for Gunnebo AB is therefore as follows: Roger Holtback, Nils Olov Jönsson, Mikael Jönsson, Sten Langenius, Martin Svalstedt, Bjarne Holmqvist and Lena Olving, along with employee representatives Claes-Göran Karlsson, Ulf Jonsson, Bo Anders Hansson and Göran Törnvall.

Left: President and CEO Bjarne Holmqvist.

AGM attendance record

240, 100 and 10. Three important figures for Gunnebo.

CEO Bjarne Holmqvist talked about them in his speech at this year's Annual General Meeting – an AGM that once again attracted a record attendance!

An occasion with traditions: a fitting summation of Gunnebo's AGM.

This year's meeting was held on 29 March, and in keeping with tradition it was another record year in terms of attendance. A total of 400 shareholders, accompanying guests and specially invited people were present at the Chalmers student union in Göteborg.

Chairman of the Board Roger Holtback called attention to another fine tradition in his welcome speech:

"Once again the beautiful spring weather coincides with our annual meeting," said Holtback, alluding to the warm spring sunshine outside.

Of course, the most interesting tradition is that Gunnebo is once again holding its AGM with a continued rising share price. The good atmosphere among the

shareholders was clear during the traditional mingle before the meeting itself. Viewed over time, Gunnebo is one of the Stockholm Stock Exchange's big winners. Several shareholders Gunnebo Global spoke to said that the value of their shares had increased several times since they bought them.

FIGURES TO SHOUT ABOUT

Group President and CEO Bjarne Holmqvist decided to build his formal address around three figures: 240, 100 and 10.

"I would like to begin my speech by looking back and giving a summary of a few important milestones for Gunnebo. 240, 100 and 10 are important figures for Gunnebo," said Holmqvist, explaining the significance of the numbers in Gunnebo's history.

The 'old' Gunnebo celebrates 240 years this year. In 1764, shipbuilder Hans Hultman established the first foundry in Gunnebo, southern Sweden. Nails and hooks

were needed to build ships. This was the origin of an industrial company that 240 years later would be a world-leading security group.

100 years ago Gunnebo was listed on the Stockholm Stock Exchange for the first time. Then as now, modern technology was a hallmark of Gunnebo. In the early 20th century, cableways and oxen were used to transport goods between the various plants.

Counting from 2003, it is 10 years since the venture capital company Hedef Kapital AB was founded.

"Bigger, important investments were made in companies such as Gnosjö-Gruppen, Nimbus and NBB Nordisk Bilbelysning. The following

year our first wholly-owned subsidiary, E A Rosengrens, was acquired and we became an investment company," said Bjarne Holmqvist.

In 1995 it was time to buy Gunnebo, a spin-off effect of the earlier acquisition of the entire Gnosjö-Gruppen.

240

...the age of the 'old' Gunnebo this year



Good food and fine music were on offer at the AGM.



The assembly hall at Chalmers student union in Göteborg was full at the AGM on 29 March this year.

— again!

At the time Hidef was a small industrial conglomerate without any clear direction. “The question was what should we focus on, where was there potential for growth? These were the types of questions I thought about a great deal in late 1995 and early ‘96.”

After further analysis, the Group management and Board decided to transform Gunnebo. Gunnebo the industrial conglomerate would become Gunnebo the global security corporation. The business plan was to expand rapidly, especially through acquisitions and international growth.

Looking back, we can now see that the transformation number was very successful.

Between the years 1995 and 2001, the Group was transformed from a conglomerate into a global security group. During this period Gunnebo grew by over 30 per cent a year and increased its proportion of foreign sales to 90 per cent.

“In 2002 and 2003 we consolidated our

position, focused on profitability ahead of volume growth and worked to restructure and integrate acquired companies,” Bjarne Holmqvist told the meeting.

A STOCK EXCHANGE WINNER

All of this has produced results. In 10 years the share price has increased from SEK 33 to SEK 192 (on the day of the AGM). The market value has increased from 330 million to over 4,000 million Swedish kronor.

Speaking of the number 10, Sweden’s business weekly *Veckans Affärer* carried an article about price winners on the Stockholm stock exchange over the past 10 years.

Gunnebo came fourth out of all listed companies. The Gunnebo share has increased by 519 per cent, beaten only by Nokia, H&M and Enea.

The general business outlook for 2004 is good, according to the CEO.

“Our personnel are working hard on new business. 2004 will be a good year!” ■

100
...years since
Gunnebo was listed
on the Stockholm
Stock Exchange

Why did you buy Gunnebo shares?

**Bo Willig,
Göteborg:**

“I’d been monitoring the security market for a long time and thought it looked interesting, especially bearing in mind the spiraling violence around the world. In my opinion, Gunnebo is a strong company with quality products.”



**Bengt Johansson,
Göteborg:**

“Partly because I’ve got a friend who works in the security industry. Obviously, it’s also a plus that Gunnebo has its head office in Göteborg. The development of the company and the share has been amazing.”



**Maria Pettrisson,
Getinge:**

“My parents gave me my first Gunnebo shares for my birthday. Obviously I’m pleased with the development of the share so far, and I’ve even bought more Gunnebo shares since I was given my first ones.”



**Karl Sandberg,
Örebro:**

“It was pure chance that I bought my first Gunnebo shares three years ago. Since then they’ve developed amazingly well and I’ve bought more. I follow the company’s development as much as I can.”



**Asta Torsson,
Sävedalen:**

“We were at an investors’ meeting with Gunnebo three years ago, and that convinced us to buy shares. Gunnebo operates in very interesting areas. The need for security and security products just seems to increase all the time.”



**Marie Jutesjö,
Västra Frölunda:**

“The company’s focus on security interested us. We bought our first shares five years ago and since then the price development has been fantastic. My husband and I monitor what’s happening within Gunnebo as much as we can.”



Halol plant inaugurated



The inauguration began with speeches... continued with a visit to the new factory... after which there was mingling and lunch for everyone.

Over 500 at inauguration in India

Over 500 invited guests and personnel were there when Gunnebo's President and CEO Bjarne Holmqvist inaugurated the new factory in Halol, north-west India, in March.

With a fourfold increase in production capacity and modern equipment, Gunnebo's position on the Indian market will be strengthened considerably.

Gunnebo Steelage's factory in Halol manufactures products such as strong-room doors, fire and burglar-resistant safes, safe deposit boxes and fire-resistant computer media cabinets, primarily for the Indian market.

The expansion and modernisation of the factory will also make it possible to supply international-standard products to the rest of Asia and, in the long term, Europe.

Bjarne Holmqvist was very pleased to cut the ribbon in front of 420 personnel, around a hundred customers from Bank of India, BNP-Paribas and ING Bank, for example, and 20 or so journalists from publications such as Business India and Economic Times.

SCHEDULES WERE KEPT

"The investment of 20 million Swedish kronor (2.2 million euro) means that Gunnebo is strengthening its position on the growing Indian security market," was his message to the audience.

"The factory's capacity has quadrupled, while at the same time the products will meet international standards in terms of quality, design and end finish. The investment also strengthens Gunnebo Steelage's position in exports of physical security products to other markets in Asia and Europe.

"It is also pleasing to note that the pro-

ject to expand and modernise the factory has kept within schedule and budget."

Deepak Khetrapal is the manager of the Gunnebo Asia Pacific division. Formerly MD of Gunnebo Steelage, it was he who took the initiative for the investment.

"We have been given the opportunity to invest in the latest production technology," he says, "while at the same time we gain access to the rest of Gunnebo's more advanced range of products. The quality is assured in that we are the only security company in India to have ISO 9001 certification."

Naresh Hosangady is MD of Gunnebo Steelage and he sees major benefits in the capacity of the new factory.

"Our biggest restriction used to be production capacity," he says. "But with this new plant we have stepped up a gear to a global standard when it comes to quality and efficiency. We will be able to offer world-class products in India." ■



Naresh Hosangady, Managing Director of Gunnebo Steelage, and Bjarne Holmqvist at the inauguration party in Halol, India.



It was packed at the inauguration party for the new factory in Halol, with over 500 guests and personnel in attendance.



Gunnebo President and CEO Bjarne Holmqvist cuts the ribbon for the new factory in Halol, India, together with Torbjörn Browall, division manager of Gunnebo Physical Security.

Securibel strengthens GIS in Belgium

After two years of consolidation, Gunnebo is once again ready for a period of strong growth. The first corporate acquisition this year took place in February when Belgian Securibel became part of the Group.

“Securibel has worked very closely with Ritzenthaler ever since the company was formed in 1986, so it’s a natural progression for personnel and customers alike for the business to become part of the Gunnebo Group,” says Jean-Marie Betermier, managing director of Ritzenthaler. “The main difference is that Securibel is now backed by a large organisation, giving the company the strength to begin competing for really large contracts.”

Ever since starting up, Securibel’s business concept has been to market and sell Ritzenthaler products on the Belgian market. The company has a turnover of 70 million Swedish kronor and employs 60 staff. The acquisition strengthens Gunnebo Integrated Security’s market position as an important supplier of integrated security systems in Europe.

BULLET-RESISTANT GLASS WALLS

Securibel’s main offer comprises electronic security solutions for alarms and access control, as well as mechatronic security products such as interlocking doors and bullet-resistant glass and partition walls. As with many of Gunnebo’s other business units, most of Securibel’s customers are banks, administration and industrial plants.

“Securibel is a company that offers top-class service, especially on the technical side. And it is thanks to its highly developed service network that the company has a significant market position in Belgium. The added value that Securibel brings to the Group, is this highly developed service network,” says Jean-Marie Betermier. ■

Securibel manufactures bullet-resistant glass sections, for example.



The Gunnebo Group has acquired Elkosta. The German company supplies external perimeter

The Group is growing –

A supplier of high-security protection for embassies, ministries and parliaments is a strategic addition to the Gunnebo Group.

“The acquisition of Elkosta is part of the strategic plan we established for Gunnebo Perimeter Protection last autumn,” says Gunnebo President and CEO Bjarne Holmqvist.

On 8 April the contracts were signed that made German Elkosta part of Gunnebo Perimeter Protection. Elkosta has 155 employees in Germany and the UK, and a turnover in the region of 220 million Swe-

dish kronor. The product range includes sliding and hinged gates, turnstiles, road blocks, hydraulically operated bollards, fence posts and boombarriers. For traffic control Elkosta supplies special barriers that serve a lane transfer system (VLT). An internationally important reference is the barrier system for the Öresund Bridge. Elkosta has focused on very high-security specialist constructions for military authorities, embassies and public institutions.

“We’ve installed practically all the equipment at all the ministries and embassies in Berlin,” says Reimund Westphal, Managing Director of Elkosta. “We’ve also delivered security products for the



protection specially designed for embassies, ministries and parliaments, as well as perimeter protection for conventional industrial customers.

- Elkosta a strategic acquisition

British parliament and external security for the Indian Parliament, NATO and US military authorities.

“Last year around half our turnover was generated by worldwide exports.”

RUN AS A FAMILY COMPANY

Elkosta was founded in 1951 and was a family company until 1994, when it was acquired by Berliner Elektro Holding in Berlin. In 2000, UK company Fernden Construction and Rodney Coate & Partners, now Elkosta (UK) Ltd., was bought as part of Elkosta’s strategy to increase European exports.

“Our UK company was one of the pio-

neers in opening the road blocks in the Middle East,” says Reimund Westphal.

Elkosta’s head office and production are located in Salzgitter, just outside Hanover. Gunnebo already has two German companies that specialise in external perimeter protection: Gunnebo Wego and Werra Tor und Zaun, both in Salzkotten.

“The acquisition of Elkosta considerably strengthens our market position in external perimeter protection on the German and international market,” says Philip Mozes, divisional manager of Gunnebo Perimeter Protection. “It also gives us a sound base for growth on the UK market.”

Last autumn, Gunnebo presented the

strategic plan that detailed a focus on perimeter protection. The acquisition of Elkosta is a stage of the company’s efforts to consolidate the industry in Europe, in much the same way as it did in high-grade fire and burglar-resistant safes.

“The acquisition is important in order to restore profitability in the business area,” says Bjarne Holmqvist. “We can see significant synergies between Elkosta and the other companies in Gunnebo Perimeter Protection, perhaps mainly relating to production, and there are great opportunities to broaden the market for Elkosta’s products.”

A single contact – to be on the safe side

For today's customers, security is an integral part of the process when a new project begins.

Customers also normally want a single supplier contact, a contact that deals with all security issues.

Spanish bank Ibercaja is currently building a large service

office in Saragossa, and Gunnebo's Spanish subsidiary Fichet Sistemas y Servicios has been involved in the planning from day one. All security for the new building has been supplied by Fichet Sistemas y Servicios, including the enormous strong-room measuring 1,700 m².



**Total solutions****Advanced technology****Good service**

New customer demands

The new customer on the security market has new, partly different demands.

Demands relating to advanced technology, good service and total solutions, which also increase the customer's productivity.

Gunnebo's development in recent years is closely linked to rapid developments in the global security market. Today's security customer is very different to the customer 10 or 20 years ago, and this places new demands on companies that wish to assume an important role on the market.

The conventional bank is of course still one of the Gunnebo Group's most important customer groups. However, here too demands are changing and are different to just 10 years ago. The banks have developed towards increased self-service for cash management, something that Gunnebo recently displayed at the CeBIT fair under the heading 'Gunnebo Bank and Retail Automation'. Increased automation means improved accessibili-

ty for the bank's customers and greater efficiency. Security products are no longer solely security products in the banking segment – to an increasing extent they are also efficiency measures.

NEW CUSTOMERS EVERYWHERE

The new customer is also found outside of the banking segment. Nowadays, Gunnebo's product range is installed at industrial corporations, prisons, airports, ports, hospitals, embassies and in commercial environments – to name but a few examples.

However, the new customer not only wants high-tech products, he also wants good, complete service. More and more banks are signing service contracts with Gunnebo companies in different countries, contracts that guarantee 24-hour service all year round. Moreover, Gunnebo's subsidiaries are working with a host of other forms of service for its customers, such as leasing mobile high-security banks.

The world today is far more complex than it used to be. Security solutions are

just one of many aspects that have to be considered in a major construction project. This is why today's customers want a single contact for security – one company that can satisfy all their needs. The extensive construction of a service centre for Spanish savings bank Ibercaja is one such project.

Gunnebo's Spanish subsidiary was on hand right from the start to provide the customer with expert advice and the right conditions for an efficient process at an early stage. Fichet Sistemas y Servicios, as the Spanish subsidiary is called, has supplied all the security equipment for the service centre, including a 1,700 m² strongroom.

It is essential for a global security company like Gunnebo to be at the cutting edge in order to be able to supply the right solutions when the customer wants them.

This is why Gunnebo is continuously developing, both in terms of products and market, in order to satisfy demands – not only from today's security customers, but also from customers in the future. ■

A high level of technical know-how and expertise in developing and constructing a unique security system based on different systems.

These were crucial aspects when Fichet Sistemas y Servicios won an order to supply the complete security system for Ibercaja's new service centre in Saragossa, northern Spain.



All the involved parties have met regularly during the entire construction process.

Creating a unique security system

Ibercaja's new service centre in Saragossa will be home to the bank's entire IT back-up system, for example. It will be five storeys high and have an area of 6,000 m². During the summer 2004, Fichet Sistemas y Servicios (FSS) will install a complete security system for physical security, electronic security and fire protection. The order for Ibercaja's new centre is worth a total of 1.2 million euro.

"We were looking for a supplier that could develop the various systems from an intelligent perspective, rather than developing a simple security installation" says Pedro Bellido, Managing Director of the building contractor Inco Grupo JG, which was in charge of the entire construction project.

A GOOD REPUTATION

"The highly qualified personnel at FSS were a crucial factor in our choice of supplier. We know FSS has experience, quality and know-how. It also has a good reputation and is part of a major, important security group in the industry."

Antonio Perez has been responsible for

contacts with the end customer, the contractors and the construction company regarding the big project in Saragossa. The first meeting took place last year when Ibercaja contacted Fichet Sistemas y Servicios.



This strongroom door fits in nicely with the original surroundings.

"At an early stage we began defining the protection needed for this type of building together with the bank's representatives and the architect. Fichet has been working with Ibercaja for many years: we've supplied practically all the safes for their headquarters and around 1,100 local branches. That's why we got involved at such an early stage of the process.

"After several meetings we produced specifications for physical security doors, walls, flooring and ceilings. When the tender for construction was finally issued, it was with the technical specifications we'd established."

IDENTIFYING SOLUTIONS TOGETHER

According to Pedro Bellido it is in this phase that Fichet Sistemas y Servicios played perhaps its most important role in the entire process.

"The phase when we draw up criteria for the security system and Fichet Sistemas y Servicios then develops the various parts is probably the most important stage of our involvement," he says. "Together we identify the solution based on the customer's



Antonio Perez at Fichet Sistemas y Servicios has been responsible for contacts with the end customer, the contractor and the construction company regarding the major project of supplying a complete security system to Ibercaja's new offices in Saragossa. The first meeting took place last year when Ibercaja contacted Fichet Sistemas y Servicios.

technical and financial parameters.”

After building contractors Inco Grupo JG had assumed total responsibility for the project, tenders went out to three different construction companies.

“All three contacted us to find out about the costs for our part of the project,” says Antonio Perez. “Around the beginning of the year we began to put our own tender together.”

Antonio Perez has dealt with the contacts with all the parties involved, including internal contacts with the Gunnebo Physical Security production plants.

“Together with representatives from the factory in Granollers we produced a proposal and had a productive meeting with Agraconsa, which had been awarded the construction contract and was our direct customer in the project.

“After a minor cost adjustment we won the physical security contract worth a total of 800,000 euro against stiff competition. The deciding factor in our favour was our strong contact with the bank.”

After the initial order, Fichet Sistemas y Servicios also won the electronic security

and fire safety contract, worth 400,000 euro.

“Together with the contractors we developed complete electronic security and fire protection in a shared system, connected to a central alarm. It was very important for us that this project handled both protections in a unique software system hooked up to Internet-based communication.”

READY THIS SUMMER

Construction of the main office and installation of the security system is in full progress and is expected to be completed during the summer 2004. There have been plenty of meetings between the contractors, the construction company and Fichet Sistemas y Servicios throughout the construction phase.

“We meet once a fortnight to discuss the construction work and to follow up the process,” says Pedro Bellido. “During the entire work process we have enjoyed close co-operation in areas such as planning, development and installation of the security systems.”

IBERCAJA FACTS

PHYSICAL SECURITY

Physical security in the five-storey building is very extensive. The basement has a high-security 1,776 m² strong room. 231 m² of the strong room is built to security class VII, and part of it is built using stainless steel panels. A specially built Optema 100 strong room door completes the construction.

The strong rooms and panels are being made at Gunnebo's factory outside Barcelona in Spain, and the strong room door at Gunnebo's factory in Bazancourt, France.

ELECTRONIC SECURITY

- Complete security installation with CCTV system including 15 cameras, a burglar alarm with 160 intrusion detectors, access control with 30 scanners for non-contact scanning, internal security communication and two double security gates.
- Fire protection system of 310 high-tech smoke and heat detectors and portable fire extinguishers.

The systems are linked together in a software system, Pyramid, developed by Gunnebo Integrated Security.

Complete transformation

1984

In over 20 years since Jean-Yves Grange has been working with security issues at CIC Lyonnaise de Banque, the bank's branches have undergone a complete transformation.

"As a buyer of security products I place completely different demands today than I did 20 years ago," he says.

Jean-Yves Grange originally worked in the field of IT, before taking over as head of security in 1981 and quickly realised the importance of electronic security, an area in which Fichet Sécurité Electronique is a major player.

He has been involved in the development of security in the banking sector, with traditional physical security (strongrooms and safes) being strengthened by the introduction of electronic solutions.

"Even back then the difference was clear, as we shifted towards a more technically advanced approach to security. It was not enough to simply invest in physical security such as safes, strongrooms and locks: we realised that we needed more electronic solutions."

STRENGTHENING REQUIRED

"The first installations were based on simple alarm systems that were easy to tamper with and were linked to the police or just a basic alarm. We quite simply needed to strengthen our systems. We did have good products for physical security,"

Jean-Yves Grange explains, "but a safebreaker would often have 'time' before being discovered. That's why the bank needed a more sophisticated alarm detection system.

"I realised very early on that we needed to connect a first branch to an electronic surveillance centre which specialised in dealing with bank branches and which could monitor the alarm system remotely."

reduced the number of false alarms and improved the detection of real attacks.

"Moreover, modern systems can issue an alarm even if no one is actually pressing a button. The system is linked to different sensors and can sense illogical actions, whether related to staff behaviour or the reactions of particular detectors. It then compares the information against pre-programmed data, and if the

"20 years ago we had a single camera that filmed the entrance of the branch and produced paper images. Nowadays, a small bank branch may have five or six cameras linked to a digital system, whose images can then be sent anywhere and viewed in real time over secure communications".

Jean-Yves Grange

The systems have developed over time and are now not only more automated, but also more user-friendly. They are also becoming increasingly 'intelligent' and reliable.

"That's probably the main difference between security then and now," says Jean-Yves Grange. "Recent alarm systems have the ability to analyse a number of different parameters (thanks to filter systems), which has considerably

information is not the same the alarm can be triggered automatically. This development has been very important to bank security."

Another major difference brought about by developments within electronic security is a more comprehensive and complete security situation inside the bank premises. The electronic locks on safes provide a good illustration of this.

"In a bank with four safes, just a few



Jean-Yves Grange has been working with security issues at Banque de Lyonnais for just over 20 years. He has witnessed some dramatic developments.

2004

years ago personnel could open all four safes at the same time,” says Jean-Yves Grange. “Nowadays, an electronic security system can control the locks so that only one safe can be opened at a time in specified time slots and within particular time limits.

LOSSES REDUCED

“It’s also possible to restrict when the safes are opened. For example, if one safe is opened at a particular time, it is impossible to open another within a time limit specified in advance. This type of setting can also get the system to react if something unusual occurs. The basic idea is to maintain a level of security that reduces loss in the event of a burglary through such measures as time delays.”

In recent years, banks have also invested heavily in equipping their branches with other security solutions to complement the existing electronic security installations. One such example is video surveillance cameras, which have become far more advanced in the last 10 years.

“Developments in this area have been tremendous,” says Jean-Yves Grange. 20 years ago we had a single camera that filmed the entrance of the branch and produced paper images. Nowadays, a small bank branch may have five or six cameras linked to a digital system, whose images can then be sent anywhere and viewed in real time over secure communications.

“This enables a remote surveillance centre to remove any uncertainty by

displaying the images linked to the event or by using other methods (listening devices). If an attack is confirmed by these systems, the police can be brought in immediately.”

The commercial growth of French banks in the past decade and the risks associated with this growth have brought the issue of security to the forefront. France is one of the leading countries in Europe when it comes to automation and new technical services, and the self-service banks have virtually become a reality.

NO CASH IN CASHIERS' DESKS

A new bank branch in France today is practically fully automated and has no cash held in the cashiers’ desks. All access to funds is concentrated in an area that is fully equipped and extremely secure. This area has self-service machines allowing customers to withdraw or deposit money, while inside the branch personnel provide advice and take care of customer contacts.

“Obviously the open bank places completely different demands on the security approach,” explains Jean-Yves Grange. The number of different zones in a branch (a technical area, an area for advising clients, etc.) means that specially adapted security solutions are needed (access control, video surveillance, intrusion detection, lock management). Video surveillance plays a major role in this. “Today we need surveillance at the entrance and at withdrawal and deposit machines, change machines and robotic safe deposit boxes.”

The functional development is the fruit of close co-operation between customer and supplier. Jean-Yves Grange regularly meets representatives from Fichet Sécurité Electronique to discuss any problems and to review the bank’s needs. These conversations then help form a complete picture of security at the bank’s branches.

“We expect a service provider to listen to its client and the strength of its proposals. My role is really to express a need, while the security service provider is there to suggest a solution that corresponds to our expectations and our constraints. This means that we eventually arrive at products and solutions that fulfil our needs.”

EASY TO USE

Development is set to continue, and quickly. Jean-Yves Grange is convinced of this. He thinks that tomorrow’s needs will be for increasingly complex solutions that are still simple for anyone to use.

“Admittedly, we require complex systems,” he says. “But we mustn’t forget that the people who use the systems are employed to deal with customers, not operate security systems. So they must always be user-friendly. Jean-Yves Grand concludes by saying:

“I am continually looking for new solutions which will allow us to increase the level of security in our branches, making the everyday life of the users easier. This is fundamental to the notion of service, which is a key part of our activities.”



Mobile banks provide equally high levels of security as permanent branches, and can be designed based entirely on the customer's wishes and requirements.

Mobile banks offer full service

Being able to offer full service is just as important as selling safes, strongrooms and surveillance systems.

French company Ritzenthaler leases complete mobile bank branches to its customers.

The mobile bank branches have been around since the late 1980s, first appearing as a solution related to the reunification of Germany. Since then they have expanded in number and new areas of application are emerging all the time.

“At Ritzenthaler we have always worked in bank security, primarily with products such as security doors and frames,” says Christophe Stoeckel, manager of the activity SMU (Secure Modular Units). “We noticed that a lot of banks had problems when refurbishing their branches, and were often forced to close for a period with nowhere to place personnel.”

Mobile banks provided the solution. Because Ritzenthaler can supply a mobile bank service, the personnel can continue their jobs with all the necessary equipment to hand. The branch does not need to close down temporarily, thereby avoiding financial loss.

“At present we have two types of mobile bank: armoured or resistant to physical attacks,” Jean-Marie Hauswald, marketing-product manager, explains. “They are fully equipped with counters, advice desks, bullet-resistant windows, alarms and safes. Personnel at the branch can basically walk from one counter to the next and carry on working.

“The kiosks, which are a specific range of SMU, contains safes, ATMs and night-safes. Apart from walls that can withstand physical attacks, that’s basically all the equipment there is.”

WORLD ATHLETICS IN PARIS

A further area of application has become apparent for the latter version of mobile bank. Banks lease them and appear at major public events, such as the World Championships in Athletics in Paris last summer.

“Occasions like these present a fine opportunity for banks to profile themselves and do good business. There are a lot of people moving around, and many of them need access to a bank for withdrawals, for instance. Their small size means they can easily be used in many different kinds of place.”

Other industries have gradually come to realise the value of such modules that can be used more flexibly than a standard building. This is because they can be constructed into larger units, some even next to and on top of each other. In addition to banks, which use them at events and during refurbishment, the industrial sector has also adopted the concept, and the mobile offices are used for example as pay or surveillance stations on some motorways.

“In industry, companies are increasingly looking for a secure protection solution for guards stationed at entrances, and this type of high-security module is the ideal solution.

“The mobile banks have continually expanded their area of application over the past three or four years. We have sold one mobile bank to Euro Disney in Paris which is totally in line with the theme park’s design, and a system of units to a large amusement park in Strasbourg. They are also used at national parks and major concerts.

“I believe there will be a big market for these at major events in the future. Demand for this type of service is likely to go on growing in that segment.” ■



This mobile bank branch blends in well with the environment – it is located at Euro Disney in Paris.

FACTS MOBILE BANKS

Ritzenthaler offers two types of mobile bank:

Bullet-resistant modules

- 12 x 3 metres and fully equipped. Due to the high level of security, a maximum of two can be joined together to give a total area of 70 square metres.

Modules with high resistance to physical attacks:

- 6.40 x 2.55 metres, fully equipped with counters or advice desks, safes, alarm system, protected doors and windows.
- 2.50 x 2.50 m kiosks, often equipped only with the bank's own ATMs, accompanying safes, and night-safes if required.

Both of them can be joined with other units horizontally or vertically to form larger units.

Internal sales support increasingly important for faster business

Good internal sales support for our own companies and external distributors creates faster business and improved profitability.

“Ultimately it also means more orders, I’m convinced of that,” says Morgan Barrington, marketing manager for Gunnebo Troax.

Customer service is important, but good service within the internal operation is also crucial for good business.

Within Gunnebo Troax all sales companies, our own as well as agents and distributors, have extensive material to help them.

“For example, we provide the companies with complete product sheets translated into English,” says Morgan Barrington. “All personnel have to do is download them from our intranet and translate them into their own language if required, and they can then print out the finished sales document on their own printer, in a layout and format that looks the same in all languages.”

SEVERAL IMPORTANT TOOLS

Another important tool is the CAD module Configura, developed by a computer company in Linköping, Sweden.

The seller transfers the customer's drawing from, say, Autocad to Configura and can then simply add the various types of security product relevant to the tender.

“Once that's done, the tender is ready to e-mail or fax at the touch of a button,” says Morgan Barrington. “It saves up to half the tendering time, which obviously means quicker service for the customer too. All our sales team have access to this system.”

IMPROVED PROFITABILITY

All in all the investment in good internal sales service means more business and improved profitability.

“A more efficient sales process and a better basis for the customer enable us to increase our sales,” says Morgan Barrington. “We win more orders this way and give the customer the same service in both Stockholm and Barcelona.”



Daniel Gicquel, product manager at Gunnebo Banking Automation, shows interested visitors around the stand.

Efficient cash management

The complete Gunnebo self-service bank branch is here. At the world's biggest technology fair, CeBIT in Hanover, Gunnebo launched its total solutions for cash management – Gunnebo Bank and Retail Automation.

Under the common brand name of Gunnebo; Leicher, Rosengrens, Garny and Ficht-Bauche showed the market a really competitive range of cash-management solutions during the CeBIT exhibition in

Hanover at the end of March. Sales representatives from all over Europe were present at the stand, and customers from many countries – even as far away as Indonesia – visited.

“Now that we have a complete self-service bank in our portfolio, major players on the market for Bank Automation see us as a serious player, and customers compare our offering with the big companies,” says Peter Leicher, head of Bank Automation at Gunnebo Physical Security. “Some parts of our solution are unique, such as

the SafeCash R, a money-recycler that was launched at the fair and offers the customer a completely closed cash cycle.”

ONE WALL – FIVE SOLUTIONS

The self-service money-wall that was put up at the stand consisted of five different machines: the just-launched cash-recycler SafeCash R, the cash-in machine SafeCash Eco – newly launched during the fair as well, autosafe smart – a fully automated 24/7 self-service safe deposit locker, the SafeCoin C on-line coin acceptor and



One of the new products at Gunnebo's stand was the SafeCoin C, a coin deposit machine that can distinguish between different coin denominations and currencies thanks to highly reliable laser scanning. The machine also systematically filters out any foreign objects such as scraps of paper, screws or keys that are accidentally dropped into it.



At Gunnebo's popular stand, visitors to CeBIT could find products from Leicher, Garmy, Fichet-Bauche and Rosengrens.

Gunnebo Physical Security's range of products within automated bank services

	In 	Out 	Recycling 	Plus 
Banknotes	SafeCash C SafeCash eco	SafeCash D	SafeCash R	<ul style="list-style-type: none"> • Biometry Fingerprints, Hand geometry, Iris scanning • High-security locks Safelock, Ganox, Ev'hora, Seria • CIT solutions • Online software • ...
Coins	SafeCoin C	SafeCoin RW goo	SafeCoin R	
Info	eSafe C	eSafe D	eSafe R	
Value	DVS, DFX, DLX, ADX, RSB, WAB	WAA, CLX	autosafe /AVM	

with new Gunnebo solution

SafeCoin RW 900 – a user friendly multi-functional coin and coin-roll dispenser.

However, Gunnebo not only exhibited its machines: the entire solution was linked together by Gunnebo's own (Win)SafeNet software, essentially developed by Leicher. The program makes it possible to administer, monitor and record statistics of all the machines, devices and switches linked in the system from a single central point. This enables banks, for example, to control exactly how many notes and coins of each denomination there are in each machine. If the level becomes too low or too high, a signal is automatically sent to the CIT company, which can then send out personnel to refill or empty the machine.

"Some of our solutions not only save the customer time, but also the bank. A good example is the SafeCash R, which is built on a unique system that means that the same notes a customer deposits are used again if another customer wants to make a withdrawal. This closed cash cycle reduces the need to refill the machine with cash because to some extent it's self-sufficient."

VERY SATISFIED VISITORS

Shoulder to shoulder with Gunnebo's stand at the CeBIT fair, major players in bank automation could be found. Gunnebo's newly launched full-range concept for the self-service bank stood up well in the competition.

"We received very positive reactions from the visitors to the stand," says Peter Leicher. "This was the first time our sales people could show their customers an installation of the total solution, and the customers' reactions were very positive. It is now clear that we are ready to enter the market – and that the sales people have the confidence to sell."

TARGETING DEVELOPERS

Traditionally, the head of security is responsible for placing orders when Gunnebo does security business with banks, but when it comes to different solutions for cash management the picture is somewhat different.

"Products for bank automation have enabled us to identify a brand new customer segment among banks," says Peter Leicher. "Here we instead turn to the people who develop the banks' customer offering and lead the banks' development into the future." ■

Another of the product launches during CeBIT was a transfer unit for Gunnebo's standard system for retail cash management – SafePay. The transfer unit makes the system the only one of its kind where the cash management is fully integrated. (Read more on the next page.)

What the customer likes



Peter Wuschick
Area Manager, e-banking,
Stadtsparkasse München

Stadtsparkasse München acquired its first deposit machine in 1999. Today the bank has 18 deposit machines from Leicher, a number that may increase in the future.

"At present we only have deposit machines, but SafeCash R and the coin counting machine on display here are also interesting products. Our customers have reacted very positively to the expanded service our existing deposit machines give them, which means that we are interested in expanding the opportunity for 24-hour self-service at bank branches. This frees up a lot of time for our personnel, time that can be spent on consultation and other more qualified services.

"One development that we hadn't expected is that customers who are a bit unsure about how the machines work get help from other customers who know how to use them."

New CTU unit launched at CeBIT

In tandem with installations of SafePay systems in stores, development work is in full swing. At the CeBIT fair in Hanover in March 2004, a third unit for the system was launched – a CTU (Cash Transfer Unit).

The new launch means that cash management can be completely closed, from the moment the checkout assistant feeds the notes into the note unit, until the security staff arrive to empty the transfer unit.

“There is no other system on the market that handles cash management in a completely closed system, making SafePay a unique solution,” says Gunnar Konkell, Managing Director of Gunnebo SafePay AB. “With the new transfer unit the



Michel Carlier from Dutch/Belgian Match Supermarket chain tests SafePay.

money doesn't see the light of day from the point at which it is inserted into the note unit by the checkout assistant, until it is counted up at the security firm. It brings in-store security another few steps forward.”

“We have developed two types of transfer unit to adapt the system to different customer needs: one unit where the money is stored during the day and then

emptied by guards in the evening, and one where we have incorporated a safe which means the money can be kept in an office overnight,” explains Gunnar Konkell.

One of the visitors to the stand who was interested in SafePay was Michel Carlier, senior advisor to the Dutch/Belgian Match Supermarkt chain. He had never seen the solution before and was very pleased with what he saw.

“The solution improves security considerably, while at the same time I can see possibilities for speeding up the entire cash management process – from payment through counting up to transport.

“It think solutions like SafePay are crucial to the future survival of traders like ourselves. Pay within the trade is rising faster than our margins, so we need solutions that help us increase our productivity. A solution that also increases security is optimal.” ■

Best companies rewarded at Gunnebo's fourth international managers' conference

In mid-June Gunnebo organised its fourth international managers' conference in Hindås, just outside Göteborg, Sweden.

The theme was higher profitability through more efficient co-operation across divisional and company boundaries.

“It's been five years since we last held a conference like this, and a lot has happened in the Gunnebo Group since then,” says Gunnebo President and CEO Bjarne Holmqvist.

“60 top managers from all business areas all over the world, from Australia to the USA, participated in the conference. All in all the managers represented 16 countries, and they freely shared their own experiences – which was one of the main aims of the conference.”

Also during the conference, prizes were awarded to the best companies in each division, as well as a distinction for the best company in the Gunnebo Group.

“It has been extremely hard to select one company from each division, as we now have 110 companies, most of which have made dramatic improvements in profita-



Winners, left to right: Martin Jonsson, head of Gunnebo Fastening, who received the award for Gunnebo Baltic, Poland; Staffan Grimbrandt, MD Gunnebo Protection Sweden; Lars Proos, MD Gunnebo Entrance Control; Olivier du Portal, MD Fichet Sécurité Physique, France; Laurent Mussilier, MD Fichet Sécurité Electronique, France; William Mouat, MD PT Indolook Bakti Utama, Indonesia, and Stefan Andersson, MD Gunnebo Troax who received the prize for Gunnebo Troax, Norway.

bility. It was though slightly easier to identify the company that has made great leaps forward over a longer period: Gunnebo Entrance Control, which has increased its profitability over a number of years and has also managed to grow both organically and through successful acquisitions.”

So what does the award mean to Gunnebo

Entrance Control?

“A distinction like this motivates all 260 of our personnel to further develop the business and increase profitability and growth. The award is the result of some excellent collaboration between all the company's units and personnel,” says Lars Proos, MD of Gunnebo Entrance Control. ■

Cross-border co-operation behind coveted order

Thanks to co-operation across division boundaries, Gunnebo has won an order from the large Indian company Reliance.

Gunnebo Perimeter Protection and Gunnebo Steelage have delivered and installed swing gates, sliding gates and boom barriers to Dhirubhai Ambani Knowledge City in Mumbai.

Indian company Gunnebo Steelage has been working with Gunnebo Perimeter Protection's range in India for several years. The co-operation has encompassed product training and sales support, and has now led to a major contract for industrial company Reliance. Reliance has invested in gates and boom barriers for three entrances and exit locations at Dhirubhai Ambani Knowledge City in Mumbai.

"From initial contact with security managers and other key people at Reliance, it took around five months until the contract was complete," says Rakesh Saini, head of marketing at Gunnebo Steelage.



The boombarriers and gates at Dhirubhai Ambani Knowledge City in Mumbai.

"There was stiff competition for the order and we were in intensive contact with security managers, engineers and the procurement department at Reliance."

A SINGLE SUPPLIER

As soon as the first contact with the customer had been made, the sales team in India passed the job on to Henrik Axelsson, international product manager at Gunnebo Perimeter Protection. The export team of Gunnebo Perimeter Protection then put together a package of products based on the customer's requirements.

"Gunnebo Steelage's advantage over competing companies was, in this case,

their ability to pitch a complete solution of high-quality security products from a single supplier," he explains.

"Once we were completely familiar with what the customer needed, we could put together an ideal package straight away."

The solution the customer eventually settled on was a package of Gunnebo Perimeter Protection products exclusively. Four sliding gates with a free width of 12.50 metres, two double swing gates six metres in width, four pedestrian gates, and four boombarriers 3.60 metres wide were installed at the three access points. All products came from Gunnebo Wego in Germany.

"We won the contract despite some tough competition," says Rakesh Saini, "largely due to the excellent co-operation we enjoyed with Gunnebo Perimeter Protection's export team. They have done everything they could to find the suitable products with a focus on security.

"In fact the customer was so pleased with the quality that we have now received another order, for four boombarriers. And of course we're hoping for even more." ■

Tough demands on wire rope barriers

The use of wire rope safety barriers in Sweden is being studied by traffic safety experts from across the world.

At Swedish Gunnebo Perimeter Protection, wire rope is being developed that can withstand the rigorous tests of the Swedish National Road and Transport Research Institute (VTI).

Since 1994, the use of wire rope safety barriers has increased at a tremendous rate in Sweden. This was when a new European norm was introduced that only placed functional demands on the barriers, and when the Swedish National Road Administration, SNRA, adopted the norm it signalled the go-ahead for alternatives to the previously defined steel construction.

"We test all barriers based on the

norm," explains Jan Wenäll, a collision engineer at the VTI. "We test them with a car weighing 1,500 kg driving at 110 km/h at a 20 degree angle, and with a smaller car of 900 kg driving at 100 km/h.

"The barrier has to absorb the force well enough to save the people in the car. The car must not overturn or re-enter the carriageway at too sharp an angle."

ADVANCED TECHNOLOGY

In order to withstand these demands, Gunnebo Perimeter Protection is working to develop suitable materials and constructions, using advanced technology in the process.

"We use virtual crash tests, among other things, to gain an idea of how the material behaves," says Managing Director Staffan Grimbrandt.

The high level of attention Swedish wire



A wire rope barrier must withstand tough forces.

rope safety barriers have attracted around the world is closely linked with the increased use of 2+1-lane roads. As an alternative to motorways, the SNRA is now building more and more stretches of road that alternate between one and two lanes in either direction, and wire ropes are used as safety barriers.

"We have had a great many study visits from other countries," says Jan Wenäll. "They want to see how we deal with Swedish road environments, and on the whole we are a long way ahead. I think we will see at least as much demand for wire rope barriers for the next 10 years minimum." ■

NEW APPOINTMENTS



Michael Gough

Michael Gough has taken over the post of Managing Director at Gunnebo Lifting's company Gunnebo Ltd in the UK. He succeeds Anders Stigwall who will be heading the Non Skid business unit.

Michael Gough joins us from Morris Material Handling, a company that produces and sells cranes and other products. In recent years, Gough has worked on distribution issues, but his background is really in production.

IN THE MARGIN



GUNNEBO ENGINEERING has a new business unit: Non Skid. The manager of the new business unit will be Anders Stigwall (pictured), previously MD of Gunnebo Ltd in the UK. The creation of the new business unit removes the production and sale of non-skid products from the Lifting business unit. Non-skid products are supplied to forestry machines for year-round use, and in the form of snow chains for trucks and tractors, for example.

"Non-skid products are currently produced at two plants, one in Finland and one in Norway," says Anders Stigwall. "With the acquisition of the non-skid division in Norwegian company Tellefsdal, the business grew so big that it was worth operating as a separate unit."

Anders Stigwall has many years' experience in the Gunnebo Group. He has worked within Gunnebo since 1985, above all within Lifting, although he has experience of non-skid products from the time when they were also produced in Sweden.

"The best bit about the non-skid business is that we work with very nice customers. There's a very positive atmosphere in the industry."

Mesh panelling protects servers

For many companies, the information stored in their computer systems is of great value.

Gunnebo Troax industrial welded mesh panelling is used to build secure cages at a company that protects computer servers.



Troax welded mesh panelling.

TeleCity in Stockholm is a company that specialises in protecting computer servers. In eight computer halls, each 500 m² in area, computer servers belonging to companies, hospitals and other institutions are protected.

"We have strong outer protection and 24-hour guards," says John Eiderfors, sales and marketing manager at TeleCity. "Customers who put their servers here are extremely security conscious."

The larger companies that protect their servers at TeleCity have their computers pla-

ced in special burglar-resistant cages made of Troax welded mesh panelling.

"We use the mesh panelling to build private domains for the customers in our computer halls," says John Eiderfors. "They place their server here and we make sure it is safe."

"Apart from high security including guards, video surveillance, access control and an advanced fire system, we can also provide rapid help should the server crash."

Co-ordinated purchases in progress

Last year Jan van Leersum was appointed Group procurement manager.

His assignment was to co-ordinate purchases worth around 80 million euro. Bigger volumes create a stronger bargaining position, and a procurement group set about identifying materials, services and components which the Group's companies could purchase jointly. And the results

are now starting to show. For example, an agreement has been signed with DHL for transport.

With regards to steel, four groups have been identified and discussions have been initiated. The group is currently waiting for the turbulence on the steel market to pass.

However, an agreement for aluminium deliveries has been signed with Corus Aluminium, and all purchases of electronics components are being evaluated.

"When it comes to electronics, we need a first-class company in terms of research and development capacity, flexibility, delivery reliability and price. The company we're looking at ticks all the boxes," says Jan van Leersum.



Jan van Leersum has been very successful in his assignment.



Passport control in Frankfurt.

Automatic passport control tested in Frankfurt

Security gates from Gunnebo Entrance Control with integrated iris identification are currently being tested in automatic passport controls at Frankfurt airport.

The official inauguration of automatic passport control at Frankfurt airport in February was also the start of a six-month trial of four specially constructed immigration security gates. The Gunnebo Entrance Control products are SpeedGate security gates with integrated biometric iris identification.

The aim of the project is for a large number of frequent flyers to register their personal data and iris character. The trial will save time for this group of passengers as they can pass the border without having to go via passport police.

The main benefits of the system include secure identification and a faster flow of passengers.

Granollers plant environmentally certified

Gunnebo Safe Production's factory in Granollers, 30 km north of Barcelona, has been granted environmental certification in accordance with ISO 14001. The plant has been quality certified to ISO 9001 since 1996, but last year work began on a new environmental management system.

In December last year, the final *Beviset.* audit was conducted which means that the factory can now also display an environmental certificate. The factory in Granollers has 59 employees and an annual turnover of just over seven million euro. The plant's product focus includes transfer safes and specially produced safes.



UAE gets safer roads

Gunnebo Protection AB has received an order for 100 km of steel rope barriers from the highways agency of the United Arab Emirates. The order is worth just over 11 million Swedish kronor and has been signed by Gunnebo's representation office in Dubai.

"Within the framework of our investment in Perimeter Security, we see significant market potential within road safety. As one of the leading suppliers in the Nordic region we have a good platform for further expansion. The order for the UAE shows that there is a considerable market outside of Europe," says Bjarne Holmqvist, Gunnebo President and CEO.



EntraSec protects Daimler-Chrysler's warehouse

Daimler-Chrysler's large warehouse and dispatch centre for the market outside of Europe stocks components for the company's quality cars, products that require advanced protection.

Gunnebo Wego has recently supplied

external perimeter protection for a total of 89,000 euro to the warehouse in Untertürkheim, Germany. The premises are now surrounded by 700 metres of GZ fencing and the entrance is protected by four boombarriers and two new-type EntraSec gates.

Gunnebo Entrance Control a success at IFSEC

The major international security fair IFSEC in the UK was a success for Gunnebo Entrance Control. With a 95 m² stand, the company targeted both the UK and international markets.

The main focus was on two areas. Half the stand presented various solutions for the office segment, while the other focused on airport/underground security and displayed the latest product innovation, the ImmSec immigration gate.

An initial overview of the company's participation in the fair showed very positive results, with approximately 200 contacts to pursue.



Our stand at IFSEC was 95 m².

IN THE MARGIN

FRENCH RITZENTHALER, one of the leading companies in double security gates and bullet-resistant glass environments, has strengthened its position on the market for explosion protection.

In a short space of time the company has won four orders from French chemicals companies for double security gates and security glass that can withstand explosions.

One of these customers is Atofina, which protects its control room at the plant in Gonfreville with four double security gates, four doors and a glass chassis. The customer required an explosion resistance of 2.4 tonnes per square metre. Similar installations have also been made at Polimeri Europa's plant in Dunkirk and at BP Lavera in connection with a renovation of the head offices.

Ritzenthaler's product range in the field of anti-explosion comprises doors and glass chassis which can withstand explosive forces of 2.5, 5 or 10 tonnes.



Gunnebo Physical Security's distribution centre in the UK.

THE GUNNEBO PHYSICAL Security distribution centre in the UK has been rebuilt. The centre, which stocks products from Chubb safes, Rosengrens and Churchill Safes, has been given a new façade, interior and fencing.

The distribution centre stores safes for onward sale and installation. A safe is sent the day after an order is received, and four or five days later it has been installed at the customer site. The warehouse also acts as a logistical centre for Blackbox in Southern and Northern Europe.

The centre also has an extensive stock of spare parts.

Gunnebo swivels solve freight problem in Antarctica

Biting cold and harsh winds – everyday conditions for American scientists living and working in the Antarctic.

For them, Gunnebo Lifting swivels are essential to ensure supplies and materials can be delivered to remote locations.

McMurdo Station in Antarctica is the biggest of the USA's three research stations in Antarctica. The station is administered by the National Science Foundation, which in turn has outsourced operation of the facility. Many scientists work within an area of up to 350 kilometres from the station, specialising in fields such as geology, meteorology, biology and oceanography. The research teams get their supplies from McMurdo Station by helicopter.

"Helicopters transport people and supplies out into the field," says Monika Gablowski of McMurdo Station. "Some of the materials, like large boxes, camping equipment and snowmobiles, can't be transported inside the helicopters and have to be suspended underneath instead – and it's then we depend on swivels."

The helicopters that fly supplies out to the American scientists lift equipment weighing up to 1,350 kilos. They are equipped with lifting systems that include Gunnebo Lifting swivels with a capacity of two tonnes.

"They're dealing with heavy loads that could start rotating," explains Robert Hermans, business unit manager for Gunnebo Lifting. "Swivels are used to prevent the lifting equipment from twisting, a prerequisite for a safe helicopter lift."

Nevertheless, the extreme conditions in Antarctica place high demands on the equipment. The swivels have to be able to lift loads weighing over a tonne in extreme circumstan-



The extreme conditions in Antarctica place high demands on the equipment. Helicopters fly in equipment weighing over a tonne.

ces, yet still rotate freely. They also have to take some extreme strain and be easy to handle in a tough, cold climate.

"We work in extreme weather conditions," says Monika Gablowski. "Temperatures are often down to 25°C below, and the wind can be extraordinarily hard. What's more, many of the places we fly to are up to 4,500 metres high."

The reason Gunnebo swivels were chosen is

down to the company that has the helicopter transport contract, Petroleum Helicopters, Inc. (PHI), which has over 50 years' experience in helicopter flights.

"Here in Antarctica we've transported hundreds of thousands of kilos of supplies and equipment without a single fault in any of the swivels, and in over seven years we haven't needed to replace a single one." ■