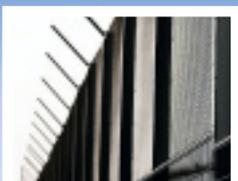


GLOBAL

no. 2
2007

The Magazine for the Gunnebo Group



Gunnebo improves security at Danish prisons

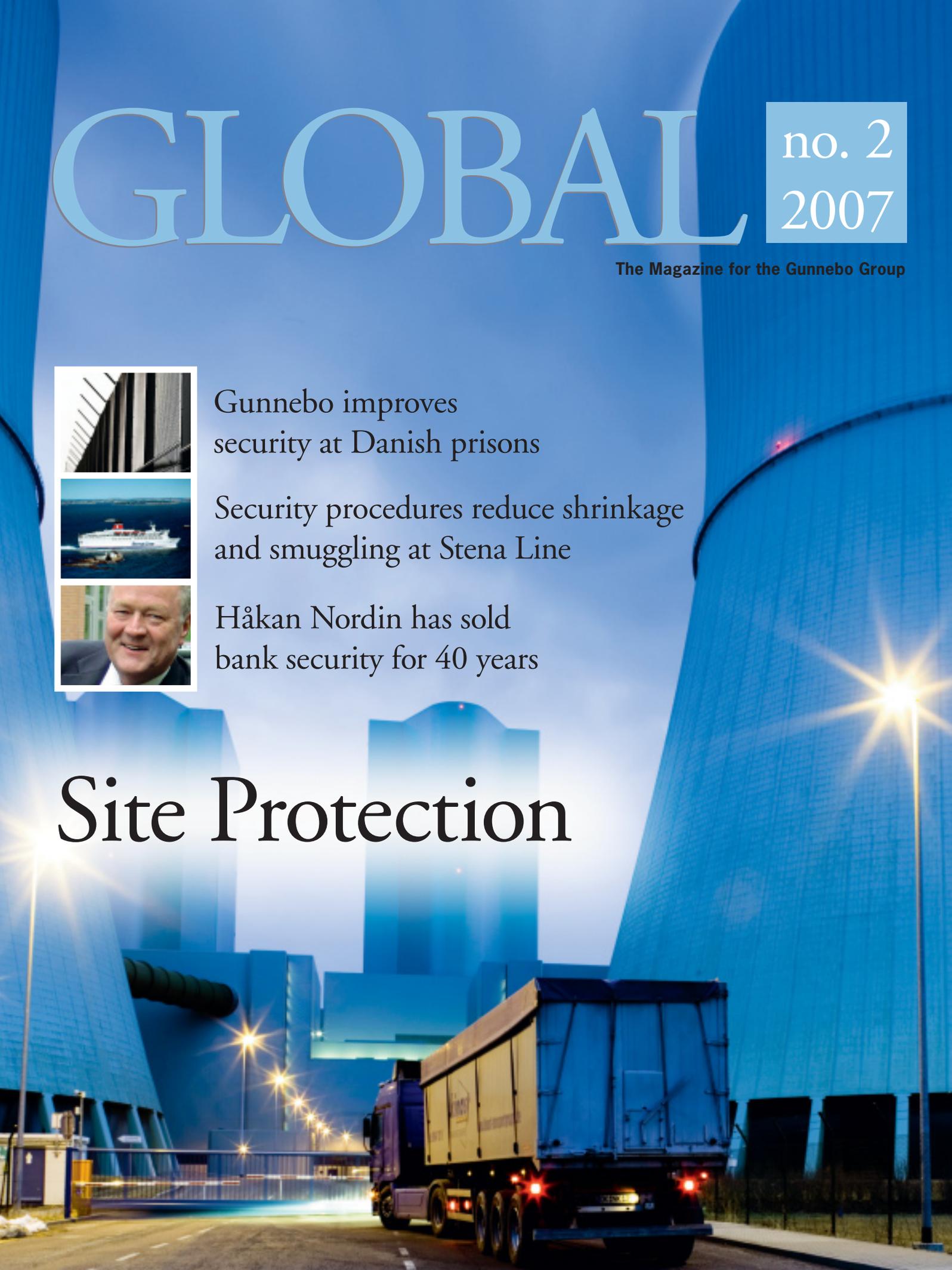


Security procedures reduce shrinkage and smuggling at Stena Line



Håkan Nordin has sold bank security for 40 years

Site Protection



THE THEME OF this issue of Gunnebo Global is Site Protection. The area covers a wide variety of installations, from perimeter protection for prisons, seaports and nuclear engineering plants to a newly built film studio in Budapest. Site protection can be anything from a regular fence around a school to the world’s biggest form of perimeter security: the Great Wall of China! This incredible construction is a series of walls stretching some 6,400 kilometres in northern China. Construction began in around 200 BC with the aim of protecting against attacks from the north. The wall is approximately 8 metres high and equally wide at the base, tapering upwards to a width of between 4 and 7 metres. 24,000 watch towers have been built at regular intervals along the wall. In 1987 the world’s biggest site protection installation was added to the UNESCO World Heritage List. It is unlikely that any supplier could provide site protection anything like this today, despite the wonders of modern technology.

One example of Gunnebo’s longest perimeter protection is the animal fencing used along the roads, mainly in the Scandinavian countries. This may not come under the category of high security but over the years it has prevented many accidents and probably saved thousands of lives. In Sweden alone approximately 6,000 kilometres of fencing has been erected – almost as long as the Great Wall of China itself!

GUNNEBO’S RANGE OF SYSTEMS and products for site protection today is mainly focused on sites requiring high security against unauthorised access by people and/or vehicles. We have a leading position on most of our main markets when it comes to access and entrance control, fencing and gates, and also a strong position in electronic security solutions for site protection.

One growing market for Gunnebo is systems for protecting against sabotage and terrorists, such as ballistic-resistant doors, hydraulic bollards, powerful boombarriers and tyre killers. In spring our high-security barriers were approved by the American Department of State (DOS) to class K12 which means, for example, that these products can now be sold to American authorities and companies around the world.

Gunnebo also has a market-leading position in Europe when it comes to indoor perimeter security in the shape of wire-mesh paneling, machine protection and patented locking devices.

I WOULD LIKE to highlight the articles about Håkan Nordin who has worked in the Swedish security industry for almost 40 years and his colleague in South Africa John MacGregor, who despite being 69 finds it difficult to stop working – new challenges just keep coming along...

I do hope you enjoy reading this issue of Gunnebo Global. The next issue, due out in November, will be based around the theme of business line Retail. Please feel free to contact me or a member of our editorial committee – see the contact details below – if you have any comments, or to suggest ideas for articles you would like to read in future issues of Gunnebo Global.

JANERIK DIMMING
SVP GROUP COMMUNICATIONS
GUNNEBO AB

From fencing to alarms

The need for effective site protection is increasing in a troubled world. Gunnebo’s site protection range encompasses everything from fencing and passages to advanced systems for entrance control. . . 8-9

More secure prisons

A security overhaul and upgrade of Denmark’s prisons – the majority of which were built in the 19th century – is under way. . . 10-11

Procedures on Stena Line

The main security problem for Stena Line is shrinkage. There is also a responsibility to combat smuggling and organised crime. Good security procedures are critical. . . . 12-13

40 years with Gunnebo

Håkan Nordin has worked in the Gunnebo Group for almost 40 years. He still enjoys his job. “I like getting business done!” 16-17

Integrating systems

A server from Gunnebo can integrate security systems. It offers simpler information management, a better overview and the opportunity to set priorities and monitor facilities remotely. 18-19

Adventure in Africa

John MacGregor has worked at Gunnebo in South Africa for just over 20 years. During this time he has been involved in more than most – such as meeting the King of Swaziland and security arrangements before the state visit of the Shah of Persia and King Hussein of Jordan. 23-24

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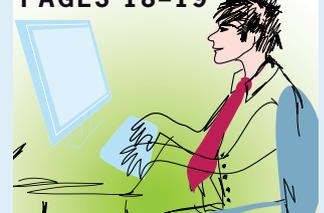


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Gunnebo responsible for entrance control at Abu Dhabi airport

Gunnebo was recently awarded the prestigious contract to deliver an entrance control solution for Abu Dhabi international airport. The contract was won in collaboration with Gunnebo's partner, Falcon Eye Technology LLC, and encompasses the delivery, installation and maintenance of entrance control in the airport's departure and arrivals halls. The system comprises 17 customised Hidden Gates (Hidden Gate BPWT) and two wider passages for people with disabilities.

"Hidden Gates from Gunnebo meet the constantly increasing security requirements from the Abu Dhabi police, as the system is flexible, robust and well-designed," says Habib Halabi, Managing Director of Falcon Eye Technology (FET).

Hidden Gates work with the airport's



Gunnebo has delivered 17 Hidden Gates for Abu Dhabi's international airport.

immigration system to maintain control over the inward and outward flow of passengers. ■



Gunnebo has installed safes and mechanical deposit systems at the road toll points on the new motorway between Cartagena and Vera in Spain.

Secure road tolls in Spain thanks to Gunnebo safes

The AP7 is one of the busiest motorways in Europe. A new 130-kilometre stretch was recently added between Cartagena and Vera in southern Spain. Gunnebo has installed safes and mechanical deposit systems at the nine road toll points on this new stretch of motorway. As the road tolls involve large quantities of cash it is important for the process to be secure and seamless to prevent traffic jams.

"Our solution considerably increases security for employees at the toll points.

We also offer service immediately should any problems arise with the system," says Antonio Perez, business line manager for Secure Storage at Gunnebo in Spain.

Fomento de Construcciones S.A., which built the motorway, is very pleased with Gunnebo's solution.

"Gunnebo showed that they can listen, put forward suggestions and deliver – all with outstanding knowledge and experience," says project manager Carmen Monteshernandez. ■

Border protection between Poland and Ukraine

In 2005 Gunnebo in Poland was commissioned to deliver 4,130 metres of fencing and 20 passageways when a new border crossing was built in Hrebenne between Poland and Ukraine. The project was completed in March 2007. ■

Security for Vulcano business centre in Italy

Gunnebo has received an order for an integrated security solution for the new Vulcano business centre near Naples, Italy. The installation will take place during the year and includes various security systems such as site protection, CCTV and entrance control.

The centre was designed by architect Renzo Piano and boasts a superstore, hotels and exhibition halls as well as a shopping mall with over 200 stores. Gunnebo's installation will be at the superstore and in the shopping mall.

"The order is very important strategically to Gunnebo, because it shows that we are a strong player on the Italian market for retail security," says Maurizio Casali, Country Manager for Gunnebo Italy. "We won the order because Gunnebo was considered the most reliable supplier for this type of installation."

The order for Vulcano is worth in the region of one million euros. ■



Vulcano business centre outside Naples, Italy, has over 200 stores as well as hotels and exhibition halls. Gunnebo provides security in the building.



Steve Keogh, Gunnebo UK Channel Manager – shown here with Ashish Sharma, WNS Accountant and James Austin, WNS Financial Analyst.

Gunnebo UK installs 200 safes into new Wembley Stadium National Stadium LTD

Gunnebo UK Ltd have successfully agreed a contract to install 200 Safes into the new Wembley National Stadium. The following article explains how Gunnebo UK Ltd attained such a prestigious contract...

Wembley National Stadium Ltd recently contacted Gunnebo UK Ltd regarding a requirement for “deposit cash safes”. The safes were to be used throughout the stadium at various locations (e.g. catering kiosks, ticket office, restaurant bar). Steve Keogh, Gunnebo UK Channel Manager, organised a meeting with the Accounts Team from Wembley National Stadium Ltd. A successful consultation/discussion allowed Steve to clarify the client’s security objectives. The deposit cash safe had to be lightweight, secure and of a specific size (to meet space restrictions underneath the cashier counters). At the time of the meeting, Gunnebo UK Ltd did not have a suitable solution within the UK Secure Storage product range. However, when Steve contacted Mark Brookes (SecureLine Pro-

duct Line Manager) he was informed that SecureLine were developing a new deposit cash safe.

NEW SAFE UNDER DEVELOPMENT

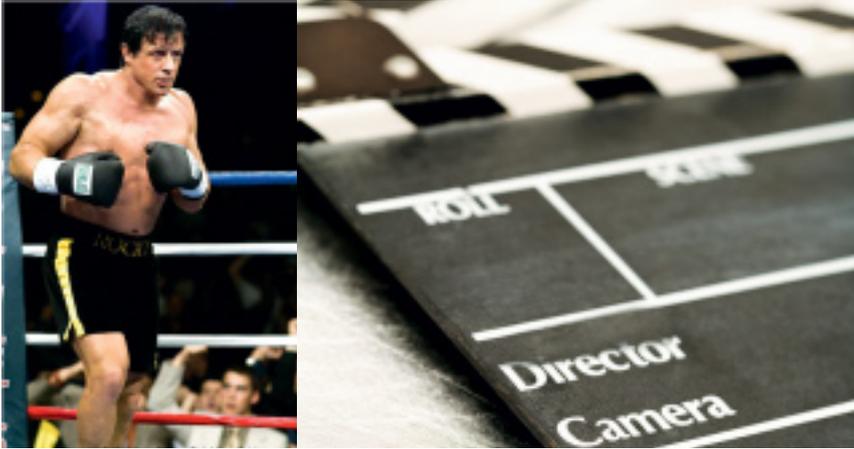
The new Secure Deposit Safe offered a space saving deposit facility, multiple user digital locking and portable sizing. Boosted by the positive news, Steve contacted the Account team informing them of the new development. Excited by the solution, the team agreed that the Secure Deposit Safe was exactly what they required. With the ongoing stadium construction, Gunnebo UK used the additional time to ensure the proposed solution met all the client’s objectives. After a few more meetings with Mark, Steve was able to confirm the final product specification. As well as the original features, the safe offered a solid steel construction, three-way moving boltwork and three anti-fishing plates. With so many product advantages, Wembley National Stadium Ltd were pleased to place an order of 200 safes. Having received the order, Steve agreed a flexible installation programme which

considered the ongoing stadium construction.

All the safes were delivered and installed by trained Gunnebo Installers. As always, Gunnebo UK ensured the service offered was achieved, to the highest standards of workmanship and completed within the contracted timescales. Impressed with the product and customer service, Wembley National Stadium Ltd subsequently purchased six Sovereign deposit safes for the main cash office. Such customer satisfaction, illustrates Gunnebo UK’s commitment towards providing “all customers with the optimum security solution”. ■



Movie stars met by secure entrance control



Sylvester Stallone is one of the movies stars who's worked with film producer Andrew Vajna – one of the owners of Korda Studios outside Budapest.

Korda Studios, outside Budapest, have ordered two Elkosta CP 220 hydraulic bollards from Gunnebo in Hungary. The bollards will be installed at the main entrance to the film studios.

Korda Studios is Europe's newest and most modern facility for film and TV production. The entire facility is worth 90 million euro, and one of the owners is Hungarian film producer Andrew

Vajna, who has made films with the likes of Sylvester Stallone and Arnold Schwarzenegger. The operation began in May 2007.

"It's not a large order, but it's nice to know that many well-known movie stars, producers and other film people will be passing through Gunnebo's entrance control," says Gábor Roszmann at Gunnebo in Hungary. ■

Gunnebo delivers SpeedGate to E.ON in Budapest

Gunnebo in Hungary has been commissioned to deliver access control solutions for electricity and gas supplier E.ON's head office in Budapest. The delivery comprises one GlasStile and five Opti SpeedStiles – for automatic vehicle access control. The installation took place in February this year.

"E.ON is a new customer for us, and it was particularly nice that we could tailor the solution exactly in accordance with E.ON's requirements," says Gábor Roszmann of Gunnebo in Hungary. ■

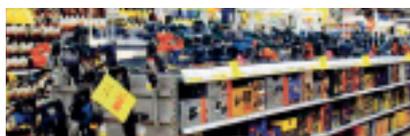


Gunnebo in Hungary has delivered one GlasStile and five Opti SpeedStiles for E.ON's head office.

Gunnebo secures cash handling at Leroy Merlin in Poland

French DIY chain Leroy Merlin wanted to use the same solution for depositing cash in its Polish stores as it uses in France. Gunnebo Poland was involved in the project alongside the Secure Storage competence centre, which is responsible for the Chubb safes brand, and will now deliver a special version of a Chubb safe to all 25 superstores in Poland.

"The safe is being converted into a type of deposit box that we at Gunnebo call SafeBag, and it includes cash counters and various equipment for securing the cash transfer process between the store and the CIT company," says Jurek Szkalej, Country Manager for Gunnebo in Poland. The project will be completed by the beginning of 2008. ■



Leroy Merlin is a French DIY chain with stores in several European countries. Gunnebo supplies a secure cash handling solution for Leroy Merlin's stores in Poland.

Major CCTV project at Polish bank

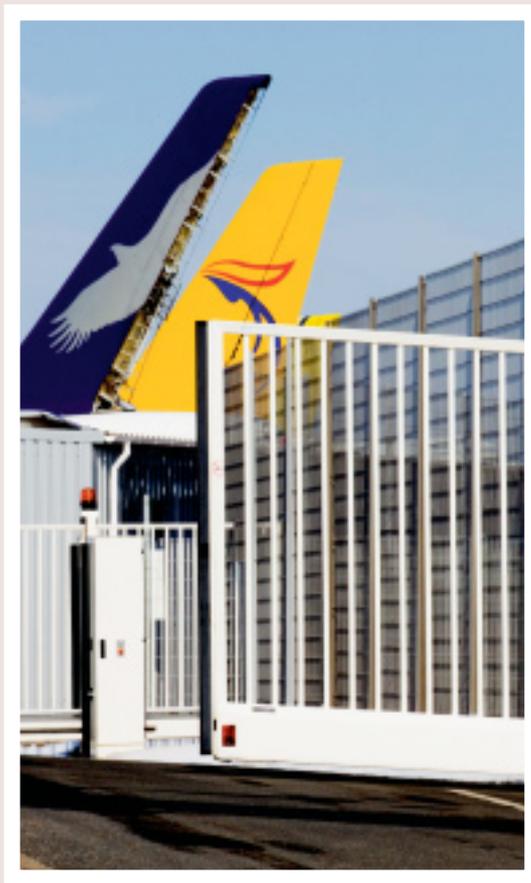
Gunnebo in Poland will deliver, install and commission 2,600 CCTV cameras and the accompanying 500 servers at the Millennium Bank in Poland. The project was initiated when Portuguese BCP Millennium acquired Polish Millennium Bank and began to install an advanced CCTV system.

"Our Portuguese colleagues contacted us and we became part of an international project. All branches in Poland will have a new CCTV system based on an advanced video server supplied by IBM," says Jurek Szkalej, Country Manager for Gunnebo in Poland.

The project began in 2006 and will be completed in 2010. Around half of the 2,655 cameras have already been installed. ■

Site Protection

Total solutions to protect people and property



Airports, seaports, military bases, embassies, logistics centres, food production facilities, even office complexes. These are just some of the facilities that unfortunately need protection from various types of unauthorised access, such as sabotage, theft and espionage.

Site protection is about controlling and regulating the flow of people and vehicles. This can range from gates and fencing that clearly mark the boundaries, to advanced security systems including alarms, CCTV and security gates. In modern security solutions for site protection and entrance control the various systems are often integrated.

Read about Gunnebo's site protection offering, and how three high-risk establishments have solved their physical security: Stena Line ports, Oskarshamn nuclear power station in Sweden, and prisons in Denmark.



Hydraulic bollards effectively prevent forced entry by unauthorised vehicles to high-risk establishments. The vehicle is quite simply unusable after colliding with the bollards.

Greater need for anti-terrorist protection

The need for protection against acts of terror is increasing all the time. Many exposed establishments have tightened their security in recent years – not least following the events in New York in 2001. But there are ways of reducing the risks. Gunnebo's Outdoor Perimeter Security competence centre has several anti-terrorist products which can prevent unauthorised access.

Military bases, high-risk public buildings, embassies, nuclear power stations, seaports and airports. These are all examples of facilities that could be targeted by terrorists, and are therefore classed as high-risk establishments with very high security requirements.

PEOPLE THINK DIFFERENTLY TODAY

Thorsten Grunwald is marketing manager for high-security products at Gunnebo's Outdoor Perimeter Security competence centre. He describes how awareness of the risk of terror acts has become far higher since the attacks on the World Trade Center in New York in 2001. Decision-makers who had not previously considered their

establishments to be in need of anti-terrorist protection have had to rethink.

“For example, ports and airports have always had a high need for security solutions, but since 2001 the need and demand have increased markedly. Attitudes to security solutions have generally become more serious.

“Before 2001, a lot of high-risk establishments thought they could 'choose' more or less advanced solutions. Today they have no choice – everyone realises they have to protect themselves as much as possible. There are also often strict rules and regulations that have to be followed.”

WIDE RANGE OF PROTECTION

There are a number of various anti-terrorist security products to make violent access more difficult. Products offered by Gunnebo include hydraulic road blockers and bollards, tyre killers and security barriers. They all aim to protect against forced entry by different types of vehicle.

“The road blockers provide the highest security and can withstand extreme stress. The tyre killer is made to destroy the vehicle, but there is no guarantee it will be stopped altogether. With the exception of

the tyre killers, all the products work after one attempted entry, unless the guaranteed resistance force has been exceeded,” Thorsten Grunwald explains.

“The choice of products depends on the stresses they will be up against, the design of the entrance and other local conditions.”

DEVELOPMENT PROJECTS UNDER WAY

All of Gunnebo's anti-terrorist products are sold under the Elkosta brand name, after the company which has been making the products since the 1970s and was acquired by Gunnebo in 2004. Four development projects are currently under way at Gunnebo for anti-terrorist products: partly new designs to further increase the security level, and partly development of brand new products.

“We aim to have a complete range of high-security products, certified to the standards that set the toughest requirements. They must provide excellent quality at competitive prices.

“Developing products is a continuous process. We carefully study the market's needs and work closely with our customers to build an understanding of their situation.” ■

Site Protection from Gunnebo

From fencing to integrated total solutions

Embassies, airports, seaports, nuclear power stations and other high-risk establishments. But also 'regular' offices and corporations. They all need to protect their site and their people against various forms of unauthorised access. Gunnebo's offering includes complete security systems with everything from fencing to alarms and CCTV cameras.

In a troubled world nearly all types of facility are subject to sabotage, theft, espionage and other damage. Gunnebo offers everything from tailored integrated total solutions to individual products, all based on the customer's needs.

PHYSICAL PRODUCTS AND SOFTWARE

This partly includes outdoor perimeter security such as passages, fencing, road blockers, CCTV surveillance and alarm systems – which aim to prevent unauthorised vehicles and persons from entering the site. Moreover, the indoor environment can be secured through security gates and various systems for entrance control, for example. The offering encompasses both physical products and the software which operates 'behind' the system.

“Our product range and integrated security solutions are used to protect high-risk establishments such as airports, nuclear power stations, seaports, military bases, embassies and prisons,” says Anders

Ålstam, responsible for outdoor perimeter protection at Gunnebo Nordic.

RULES AND REGULATIONS

“Other sites which may require extra protection include logistics centres, food production facilities, the automotive industry and the processing industry.”

In addition to the wishes of the individual company or organisation to secure their site, many insurance companies also require that their customers have high security. Moreover there are often rules and regulations, in the EU for example, which stipulate certain standards for security.

In a world where threats from terrorists are unfortunately becoming more and more common, many companies and organisations are requiring site protection in the form of anti-terrorist protection, according to Fredrik Granat, responsible for business development and international sales at Gunnebo's Site Protection competence centre.

“It's about effectively blocking passage, for example through road blockers, road barriers, hydraulic bollards and tyre killers. All these products work to prevent forced access. As the name suggests tyre killers destroy tyres, axletrees and engine suspension on a vehicle if anyone tries to gain access by force.”

IDENTIFYING THE CUSTOMER'S NEEDS

When designing a new security system, the first task for Gunnebo is to work with

the customer to identify their needs. What needs protecting? What are the potential threats? How should entrance control work with personnel and external parties? What is the procedure when an alarm goes off? The list goes on. The answers to these questions determine which security level is suitable for that particular project: basic, medium or high. (Read more about the security levels in the separate specification.)

When planning begins, it is important both to fulfil the security requirements and to ensure the solution fits in with the surrounding environment. This often results in solutions with a mixture of mass-produced standard products and manually produced special components, along with electronic equipment for remote control, surveillance and alarms.

MANY OPT FOR A TOTAL SOLUTION

After installation the facility is inspected. Many customers also opt to continue working with Gunnebo through service and maintenance agreements.

“Buying a total solution for site protection may seem like a major investment, but in most cases the costs more than pay for themselves,” says Anders Ålstam.

“Good site protection lowers the cost of stock shrinkage and damage, and reduces the need for staffed surveillance. In addition, the system's function can often be combined with time registration,



production control or staff cover systems, for instance. This can help the organisation make better use of its resources.

“Another important aspect is that we offer components and systems that are user-friendly and can be expanded as necessary.”

Many people associate the term 'site protection' with physical products such as fencing, entrance control and cameras. But part of Gunnebo's offering comprises software and systems that control CCTV cameras, burglar alarms and access. This entails advanced technology for alarm and detection systems as well as data transfer.

BROAD KNOW-HOW

Paul Hedman at the Electronic Security Competence Centre emphasises that Gunnebo's strength lies in its ability to take on very large projects as the company's offering and know-how are so broad.

“When it comes to, say, access systems, we produce almost everything ourselves – from cards and card readers to software. We have over 20,000 references around the world, one of the most prestigious being Charles de Gaulle airport in Paris where we provided access control for all employees at the entire airport.”

The latest product at the moment is new software for information management, a server that integrates the various parts of the security solution. Read more about the integrated solution on page 16. ■

Basic, medium and high security

Basic security

– marking the boundaries

The aim of this security solution is to mark the boundary of the site for external parties. This has a preventive effect and acts as an obstacle. It often entails at least two-metre-high fencing with barbed wire on top, along with various types of gate.

Medium security

– secure access and control

A solution with effective site protection encompassing the regulation and control of pedestrians and vehicles – but where 24-hour surveillance is not needed. This normally involves various types of fencing and gates combined with an alarm system.

High security

– total round the clock protection

Projects requiring solutions with total protection 24 hours a day because unauthorised access could have extremely serious consequences. The security system consists of complete integrated solutions, with double entrance security, sluice barrier functions, electronic surveillance and alarms.

A selection of Gunnebo products for Outdoor Perimeter Security

Enclosure

Mesh fencing, palisades and posts

Passages

Hinged and sliding gates, turnstiles and boombarriers (Gunnebo's motorised gates are certified in accordance with EU standard EN 13241-1, which covers security and performance requirements for gates)

Anti-terrorist protection

Road blockers, road barriers, hydraulic bollards and tyre killers

Perimeter alarms

Power Fence (high-voltage impulses in the alarm wires)

WaveSec (electronic alarm based on microwave technology)

GroundSec (embedded electronic alarm system based on a hydraulic system)

Control and operating equipment

Control units, traffic lights, day/night change-over switches etc

Access systems

CCTV

Tighter security in Danish prisons



Prison and probation services around the world have three main tasks. These are assuring inmates' safety and security while they serve their sentence, making sure they cannot escape and rehabilitation of the inmates. This is often where the similarities end and national conditions, requirements and perspectives take over.

In Denmark the prisons are currently undergoing an overhaul and upgrade.

Most prisons in Denmark were built in the 19th century, which limits the scope to maintain a reasonable standard for inmates and to continuously increase security. Erik Bang is the project manager for major construction projects to build modern new prisons to replace the existing ones, which are over 100 years old.

ALL WITH THE SAME EQUIPMENT

“When we build a new prison we stipulate exact demands on how the security

system should be designed,” says Erik Bang. “We try to establish standards so that in the long term we achieve a higher level of security at the prisons, with all prisons using the same equipment and solutions. This enables us to streamline service agreements and purchasing procedures, and it’s easier for personnel to change workplace.”

Most Danish prisons are open facilities where security is restricted to fencing, gates and attack alarms. In the closed facilities, however, there is a higher level of security which includes window bars, alarms and CCTV surveillance.

TIGHTER SECURITY

“Security at the closed facilities has changed a lot in the past 20 years. First and foremost, we have increased security from virtually no security at all, in purely technological terms,” Erik Bang explains.

This trend means that tighter and tighter security demands are being set: it has to be impossible to escape, ever higher security is required for personnel and inmates,

and it has to be impossible to smuggle in weapons and drugs.

Erik Bang has been employed by the Danish Prison and Probation Service for 25 years. The main change as he sees it relates to external requirements on public institutions.

“These days there are high demands on our being able to deliver and document results. We are under more scrutiny, especially when it comes to money and inmates who escape.”

BETTER RESULTS TODAY

Erik Bang views this as an expression of a general trend where stronger demands are placed on value for money, thus the need to measure and document actions so that comparisons can be drawn with other, similar units.

All in all, he thinks it is more difficult to run a prison today than it was 25 years ago.

“Although hopefully the results are better as well, which the figures are indicating – both in terms of security and rehabilitation.” ■

One of many suppliers in this immense project has been Gunnebo Nordic, which has supplied customised high-security fencing and gates



“We describe exactly what each solution needs to do and the security requirements we place on them. This is an important process for us as we need to make sure that we really end up with a facility that can be used for its intended purpose, and that the people working here can handle the equipment.”

ERIK BANG, PROJECT MANAGER, DANISH PRISON AND PROBATION SERVICE

“High security is a lot to



Stena Line is one of the world’s biggest ferry operators. Each year the company carries over 16 million passengers, 3 million cars and almost 2 million trucks to one of 26 destinations in Scandinavia and the UK. One prerequisite for the operation is high security on the ferries and at the Group’s 27 ports.

Each day Stena Line handles goods that are traditionally theft prone such as large quantities of cash, wine, spirits and tobacco. In addition there are the company’s customers which send almost two million freight units by ferry each year. Combined with the high flows of people and vehicles at the ports, it is a challenge to maintain a consistent high level of security.

“The main threat for a shipping line like Stena Line is shrinkage,” says Lars

Pålsson, head of security at Stena Line. “Also, as shipping lines we have an important role to play in obstructing smugglers and organised crime.

“For us, high security is therefore a lot to do with procedures. A few years ago we overhauled our procedures and decided how we wanted to work in the future, in particular how we could ensure incidents are not repeated, and what equipment would make our security work easier.”

RESPONSIBLE FOR SECURITY IN PORTS

Stena Line is not only responsible for security on board its 35 ships, but also in the 27 seaports it owns. Security in ports is governed by national and international legislation. The foundation is the shipping security legislation of the UN International Maritime Organization, which is inc-

reasingly approaching the laws and directives that apply for airports. In addition there are EU Directives and national legislation.

“When we choose business partners we look at function, quality and price. In addition to the risk of theft, seaports are tough environments which are exposed to the wind, weather and heavy vehicles which sometimes drive into gates, boombarriers and fencing. A high level of service is essential at times like that,” says Lars Pålsson.

DEVELOPING NEW CONCEPTS

Port security is an ongoing process. At present Stena Line has no fewer than 28 security projects under way concurrently. Some of them are taking place in the UK, where to date port security has been a highly labour-intensive affair.

do with procedures”

“Seaports are subject to stresses from severe weather and heavy traffic. To maintain a high level of security it is important for us to have good, long-term relations with our suppliers. Gunnebo offers a good level of service and high-quality installations. I'm very pleased with our collaboration with Gunnebo.”

LARS PÅLSSON, HEAD OF SECURITY AT STENA LINE



Lars Pålsson has been head of security at Stena Line since 1997. Before that his positions included head of security companies and insurance manager at Securitas, Risk Management for large companies and posts in the military.

“Building security solely around guards is costly. This is why we have begun developing a new concept to strike a balance between technology, mechanical solutions and security guards. If this project is carried through it will mean a brand new security system in the UK. So far interest in the project has been very strong.”

HIGHER QUALITY

In addition to lower costs, the technical solutions also entail higher quality, while at the same time incidents are automatically registered and captured on CCTV cameras.

“With security guards alone, you lose a lot of this information on the way. On an annual basis, the payoff time for an upgrade using technical solutions is very short!” ■



Gunnebo has installed security solutions at several of Stena Line's seaports. The installations include gates, fencing, passenger gates, turnstiles and boombarriers.



Nuclear power stations, like this one in Oskarshamn, Sweden, are typical high-risk establishments that require particular protection against unauthorised access. Gunnebo has delivered perimeter protection, alarms and surveillance systems for the power station.

Tighter security at Swedish nuclear power stations

New legislation issued by the Swedish Nuclear Power Inspectorate came into effect in Sweden on 1 January 2007. To meet the new requirements on physical protection, the nuclear power station in Oskarshamn has procured security solutions from Gunnebo.

The new legislation from the Inspectorate relates to how nuclear facilities must prevent unauthorised access and sabotage that could result in radiological accidents. Gunnebo Nordic has supplied and installed solutions to upgrade security at

Oskarshamn power station and the technical nuclear facilities in Studsvik. Perimeter security, alarms and surveillance systems have been installed to create fully comprehensive site protection.

TOUGH DEMANDS

“Our products and system solutions are developed and tested to provide effective perimeter security for high-risk areas. They must fulfil today’s rigorous demands on security placed by the nuclear engineering industry,” says Sven Boëthius, head of the Gunnebo Nordic customer centre. The installation in Oskarshamn includes

three high-security boombarriers, ground and microwave alarms, as well as CCTV surveillance. The installation began back in 2006 and was completed in February this year. In Studsvik Gunnebo has delivered and installed three kilometres of industrial fencing, turnstiles, hinged power gates and fence alarms.

COMPREHENSIVE SOLUTIONS

“The deliveries to Oskarshamn nuclear power station and Studsvik are good examples of how Gunnebo today can deliver fully comprehensive system solutions,” says Sven Boëthius. ■



In Finland Aysec is a leading supplier of automatic systems for doors and gates. The acquisition of Aysec has supplemented Gunnebo's offering – initially in the Nordic region and in the long term throughout the Group.

Several years of collaboration led to acquisition

Since September 2006, Finnish company Oy Aysec AB has been part of the Gunnebo Group. This acquisition gives Gunnebo access to innovative technology in Site Protection.

For several years Aysec has been a leading supplier in Finland of automatic systems for gates and doors. The company focuses on developing control systems for doors and gates, but also produces advanced systems for entrance control.

“Aysec's technology and know-how complement Gunnebo very nicely. I'm convinced that communication and security systems are the future,” says Marko Heiskanen, Country Manager Gunnebo Finland.

RAISING THE BAR

Aysec also benefits greatly from the acquisition as the company now has the support of Gunnebo.

“It enables the company to advance from standard products to large customised solutions, which makes a big difference to the customer. Quite simply the bar

can be raised and together we'll be strong on the Finnish security market.”

LONG COLLABORATION

The connection between Gunnebo and Aysec, however, is nothing new as the companies have been collaborating for seven or eight years. Initially Aysec will mainly continue to focus on the Finnish market.

“But from an economic perspective the

Finnish market is limited and we want to distribute Aysec's products throughout the Nordic region to begin with. After that we want to integrate our technology and know-how throughout the Gunnebo Group,” says Marko Heiskanen.

Aysec currently has 11 employees and an annual turnover of just over 2.7 million euro. The head office is in Vantaa, just outside Helsinki. ■



Marko Heiskanen, Country Manager Gunnebo Finland.



Håkan Nordin is often out meeting customers. Today he is an account manager in the Stockholm region, but during his 40 years at Gunnebo he has had many different roles. But he has always worked in sales - Håkan likes meeting people and closing a deal.

Håkan Nordin has been doing business – for almost 40 years

Håkan Nordin has worked in sales at Gunnebo in Sweden since 1968. Over the years he has of course seen many changes – but one thing remains the same: he still finds the job interesting.

“I like doing business, whether it’s locks and keys or security solutions worth millions,” says Håkan Nordin.

On 31 October 1968, Håkan Nordin began his career at Rosengrens. Prior to that he had worked at a bank for a year and a half, and was therefore taken on as a salesperson working with the bank sector. And that’s the way it’s been ever since. Håkan has always worked with sales to banks – although in slightly different roles. He will soon have 40 years in the industry under his belt. During this time, of course, Håkan has seen a great many changes.

MANY CHANGES

“The first change was my move from Sundsvall to Stockholm in 1969, where I’ve remained ever since. Over the years I’ve obviously seen many new owners and changes in the company.”

Håkan says the most difficult period was when the owner at the time, Arena Fastigheter, went bankrupt during the construction crisis of the early 1990s.

While a new owner was being sought the operation just marked time: no investment, no development.

“On the other hand, my most positive memory is probably shortly afterwards when we finally had a new owner in the shape of HIDEF Kapital AB, which would later become today’s Gunnebo. We were truly lifted from the depths and now had a stable owner.”

FUNCTIONS THAT FIT IN

Needless to say the customers, the bank sector, have also changed in 40 years. New products, new technology, new approaches to security.

“I find that today there’s more of a system-based approach. In the past we mostly offered secure products, approved and certified to various standards. Now the products not only have to fulfil requirements, they must also have functions that fit in with the surrounding environment, into the bank’s routines and so on.

“There are also trends, like in procurement for example. At the beginning of my career procurement was virtually always dealt with centrally. Then responsibility was passed on to the regional level for a while, and we had to negotiate almost with each individual bank branch. Now the pendulum has swung again and procurement is mostly central.”

Håkan Nordin has met everyone from branch personnel to senior managers at the banks, and he has sold everything from locks and keys to major security systems worth millions of Swedish kronor. He finds it all interesting – because it’s about contact with people.

“My working day is never boring. Today I’m account manager for SEB and Handelsbanken in the Stockholm and Mälardalen region, and I’m out meeting clients at least two or three times a week. There are a lot of varied customer visits, in matters large and small.

“In all situations it’s important that the customers can have confidence in me. And that confidence is based on my experience and personality, and the fact that I have a strong company behind me.”

SUPPORTING YOUNGER COLLEAGUES

Håkan Nordin will be 62 this autumn, and he has gradually begun to scale back his work. For example, he has changed from more demanding roles with personnel responsibilities to 'just' selling, and today he has only a few customers he works with.

“I want to focus on my customers, and support my younger colleagues with tips and advice. But I’ll probably keep working until I reach retirement at 65. It’s still very interesting – I like getting business done!” ■

High performance application integrates security systems

Monitoring and handling information from different types of security systems can be a major task. But with the right software and interface the various parts can be integrated into a single system. Gunnebo has a solution that can be adapted to meet each customer's specific needs.

CCTV, vehicle passage, access control, burglar alarms, fire alarms and much more. A complete security system encompasses many different parts, which entails large quantities of information, a host of different monitors to check and incidents to prioritise. Now, however, there are modern integrated electronic security solutions where the various functions are incorporated in a single system. Gunnebo has developed SMI Server, a piece of software in the form of a unique interface which dramatically simplifies information and event management.

"A security system operator has large quantities of information to handle. It could be anything from an alarm signalling that someone's climbing over a fence, to an indicator signifying it's too hot in the

datacenter or the lift has got stuck," says Paul Hedman at Competence Centre Electronic Security at Gunnebo.

"One of the main advantages of an electronic system integrated into one single application is that the alarms can be prioritised, for example a burglary comes ahead of an escalator breakdown. The customer can also 'build in' routines for how the information is conveyed and specify response procedures, such as who to send out in the event of an alarm", says Paul Hedman.

MINIMISES THE RISKS FOR MISTAKES

Dominique Auvray, Marketing & Development Director at Competence Centre Electronic Security at Gunnebo, explains that SMI Server solution makes the super-

vision a lot easier, thus minimises the risks for human mistakes. After all, an operator has one pair of eyes and it is only possible to monitor a certain number of screens at any one time. With Gunnebo's SMI Server solution, all the user has to do is master one system, and program one database. Furthermore, the information must be conveyed quickly to enable an immediate response if something goes wrong.

"If an alarm is issued at access control, it is vital to have the images from the surveillance cameras on the screen in order to be able to assess the situation. The screen should also provide immediate information about different possibilities to handle the situation" says Dominique Auvray.

"The danger of having several separate



"We manufacture all parts of the system ourselves, both the hardware and software. This makes it easier for us to develop and modify the solution to the customer's needs."

DOMINIQUE AUVRAY,

MARKETING & DEVELOPMENT DIRECTOR AT COMPETENCE CENTRE ELECTRONIC SECURITY AT GUNNEBO



Gunnebo's evolved SMI solution integrates the various parts of a security system in a single application. As a result the operator has only one monitor to watch, in spite of the many different functions provided by the system.

systems is that it's not certain that the information is synchronised. This can make it hard to prove afterwards that a particular person made an unauthorised entry because the alarm and camera images are not interlinked," adds Dominique Auvray.

REMOTE MONITORING

One of the major advantages of the integrated electronic system is the ability to monitor all the installations centrally and remotely. Someone could be sitting in Paris and monitoring 200 stores in a chain across the whole of France. Gunnebo also has monitoring stations in several locations, which customers can hire and use to monitor their sites remotely.

The SMI Server application is designed with flexibility in mind, and the functions can be tailored to each customer's individual needs. The system can be interfaced with external applications such as guard tour, visitor management or time and attendance, for example.

"We can adapt the solution for thousands of readers, for small and large buildings, for low and high security requirements, and for customers with one site to multi-sites structures. What's more, the

customer can choose which functions should be integrated," Dominique Auvray explains.

ALL PARTS MADE IN-HOUSE

He says that Gunnebo's SMI Server solution has many benefits over competing products.

"We manufacture all parts of the system ourselves, both the hardware and software. This makes it easier for us to develop and modify the solution to the customer's needs. Quite simply, we follow the customer's evolution and improve future functionalities.

"The solution has a user-friendly design and is based on advanced technology, such as Microsoft .NET platform and SQL Server database, which allow easy integration for new systems. It is also relatively easy to install," says Dominique Auvray.

SKILLED ENGINEERS

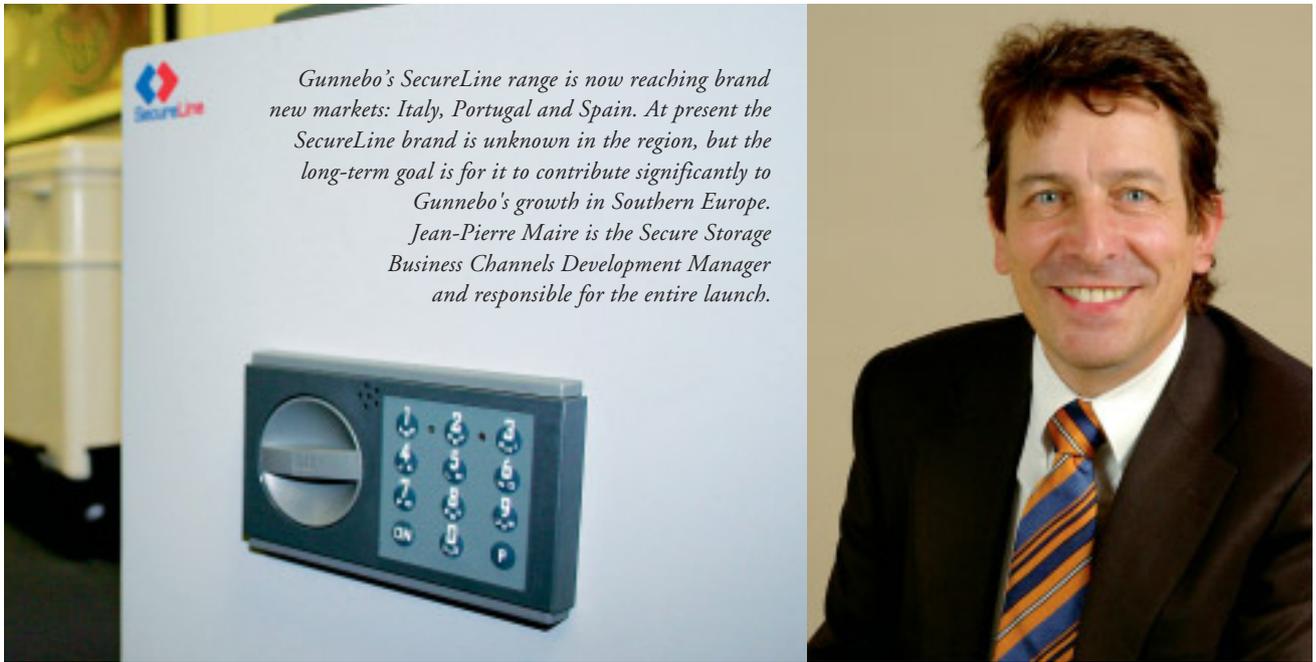
He can show many international references for the integrated electronic system. Over 100,000 readers in strong, well-known companies around the world have



now been installed. International examples include Sparda Bank in Germany, Refer in Portugal, and RACC (Real Automovil Club de Cataluña) in Spain.

Paul Hedman also talks about the server solution in glowing terms.

"Our skilled software engineers have developed a solution that makes life far easier for security system administrators. It is difficult to develop software of this level of sophistication, and it requires a large company to succeed – like Gunnebo." ■



Gunnebo's SecureLine range is now reaching brand new markets: Italy, Portugal and Spain. At present the SecureLine brand is unknown in the region, but the long-term goal is for it to contribute significantly to Gunnebo's growth in Southern Europe. Jean-Pierre Maire is the Secure Storage Business Channels Development Manager and responsible for the entire launch.

SecureLine initiatives in Southern Europe

The launch of SecureLine continues, with Spain, Portugal and Italy next in line.

The aim is to make SecureLine an important part of the Secure Storage segment.

SecureLine is a product range mainly intended for small businesses and private individuals. It comprises less advanced products for theft protection, document safes, burglar protection and fire-resistant safes for protecting data media.

The process of launching SecureLine in the three Southern European countries began a few months ago, partly through various PR activities and by establishing a distribution network for the products.

TOUGH COMPETITION

“SecureLine is completely unknown in these territories so we’re starting from scratch. Competition on the market is tough, but we have a good chance of succeeding because we’re a global organisation. We have the resources to improve the products, as well as an extensive after sales service, which is pivotal,” says Jean-

Pierre Maire, Secure Storage Business Channels Development Manager, who is responsible for the entire launch.

The aim is for the entire Secure Storage segment in the region to grow by double-digit numbers in the future.

“We want that growth mainly to come from SecureLine,” says Maire.

INDEPENDENT SALES AGENTS

In all three countries – Spain, Portugal and Italy – Gunnebo has decided to work with independent sales agents, who were recruited during the spring.

“Gunnebo has limited sales resources and the financial aspect of our plan is the key. Our first step was to build the necessary sales tools while finding agents who could sell our products.

“The idea is that the products will mainly be sold via specialist retailers such as industrial distributors, catalogue traders, Internet and hardware stores,” continues Jean-Pierre Maire.

The main challenge has been co-ordinating between the various players for market activities, product information, sales and logistics.

“The products will be available for sale by this summer,” Jean-Pierre Maire promises. ■

Facts: SecureLine

SecureLine is a range of security products for private individuals and companies alike. The brand encompasses a wide range of models and versions which can be adapted to meet most needs. SecureLine can be found virtually worldwide and was founded by Gunnebo in 2003.

SecureLine includes products for:

- Theft protection – such as cash automation at checkouts
- Document protection – document cabinets which protect papers such as contracts, insurance policies and certificates from fire and burglary
- Burglary protection – safes for protecting valuables
- Data media protection – fire-resistant safes for CDs, DVDs, film, memory cards and photographs, for example



Gunnebo is launching new safes under three brands, including the Chubbsafes DuoGuard model.

Gunnebo launches new fire and burglar-resistant safes

In the spring Gunnebo launched three new safes under three different brands: Chubbsafes, Fichet-Bauche and Rosengrens. The safes are tested and certified to EN 1143 (grade 0-1), i.e. they meet European anti-burglary standards. Chubbsafes and Fichet-Bauche are also certified to EN 1047 and Rosengrens to NT FIRE 017 - 60 Paper.

The safes are available in ten sizes from 40 to 500 litres. They are made of the new material DUALITE X50, which makes

the models both safe and fire-resistant. Production takes place at Gunnebo's factory in Jakarta, Indonesia.

"The three safes are united by modern design, lower weight than traditional safes, a good price and the fact that they are available with various alternative fittings," says James Taylor of the Secure Storage competence centre.

"Later this year the Chubbsafes product will also be launched as a grade 2 and 3 safe." ■



Ålandsbanken has installed a recycling system to increase security.

Increased security at Ålandsbanken

As the first bank branch on the Åland Islands, Ålandsbanken's city branch has begun using a 'recycling system'. As a result notes are no longer left loose in the tills; instead they are locked in a safe and fed out in the correct quantity as required.

The recycling system increases security for employees at the bank, and indirectly for customers too. When a customer wants to withdraw money the service advisor enters the amount and the right number of notes in the suitable denominations is fed out. The safe also has an authenticity detection system.

"There's no great difference for customers, but we no longer have loose banknotes behind the counter. The safes can't be opened by staff, so we have signs up on all the doors saying that the money is protected against robbery," says Birgitta Dahlén, department manager at Ålandsbanken.

The bank has also purchased a coin-roll machine where customers can change their money into smaller notes or coins without having to queue up.

"It's a way of improving our service. A lot of clubs and companies come in to change money, and now they don't have to queue up," says Birgitta Dahlén. ■

French Baldenheim factory ISO certified

In late 2006, Gunnebo's factory in Baldenheim, France, was certified to ISO 9001 and ISO 14001 standards. The factory makes security gates and fire and burglar-resistant safes, for example.

ISO 9001 shows that Gunnebo is living up to the highest expectations on quality.

The ISO 14001 certification is proof that the factory's operations are meeting environmental requirements.



"These certificates are an assurance to all our customers that we are working to continuously improve the quality of our products," says Stéphane Savin, a quality engineer at the factory in Baldenheim. ■

Gunnebo factory in Salzkotten certified

In late January this year, Gunnebo's production unit for outdoor perimeter protection in Salzkotten, Germany, completed a certification process which has lasted almost a year. The factory is now certified in accordance with DIN EN ISO 9001:2000 and DIN EN ISO 14001:2005.

The unit already had DIN 18800-7 certification which is mainly aimed at suppliers to public authorities. ■



Troax in Germany/Austria has been commissioned to protect a new cold-rolling mill in the production line at Austria's largest steelworks, Voestalpine in Linz.

Troax delivers machine safety for Austrian steelworks

Troax in Germany/Austria has been given an important assignment at Austria's largest steelworks, Voestalpine in Linz. Troax Machine Safety will protect a new cold-rolling mill in the production line at the factory. The total order is worth 450,000 euros.

Troax won the Voestalpine contract after lengthy negotiations as the steelworks is an extremely demanding customer. "Troax won thanks to its many unique strengths," says Wolfgang Falkenberg of Troax Germany/Austria.

"For example we have the flexible Rapid Fix system. If necessary the users can quickly access the machinery for maintenance, which helps avoid high costs for production stoppages."

IMPRESSED BY QUALITY

During the entire sales process the Troax system has been tested in the steelworks. Voestalpine was impressed by the high quality of all the components, which can withstand very high temperatures and resist the influence of dust and dirt from production.

"We also have good references from the steel industry having carried out installations for companies like ThyssenKrupp, Mittal, Rasselstein, Salzgitter, Amag and Arcelor. Voestalpine's engineers have carried out study visits to several of these plants."

A professional user like Voestalpine needs a partner that is familiar with the rules and norms of machine safety – areas Troax is familiar with after many years working with companies in the steel industry. Troax experts can install equipment swiftly, flexibly and safely – even in highly complex projects.

TOWARDS A LEADING POSITION

High production capacity is, of course, a critical factor in carrying out major installations in a short period of time. Troax could meet this need thanks to the world's largest production facility for machine safety panels in Hillerstorp, Sweden.

"No doubt the installation at Voestalpine is another step towards a position as a leading machine safety partner for the steel industry," Wolfgang Falkenberg concludes. ■

Gunnebo doors secure Spanish train tunnel

Gunnebo in Spain has been commissioned to install fire and explosion-resistant doors in a new tunnel for high-speed trains outside Malaga, southern Spain. The client is ADIF, the company that owns high-speed train tunnels in Spain.

The new route for high-speed trains comprises two parallel tunnels, which extend nine kilometres from west to east. There are 19 transverse passages between the two tunnels, each of which is partitioned off with security doors from Gunnebo.

The assignment has been carried out in a collaboration between Gunnebo Spain and the Entrance Control competence centre.

"Co-operation was a success factor for this order. Gunnebo Spain's marketing was supported by technical advice from the competence centre," says José Ortuño, Country Manager for Gunnebo Spain.

The doors were made in Gunnebo's factory in Bedford, UK. Gunnebo has already carried out tests and obtained certification for fire and explosion resistance. ■



Outside Malaga, southern Spain, Gunnebo has been commissioned to install fire and explosion-resistant doors for 19 transverse passages between two tunnels for high-speed trains.

Security solutions for Royalty, Governments, Central Banks and Embassies

Few are lucky enough to have a job that involves flying off around the world. Fewer still meet with royalty, famous politicians and diplomats on their travels. But John MacGregor is one of those few.

It is no exaggeration to say that John MacGregor, business line manager for Site Protection in South Africa, loves his job with a passion, and selfishly regards it as his hobby.

“There are so many projects and people to talk about. Wherever I’ve been there has always been something of interest to remember,” says John when asked to mention a few special events over the years.

Examples include security showcases to house the books of the Koran and artefacts for the Shah of (what was) Persia, in Sharjah, or King Hussein of Jordan, or The Sultan of Oman. John has also been on international bank-related assignments in the ‘bush’ in Botswana and unintentionally entered Lesotho illegally. To name a few.

CAME TO SOUTH AFRICA IN 1984

John MacGregor started his career as Chief Draughtsman for Chubb Security Installations in the UK back in 1969. In late 1983 he was offered the job as Operation Manager for newly formed C.S.I. division of Chubb Lock and



John MacGregor, business line manager for Site Protection in South Africa, has seen a great deal during his years in South Africa. He has met a lot of interesting people, including the King of Swaziland and the Shah of (what was) Persia.

Safe in South Africa – a position he took up in March 1984.

It took a good six months to settle before he became captivated by the country and the whole African continent and stayed on, eventually becoming appointed as Export Director. In 2001, at the age of 62, he became Non Executive Director and business line manager for Site Protection at Gunnebo in South Africa after ‘Chubb’ was acquired.

It’s not long before

the conversation turns to some of John’s exciting experiences, such as his meetings with the King of Swaziland. John was responsible for designing and the installation of new physical protection security systems in the royal residences – the Main palace he describes as massive and luxurious, with a touch of Disneyland. John and his colleague were invited there for an audience with the king.

“Only after two and a half hours’ waiting did the king finally deign to see us, but apparently that wasn’t that long. We were told that the South African Foreign minister had to wait eight hours,” John explains.

TIGHT SECURITY

Soon afterwards John and his team returned to conduct a closer examination of the palace. The security was extremely tight, with traditionally dressed guards watching their every move.

“Suddenly the power went and everything was pitch black. We stood there for an hour in the dark at gunpoint, not allowed to move. It turned out they ▶



Zanzibar – which John MacGregor has visited several times on security assignments – boasts wonderful white beaches that attract many Western tourists. “But there’s a vast difference between what tourists see and the way of life for locals,” says John.



▶ couldn't get the generator started because the chap with the key was away in a nearby village, slaughtering a cow for a ceremony the following day," says John.

The guards then took John and his colleagues to the king's private suite.

"He had the biggest bed I've ever seen, It had every conceivable electrical gadget, and if it had wings it could have flown. Downstairs in the basement was a disco with a glass ceiling immediately below an indoor swimming pool, above which was a Heli-pad. As we entered the main bedroom with the king, we were confronted by his government ministers crouching and sitting on the floor in front of him." This was traditional, as the king had to be seen to be in a higher position than his subjects.

LUCKILY GUNNEBO STEPPED IN

During his years with Chubb Lock and Safe, John stuck with the company through thick and thin. Gunnebo took over in 2000.

"Everyone was relieved when Gunnebo stepped in, they had far more knowledge of what the Security business was all about than their predecessors.

"The time with the previous owners was not a good one," John explains.

Gunnebo has made some major changes, but he is positive about the re-organisation.

"It's given us access to all Gunnebo's

products and opens up further new major opportunities, particularly in site protection which we never had before".

NEW CHALLENGES ALWAYS TURNING UP

John is convinced that site protection and electronically enhanced security products is where the future lies, even though secure storage – Chubb safes' traditional focus area – will always be needed.

John has now lived in South Africa for over 23 years but has no plans to return to the UK, apart from holidays to visit his children, grandchildren and sister. He is so happy at Gunnebo that he can't imagine retiring, despite his 69 years. It is thanks to his job that he has had the chance to see and experience the most varied countries, and cultures, particularly in Africa.

"I've been thinking about retirement since I was 65, but new challenges are always turning up. The future for Gunnebo in Africa is exciting, I still want

to be part of it, but at the same time continue to pass my knowledge of security to the Young Guns, but they had better make sure they are passionate about the business and their company."

During his time as business line manager for Site Protection at Gunnebo in South Africa, John MacGregor has travelled to many parts of the world. He recently returned from one of his trips to western Africa where Gunnebo is currently involved in several major security projects (above left).

He has also had an opportunity to work with projects in Zanzibar, including a school for orphans. A container is used to store TV sets and computers, and Gunnebo fitted it with a security gate (above).

Keenan Gomez and Troye Browne in conversation with John about a current project (bottom).

