

GLOBAL

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2008

A magazine from Gunnebo security group

Secure storage for the invaluable

Round-the-clock opening
with SafeStore Auto



Statoil choose
SafePay™



Anti-terrorist
products pass tests



THE THREE 2007 issues of Gunnebo Global have focused on our business lines Bank, Site Protection and Retail. This – the first issue of 2008 – looks at our fourth business line, Secure Storage. In everyday terms this is the area that focuses on safes, bank vaults and safe deposit lockers for protecting cash and valuables from fire and theft. Many of you have probably read the book or seen the film of The Da Vinci Code, in which Sophie Neveu and Robert Langdon perfectly legally enter a Swiss bank at two o'clock in the morning. Using Gunnebo's safe deposit robot, SafeStore Auto, they can access their locker with the code for the Holy Grail. The book describes our system in detail over five pages, and the story is a prime example of how useful it can be to have access to your safe deposit locker round the clock, seven days a week. Banks in Germany have already seen the benefits of this vast improvement in customer service and profitability, and we have installed some 700 safe deposit robots there. Over the past year we have focused on extending our market cultivation for SafeStore Auto, and now have systems installed in countries such as Spain, Portugal, Denmark, Italy, Switzerland, Canada, Russia and China.

ON SEVERAL OCCASIONS we have received letters from 'safe experts' (read: safe-breaking experts) from various prisons, offering us their unique know-how in breaking into high-security safes. We cordially (but firmly) decline these offers, bearing in mind that our own engineers are extremely good at designing and testing all our Secure Storage products. Most of our safes, vaults and vault doors are also certified by various test institutes worldwide, and have been graded by security level depending on the value of the intended contents and the time it takes to destroy the safe by fire or physical violence. Moreover, there are countless stories of how companies have survived a fire or burglary thanks to our fire and burglar-resistant safes.

You can also read about tests on our anti-terrorist products, interviews with Peter Samuelsson and James Taylor, and our breakthrough with the SafePay™ cash management system in Denmark. I do hope you enjoy reading this issue of Gunnebo Global. The next issue, due out mid-year, will focus on our service operations. Please feel free to contact me or a member of our editorial committee (see the contact details below) if you have any comments or suggestions for articles you would like to read in future issues of Gunnebo Global.

JANERIK DIMMING
SVP GROUP COMMUNICATIONS
GUNNEBO AB

4 | Breakthrough for SafePay™ in Denmark

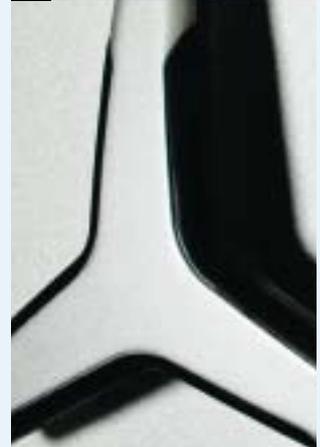
Statoil, Coop Fakta and Dansk Supermarked are three large Danish companies that have decided to invest in SafePay. Orders were recently placed worth 45 million Swedish kronor. The companies will now have a completely closed cash management system.



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6 | Theme: Secure Storage

There is a growing need for Secure Storage. These days, valuable papers, jewellery and documents are not the only things that need protecting – it could just as easily be data media, drawings and backup media that need safeguarding against fire, sabotage and burglary. Gunnebo offers safes, strongrooms, locks and safe deposit lockers to meet all needs. In this issue, we focus on our Secure Storage business line.



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14 | Swedish Navy enhances security

When the Swedish Coast Guard was looking for gun safes, the order went to Gunnebo. The demands were high: the safes had to be light but also extremely secure – and they had to fit in with the boats' fixtures and fittings. The customer settled on the Atlantic range.



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24 | Personalised safes

A safe doesn't have to be grey and dull. Nowadays safes are available that are specially designed both inside and outside. With the Gunnebo Carena range you can choose your own design for the door.



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On our homepage you will find press releases, annual reports, Gunnebo Global and other financial reports. The address is: www.gunnebo.com

DuPont Indonesia chooses Gunnebo as distributor

Gunnebo Indonesia has won the right to sell DuPont's fire extinguisher FE-36™. Gunnebo and DuPont have spent two years discussing distribution rights, and Gunnebo Indonesia has carefully assessed and tested the FE-36™.

DuPont is a multinational company with activities in 70 countries. It is a world leader in fire safety and drives the development of safe, environmentally friendly fire extinguishers.

Fire extinguisher containing FE-36™ are sold as a good alternative for spaces requiring high security such as server rooms, museums, archives, hospitals and aircrafts.

"FE-36™ is not being phased out like environmentally hazardous aldol, and is ideal at power stations and telecommunication centres, for instance – the biggest buyers of fire safety products in Indonesia," says Hindra Kurniawan, Country Manager for Gunnebo Indonesia. ■



DuPont Indonesia chooses Gunnebo as distributor. George Hadi Santoso (left) – Country Manager of DuPont Indonesia and Hindra Kurniawan (right) – Country Manager Gunnebo Indonesia.



Tobias Billström, Sweden's Minister for Migration and Asylum Policy, was given a guided tour of Gunnebo Troax in Hillerstorp on 17 October 2007.

Minister visits Troax

Sweden's Minister for Migration and Asylum Policy, Tobias Billström, paid a visit to the Gunnebo Troax plant in Hillerstorp, Sweden in October.

The Minister had expressed a wish to visit a company that works actively to integrate new citizens, and Gunnebo Troax was selected as a prime example.

"For several years now we have been running a language course in association with the education centre GKC. It is intended for employees with a non-Swedish background who want to improve their Swedish," explains Maria Blomdahl, VP Human Resources at Gunnebo Troax AB. ■



Safer storage in Växjö

In 2007, local housing company Växjöhem in Växjö, southern Sweden, initiated a project to increase the sense of security among residents.

Part of this entailed providing more secure storage space for apartment buildings, and Växjöhem chose Troax Sweden as the supplier.

"So far we've built around 700 stores. We've discarded the old fittings which were basically chicken wire, boarded partitions or weak old mesh walling, and have put in new, more secure UX450 welded mesh panelling in an attractive blue," says Daniel Svensson, a sales executive at Troax Sweden. ■

Reliance Retail chooses Pass-O-Mat gates in India

Reliance Retail is a large retail chain in India which, among other things, sells chemicals and textiles. Its turnover is more than 25 billion US dollars a year.

Reliance Retail was looking for an entrance control solution for its new stores, and it settled on Gunnebo's Pass-O-Mat gates. In the next few years Reliance Retail is planning to open another 50 or so new stores, so there is plenty of potential for further orders for Gunnebo. ■



Blue stores has improved the security in Växjö.



Statoil Nordic in Denmark has signed agreements for the SafePay™ and is also involved in further developing of the cash transfer unit.

Major SafePay™ order in Denmark

Coop Fakta, Dansk Supermarked and Statoil Nordic are three large Danish retail chains that have signed agreements for the SafePay™ closed cash management system. In 2007 the contracts brought in orders worth 45 million Swedish kronor. Gunnebo's system is now the leader on the Danish market.

Every day there are large amounts of cash in circulation in the retail sector. Gunnebo SafePay™ is a completely closed system designed to raise security in connection with cash management, while also streamlining the entire process. Fakta, part of the Coop Group which has more than 300 stores in Denmark, has now installed SafePay™. According to senior controller and head of security at Fakta John Ravn, the results were fully satisfactory.

“We have carried out a thorough evaluation of the system over the past three years and there has not been a single robbery in any of the stores where it is installed. This means greater security for our employees – and for our customers. We aim to have SafePay installed in all our stores within five years,” says Ravn.

STAYS IN THE SYSTEM

In the above-mentioned chains' stores, banknotes and coins are now fed into the SafePay unit by the customer and the cashier. The right change is paid out and the system also identifies counterfeit notes. The high level of security is possible because the cash always stays inside the system, and is then emptied at the end of the day via a deposit unit into a cash transfer unit, which in turn is emptied by a security company.

“SafePay offers several advantages for small

stores as well, and it is pleasing that none of the stores with SafePay have been the victim of attempted robbery. Together with the fact that the cashier does not need to touch the coins – thus avoiding nickel allergy – this is also important for the work environment,” says Jerker Krabbe, Business Line Manager Retail at Gunnebo Nordic.

DEVELOPMENT WITH THE CUSTOMER

Coop Fakta, Statoil and Dansk Supermarked have evaluated the system with satisfactory results, and they have all also been involved in further developing SafePay's cash transfer unit. The contract with the three chains – which in Statoil's case covers the entire Nordic region – brought in orders worth 45 million Swedish kronor last year. A total of 360 systems were ordered. Gunnebo is also in discussion with other chains in Denmark. ■

Launch of smart fixing system

Smart Fix easy to handle that installation and dismantling can be dealt with by one person.



Smart Fix is the name for Gunnebo Troax's new fixing system for machine protection. Launched in the autumn, it is a brand new innovative system which dramatically simplifies installation and dismantling.

"This is a major venture in our machine protection range," says product manager Kim Dahl.

Today's modern industries with their advanced processes place high demands on security. Troax's business concept in machine protection is to provide welded mesh panelling and fixing systems for the area immediately surrounding a machine, partly to restrict access to authorised personnel but also to reduce the risk of accidents among the staff.

A MORE FLEXIBLE SYSTEM

Autumn 2007 saw the launch of Smart Fix and the new product range has been very well received. Smart Fix is based on Troax's ST panels but has a flexible new system for simple installation.

"The main benefit is that it can be assembled and dismantled by one person, whereas it used to need at least two," says Dahl.

Like all Troax products, Smart Fix has undergone comprehensive testing to guarantee the best possible strength and security.

INTERNET IMPORTANT TO LAUNCH

Gunnebo Troax chose several new means of reaching new and existing customers



when launching Smart Fix. The Internet was one such means, including a separate website for Smart Fix. E-mail and postcards were also vital elements of the launch process, which took place country by country. Particular focus was placed on the central markets in Denmark, Germany, the Netherlands, Spain, Belgium and Sweden. Competition on the market is stiff, but Gunnebo Troax aims always to stay one step ahead.

"In machine protection we're working intensively to present new developments once or twice a year. We see this is as very important. Our products are frequently emulated, so we have to work so quickly that our competitors can't keep up," Dahl explains. ■

Facts

- Gunnebo Troax focuses on three product areas: machine and robot environments (machine protection), materials handling and logistics, and property protection.

- Machine protection accounts for one-third of Gunnebo Troax's turnover.

- Gunnebo Troax's head office is in Hillerstorp, southern Sweden, where it also manufactures and develops products in the machine protection segment.

- Further information about Smart Fix can be found at www.smartfix.nu

Secure storage protects the invaluable

All companies, authorities and organisations have documents, valuables and data media that are crucial for their operation – quite simply invaluable. Clearly such material needs to be protected against fire, theft and sabotage.

Gunnebo's Secure Storage range includes safes, locks, strongrooms and safe deposit lockers to suit all needs. The choice of safe, for instance, depends entirely on the items to be stored and the level of protection required. Read more about different products, solutions and customer testimonials on pages 6–18!



High-graded safes, document cabinets, vaults and vault doors, safe deposit lockers and locks are some of the products included in Gunnebo's Business Line Secure Storage.

New opportunities for Secure Storage



There is an increasing need among many companies and authorities to store important documents, data media and valuables securely. New customer groups are constantly arising in Gunnebo's Business Line Secure Storage.

"The market is far bigger than we originally thought," says Peter Samuelsson, head of business development for Competence Centre Secure Storage.

Business Line Secure Storage is an important part of Gunnebo's operation.

It may not be the biggest, but it is one of the best in class when it comes to profitability. The business line's product portfolio includes various types of high-graded safes and document cabinets, vaults and vault doors, safe deposit lockers and locks.

"In terms of sales we have unchanged volumes in our classic customer segments, while growth has come from new customer groups, says Peter Samuelsson.

The main factor behind the increase is new products, and the fact that there is a broad general need for secure storage among private individuals, companies of

all sizes, as well as government authorities and organisations.

NEW CUSTOMER GROUP GROWING FAST

The range for small offices and home offices (known as SoHo), is one example of a customer segment that is growing fast. SoHo is also a relatively new customer group.

"More and more people are working from home and employers have demands on security. Some insurance companies are also quite strict and premiums can even be reduced if secure storage is used. Also, many private individuals want to keep important documents and valuables



The demand for secure storage products is increasing, Peter Samuelsson concludes, head of business development for Competence Centre Secure Storage,

at home as access to safe deposit lockers at banks is limited – unless the bank has installed Gunnebo’s SafeStore Auto robotised safe deposit lockers that is. All this leads to a greater demand for products in this segment,” Peter Samuelsson explains.

NEW SALES CHANNELS

Product accessibility is also an important driver behind increased demand.

“These days you can go to a DIY store and buy a safe, which wasn’t possible a few years ago.”

In 2003 Gunnebo launched SecureLine – a product range specially adapted to the SoHo segment. Gunnebo is focusing intently on promoting these products through, for instance, catalogue sales,

online sales and retail via various dealers such as DIY chains. And the move has proven successful.

“It has taken time,” says Peter Samuelsson. “We had no existing relationship with catalogue companies, for example, before, but things are gradually building up. We have strengthened our position through various retailers and are now focusing on being even better. In the SoHo segment we’re the new kids on the block and we’re taking more market shares all the time.”

EASTERN EUROPE OF INTEREST

However, SoHo is not the only segment where demand for secure storage products is increasing. Peter Samuelsson highlights major opportunities in other segments too.

“Gunnebo has a wide range of products in secure storage and is currently a world leading supplier of high-graded safes”

Gunnebo is constantly making new headway among professional customers, where many customers are primarily interested in high-graded products.

“There’s also a growing market in retail, particularly in Central and Eastern Europe. Mainly for safes and deposit lockers, but also for light strongrooms.”

Another potential new market that is opening up is the pharmaceutical industry.

“The EU has decided that large amounts of narcotic preparations have to be stored in spaces graded at least security level 3, so there is high demand for secure storage products in that sector. Weapon and ammunition storage is another area of interest, where government requirements are constantly being tightened. These are new customers for us and there is great potential.”

MAJOR DEVELOPMENT OPPORTUNITIES

Gunnebo has a wide range of products in secure storage and is currently a world leading supplier of high-graded safes. The development of Business Line Secure Storage gathered momentum when safe manufacturer Rosengrens was acquired in 1993. The acquisitions of Fichet-Bauché (1999) and Chubb Safes (2000) followed, making Gunnebo the leading player on the market. Gunnebo has chosen to continue marketing and selling the products under these brand names, as well as its own brand SecureLine.

“The different brands complement each

other and enable us to position ourselves to achieve the best possible market penetration,” says Samuelsson.

He foresees great development opportunities in the future. One change believed to be significant to development is the large central distribution centre in Germany – launched in autumn 2007 – which will serve Gunnebo’s customers in the various European countries. The most important goal is to increase the level of service for our customers. The customer should have to wait no more than five business days for delivery.

“It’s an important competitive tool,” Peter Samuelsson concludes. ■

Facts: Secure Storage

■ Secure Storage is the umbrella name for Gunnebo’s traditional physical security range such as safe deposit lockers, vaults, vault doors, safes and locks.

■ Secure Storage is also the organisational designation of the Competence Centre responsible for production and procurement of the products and solutions which the Business Line of the same name then sells at Gunnebo’s 25 Customer Centres.

■ The Competence Centre also administers the sales to markets where Gunnebo has no Customer Centre.

■ Business Line Secure Storage accounts for 15 per cent of the Group’s sales.



First system of robotised safe deposit lockers in Canada

Gunnebo Canada has delivered the first fully automated system of robotised safe deposit lockers on the American continent. The product is Gunnebo’s own SafeStore system and the customer is Woodslea Credit Union in Essex, Ontario, Canada.

SafeStore gives customers access to their safe deposit lockers 24 hours a day, seven days a week, all year round. The second SafeStore machine in the Americas has been delivered to the Prime Financial Savings & Credit Union, located in Hamilton, Ontario, Canada.



Banca di Bologna chooses SafeStore Auto

In December 2007 the ninth city branch of Banca di Bologna was officially opened in Via Murri, Bologna, in Italy.

The new branch is an important milestone, being the first bank branch in the province of Bologna built with modern criteria. Avant-garde technological systems are utilized, like the SafeStore Auto, which allows, in complete autonomy 24-hour access to a personal safety deposit box. ■



First SafeStore Auto installed in Barclays Bank in Portugal

Barclays Bank in Portugal has taken a strategic decision to install SafeStore Auto on their new branches for Premier clients. In October 2007 the first SafeStore was installed.

A third order is already planned for installation. ■

Safe deposit lockers profitable with SafeStore Auto



Thanks to the robot conveyor no human involvement is required.

Banks themselves have seen safe deposit lockers as an uneconomic solution that requires time-consuming personnel, still needed in order to offer competitive service to the customers. But the SafeStore Auto self-service system puts an end to that perception. The customer has access to the locker round the clock, thanks to a robot conveyor that requires no human involvement.

“We are unique in this,” says Gunnebo’s Manuel Mundl, Product Line Manager SafeStore Auto.

Usually, a visit to a safe deposit locker involves a bank employee who accompanies the customer into the vault, and most of the times remains available until the customer is finished. To simplify the process for both parties SafeStore Auto was developed, giving customers easy access to their lockers even when the bank is closed. The product has been on the market for 10 years and is steadily gaining ground.

“Once banks realise the benefits of SafeStore Auto, they throw out their traditional safe deposit lockers,” says Manuel Mundl, Product Line Manager for SafeStore Auto.

AS EASY AS AN ATM

The bank customer accesses SafeStore Auto him/herself by opening the door to the secure room, which might be located in the bank’s self-service area, using a bank card and PIN code. Once inside the room, the same card and a PIN code or biometric device are then used at the SafeStore Auto to request the relevant locker.

“It essentially works like an ATM,” Mundl explains.

When the code is punched, a robot calls

When the code is punched in the SafeStore Auto a robot calls up the right locker and conveys it from the vault to the locker room.



up the right locker and conveys it from the vault to the locker room. Here the customer can open his or her locker in peace and quiet with their personal key, and take from or add to the contents. Once the process is complete the customer pushes a couple of buttons on the touch screen and the robot is dispatched to return the locker to its place in the vault.

Safety and security are also guaranteed to the service user as no one can open the door to the room when there's someone already inside. There is also a function that changes the glass door colour to grey when the card is inserted into SafeStore Auto, making it impossible for anyone outside to see in.

MANY BENEFITS

As well as enabling bank staff to spend time on other tasks rather than accompanying customers to the safe deposit lockers, the SafeStore Auto system offers a host of other benefits.

“The main advantage is that SafeStore Auto makes an unprofitable service profitable. The bank no longer needs the same kind of space as before, taking customers in

lifts and along corridors. Design and layout were important and everything had to look good, but now the cost of setting up safe deposit locker rooms is far lower. Banks can also now charge more as the lockers can be accessed 24 hours a day,” says Mundl, who estimates that an SafeStore Auto system can increase safe deposit locker revenue by many times.

Mundl has also seen the kind of response

“Once banks realise the benefits of SafeStore Auto, they throw out their traditional safe deposit lockers”

bank customers have given SafeStore Auto.

“They like the simple self service and the fact that the bank's opening hours are no longer important. Some people also find it uncomfortable to have to go up to a member of staff, ask for help and be escorted down to a vault, which of course is no longer necessary”.

NEW MARKETS AND CUSTOMERS

SafeStore Auto can be found at one campsite in Germany, but otherwise banks are the main users of the SafeStore Auto

product. Gunnebo hopes to gradually be able to convince other business sectors of the benefits of SafeStore Auto.

“An idea's in the pipeline for a product that can be used in areas that don't need quite the same extreme security as in banks, such as hospitals and convenience stores. Hotels as well, which could offer the service by the day or week. These are all areas we'll be cultivating, but right now our focus is on banks – a sector where many are keen to launch this service,” says Mundl.

In addition to the more tangible benefits of SafeStore Auto, there is another good reason for this enthusiasm: more and more people are using safe deposit lockers.

“Some banks have had safe deposit lockers because they have to, and because the competition has them. But these days the grand old lady who keeps her necklace locked up and only rarely uses the locker is not the only type of customer. Consequently, banks will sell this service differently now, address a different clientele and gain new customers with this 24/7 service,” Mundl concludes. ■

Facts & Figures Europeum Group

- Founded by Slava Rogov and Peter Schulek in 1992
- Now over 100 employees
- Primary target market is banks
- Offices in Moscow, St, Petersburg, Rostov-Na-Donu and KarMar, as well as 62 sales and service centres across Russia
- Also due to open offices in Novosibirsk and Khabarovsk



Bo Haglund, Export Sales Manager, can see a clear development in former Eastern European countries where customers demand 24 hour service also within banking.



Moscow is a 24-hour city where you can get almost anything round the clock. The banks are now going the same way. Therefore, SafeStore Auto has achieved great success.

round the clock, and banks are now going the same way. Having safe deposit lockers is also a bit of an image and status booster,” explains Haglund, who takes a positive view of Gunnebo selling SafeStore Auto.

“Russian customers have adopted automation extremely quickly. We’re in the initial stages at the moment and have also sold a large installation of 1,000 lockers in St. Petersburg. In Moscow we have a further eight projects in progress in 2008,” says Haglund.

THE RIGHT CONTACTS

The market conditions for SafeStore Auto’s segment are favourable for Gunnebo, according to Haglund.

“Russian banks are good at charging for safe deposit locker services, and now they can increase their revenues even more.”

Europeum Group has also proven to possess the know-how to sell the idea of the product to the banking system. It has even held a number of seminars alongside Gunnebo, and banks have shown great interest in SafeStore Auto and its accessibility.

“There’s a strict hierarchy, and it’s a lot about knowing the right people if you want to open doors. That’s where our distributor is a great help,” Bo Haglund concludes. ■

Open round the clock in Moscow

Safe deposit lockers are a sought-after service in Russia. Banks are now seeing the opportunity to offer customers a broader service and Gunnebo has achieved strong sales of SafeStore Auto – the robotised safe deposit locker system.

Through its dealer Europeum Group, Gunnebo has primarily sold traditional electronic safe deposit lockers to the Russian market. However, several factors have led to higher interest in SafeStore Auto, the self-service system where a robot collects the locker for the customer, who uses the service in a specially demarcated space.

“Russia has been looking at European banks that have lobbies, with part of the premises closed off. They see this as

a further opportunity to offer access to safe deposit lockers 24 hours a day. Bank premises are also relatively expensive and SafeStore Auto takes up less space than a traditional solution,” says Bo Haglund, Export Sales Manager at Competence Centre Secure Storage.

HIGH RENTAL FREQUENCY

Customers that have bought SafeStore Auto include Gazprombank in Moscow, which will be using the system in an old building that has been converted and refurbished. Along with many other Russian banks, Gazprombank has seen a high rental rate for safe deposit lockers in general.

“The facility is under development and they’re planning to offer SafeStore Auto to their VIP customers. Moscow is a 24-hour city where you can get virtually anything

Electronic locks increase security and simplify servicing for ATMs

Increased security and easier handling convinced Germany's S-Logistik Rhein-Ruhr to install the high-graded SafeLock One electronic security lock in the bank's ATMs.

"It was also a cost-effective solution," says Josef Grippehoven, head of cash management at S-Logistik Rhein-Ruhr.

Gunnebo's high-graded SafeLock One electronic security lock is a one-time coded system that does not require keys or smart cards, crucial factors when S-Logistik Rhein-Ruhr GmbH was procuring a new lock solution for its ATM machines. More than 100 ATMs are now fitted with the electronic lock and new machines can easily be connected.

PRACTICAL DIFFICULTIES

When filling cash, servicing and clearing faults in its ATMs, S-Logistik Rhein-Ruhr used to use keys to access the space behind the machine where the money is stored. However, the keys – several copies for each machine – were a security risk as they could of course be lost.

In 2004 S-Logistik Rhein-Ruhr decided to outsource all cash management and servicing of ATMs to an external CIT company, which required even more copies of each key, as Josef Grippehoven explains.

"At first, four keys were defined as the required number per machine, being sufficient during the initial phase. But over the following months, practical experience showed that it was not possible to realise the demanding repair times for the fault-clearing of the machines with the now low number of keys. It would have been necessary to extend the set of keys to at least five being used plus one custody key per valuable."



With SafeLock, S-Logistik Rhein-Ruhr, has found a secure and solid solution, states Josef Grippehoven, head of cash management.

Following internal discussions on how to solve the problem, the company finally settled on SafeLock One.

The financial aspect was also an important factor as it proved to be a cost-effective solution.

SMOOTH TRANSITION

"Today we still require an IT service technician when detecting a more complex fault, but in future only one CIT employee has to be present to guarantee the principle of two pairs of eyes. Both persons receive a one-time valid opening code from the CIT control centre."

The system has now been installed in

just over 100 of S-Logistik Rhein-Ruhr's ATMs.

"Our CIT employees quickly changed over to the new system and are glad at not having to be responsible for an immense number of individual keys any more.

"From our point of view, SafeLock One is a hardware and management solution that combines the advantages of an electrical high-security lock with logistical and organisational requirements," Josef Grippehoven says.

S-Logistik Rhein-Ruhr GmbH is a wholly-owned subsidiary of Sparkasse Mülheim a.d. Ruhr and Stadtsparkasse Oberhausen. ■



The Swedish Coast Guard chose the Atlantic safes for gun safes. One of the models is a 642-litre safe weighing 1,150 kilos.

PHOTO: JIMMIE ADAMSSON - FÖRSVARETS BILDBYRÅ

Light safes for Swedish Coast Guard

When the Swedish Coast Guard was looking for gun safes, the order went to Gunnebo. The Atlantic safes can now be found on boats and at stations around Sweden’s coast.

“We met their requirements for lockable pistol compartments and rifle racks,” says Gunnebo Nordic salesman Christer Olsson.

According to Swedish law, the Coast Guard needs to be able to store its weapons safely (in safes of EN 1143-1 Grade III standard). However, in addition to fulfilling the security norms, special dimensions and inserts were also needed in the safes. Rosengrens Atlantic safes were discussed, a range with the right price profile that could also meet the other requirements.

They appealed to the Coast Guard, and a total of 34 safes were delivered which are now used on boats and at stations across Sweden.

“The Atlantic range met their needs for gun storage and we also tailored a customised solution,” says Christer Olsson.

EXTREMELY LOW WEIGHT

Requirements included lockable compartments for pistols and rifle racks that could be used on the boats. The rifle racks were also part of the order for some of the safes supplied to the various Coast Guard stations. One particular hallmark of the Atlantic range is its extremely low weight.

“These are extremely lightweight safes for the purpose in their category, which makes it easy to put them in different kinds of sur-

roundings,” Christer Olsson explains.

One of the Atlantic models ordered is a 642-litre safe weighing 1,150 kilos. By comparison, a standard safe of this type weighs around two tonnes and is only 500 litres.

THIN BUT STRONG

The safes which were specially adapted for boats were sent to a shipyard in Romania where the boats are built. The source of the safes’ low weight can be found in another part of Europe.

“The safes are made at our factory in France, which also specialises in the manufacture of very light yet strong concrete. The concrete has to be lightweight but still pass the independent tests the product is subjected to,” Christer Olsson concludes. ■

Precious objects saved thanks to secure storage

Fire-resistant safes can prove a profitable investment. There are many examples where valuable information has been saved from the flames.

Security consciousness in companies of all sizes has increased in recent years, according to Yngve Hermansson, a Salesman Secure Storage within Gunnebo Nordic.

“A fire can have disastrous consequences if important information is lost, so it’s important to think ahead and carry out a security overhaul. For instance, many of our customers operate in the pharmaceutical and telecom industries. If important information is lost, we could be talking about losses worth millions of Swedish kronor.”

OLD TREASURES SAVED

With 20 years’ experience in the industry, Yngve Hermansson has many examples of just how much a fire-resistant safe can mean. One of them is the fire at the Katarina Church in Stockholm, which attracted extensive media coverage in Sweden. The church was completely devastated, but certain precious objects could be saved because they were in fire-resistant safes.

“The parish had previously bought Rosensgrens safes, which meant the church plate and irreplaceable old treasures survived the fire,” says Hermansson.

RECENTLY BOUGHT

Another example is the extensive fire at Bro shopping centre, north-west of Stockholm. The centre burned to the ground along with the adjacent sports hall, swimming baths and recreation centre. However, in the ICA supermarket important information, including the accounts, could be saved thanks to fire-resistant safes.

“I’d sold a safe to the store just a few months earlier, and the owner called to thank me after the fire. Data media are even more sensitive than paper and a fire-resistant safe is a cheap ‘insurance policy,’” Hermansson explains. ■

The fire in the Katarina Church, Stockholm, left no more than the outer walls after the flames had died down. This was the second time the church had been ravaged by fire.





“I enjoy developing new products, creating modern ergonomic design whilst providing a practical safe within its security classification”



James Taylor seeks out new paths

James Taylor started working for the Gunnebo Group nine years ago when Indonesia started to recover from Political unrest. During 2007 he has been Product Line Manager within Secure Storage, constantly seeking ideas for new products – a job that calls for an inquisitive mind with a keen sense of exploration.

“Creating new ideas means you have to get out and understand what is available in the market place and also look at other industries, their materials and new technological developments,” he says.

Aged 19, James moved to London and began working as a buyer in for the National Health Service, sourcing medical and scientific equipment. Some years later, he was employed by ABB and Alstom Train manufacturing divisions. Nine years ago he started working for the Gunnebo Group.

In January 2008 he changed positions within Gunnebo, from Product Line Manager to Strategic Sourcing and Product Development Manager.

CHALLENGES ON SEVERAL LEVELS

“I enjoy developing new products, creating modern design whilst providing a practical safe within its security classifica-

tion,” says James.

But there was no gentle introduction to the Gunnebo Group for James when he was offered the position as Purchasing Development Manager at PT Chubb safes in Indonesia in 1998. At the time the country was in turmoil and there were even sporadic riots in the capital, Jakarta.

“We had to select suppliers from different parts of Jakarta to secure material availability. If the west side couldn’t deliver, we’d have to get our deliveries from the east side of Jakarta instead.”

These days James faces other challenges in his day-to-day work.

“The main challenge as I see it is to take a concept to market, finishing the project on time and at the target cost. In Sourcing it’s very important to maintain strong relations with our key suppliers in Asia which can be difficult when you’re so far apart geographically.”

CREATIVITY

When asked what personal qualities which are useful in his job, James lists enthusiasm and competitiveness, among others. Another important aspect is the ability to think unilaterally in order to inspire new creations. For James and Gunnebo this has resulted in the recent release of several new safe ranges and the future launch of

the new SecurePod safe.

“Whilst SecurePod is targeted at a niche market it will go a long way to ensure that Gunnebo brands are at the forefront in the market place. We need to continually monitor and understand the changing market place so we can exceed the expectations of our customers,” explains James.

SecurePod is produced from a rotational moulding process and has a special barrier material construction to achieve its class of certification. This is an advanced development in an industry where the products have not undergone many major changes over the years.

“We need to ensure that Gunnebo Brands and Products continue to set the benchmark with desirable competitive safes that also maximise contribution.”

FAMILY AND RACKET SPORTS

In the working life of someone who works with new products and in many markets, there are many days spent travelling. But what time off he does get James spends with his family back home in Derby: his wife, a daughter aged five and a son who will be two this year.

“When I get the chance I enjoy a round of golf and try and keep fit playing squash and tennis, if weather, children and wife permitting.” ■



SecureLines safes was taken on a Road Show in India. The products could be found at town squares and marketplaces.

Safes on Road Show in India

Whatever business you're in, a strong local presence is a competitive advantage. Gunnebo has certainly taken this to heart in India, where SecureLine safes are sold at Road Shows on town squares and at marketplaces.

The Road Show concept is based on a sales strategy aiming to take on foreign competition in fire and burglar-resistant safes.

“We primarily compete with Chinese manufacturers and one of our advantages is our local presence, with representation in towns and cities across India,” says Venugopal, Business Line Manager Secure Storage, Gunnebo India.

A Road Show entails transporting products from the SecureLine range to markets, shopping centres and town squares to display them directly from the lorry or on market stalls. Sales staff can then demonstrate the safes onsite.

“Consumers in India are very knowledgeable in this area and are often curious about new products and technologies,” says Venugopal.

Best sellers include the SecureSafe B25-E, a 17 litres safe which can be placed at home or in

any business environment, and T1-61E, a 93-litres safe with electronic lock. ■



Metal detectors integrated in Gunnebo products

Gunnebo has entered into partnership with Italian company CEIA – a leading manufacturer of metal detection products.

“The idea is to incorporate their solutions in our entrance control products,” says Stephen Bates, Business Development Manager at Competence Centre Entrance Control.

CEIA, whose headquarters are located in Arezzo, Italy was founded in 1962. To begin with the company focused exclusively on metal detection in the textile industry, but the business grew to encompass other areas. Today, CEIA focuses on security metal detection, ground search metal detectors and industrial metal detectors.

Its collaboration with Gunnebo involves the first of these, namely security metal detection. CEIA is a world leader in metal detector arches, which are primarily used at airports and other high-security installations.

“Offering our customers integrated systems is in Gunnebo’s interest,” says Stephen Bates.

The co-operation with CEIA is one of several examples where Gunnebo has chosen to integrate another company’s applications into its own products. In this case, that means some of Gunnebo’s various gates and doors will be fitted with CEIA metal detection solutions.

THE NEED IS INCREASING

The need for closer control of who enters and exits buildings is increasing in both the private and public sectors. Products for higher security in this area are something Gunnebo is continuously focusing on.

“In recent years we’ve focused extensively on biometric identification in connection with entrance control. Biometric ID ensures that only authorised individuals can enter and exit a building,” Bates explains.

Metal detection is another way of



The HiSec 6 SQ security booth offers the highest level of personnel access control with presence passage and weight detection as standard.

enhancing security, especially when it comes to detecting weapons.

“But it’s not only about what goes into a building, but what comes out as well,” Stephen Bates concludes. ■

Integrated security system at Indonesian research institute



A research centre, funded by the US government, has chosen security systems from Gunnebo.

Gunnebo Indonesia has delivered security systems to the Center Research Institute for Veterinary Science (Bbalitvet) in Bogor, western Java. The centre conducts research into dangerous viral illnesses in animals, such as avian flu and mad cow disease. The centre is funded by the US government.

Gunnebo Indonesia has been commissioned to supply security equipment to Bbalitvet, following a comprehensive tendering process in 2006.

The facility is massive and contains many different buildings. Gunnebo Indonesia will build a central alarm station at the centre. It will also provide systems such as indoor and outdoor CCTV, access

control, outdoor perimeter security and an intelligent key-lock management system.

“This integrated building and security system will protect the area against intrusion and sabotage,” says Mr. Suhandono, Head of General Affairs at Bbalitvet.

“The Gunnebo Indonesia security solutions will protect both human and material resources, including the hazardous medical materials we store on the premises.”

TRUSTED BY THE US GOVERNMENT

The Bbalitvet project is a highly prestigious order for Gunnebo Indonesia.

“We are very proud of the opportunity to demonstrate our expertise and of the trust placed in us by the US government,” says Vincentius Liong, Project Manager at Gunnebo Indonesia. ■



Gunnebo Singapore opens office in Vietnam

In October 2007, Gunnebo Singapore opened a local representation office in Ho Chi Minh City, Vietnam. This is a strategically important step, as Vietnam is the third fastest-growing economy in Asia – after China and India.

Vietnam’s GNP has grown by 7–8% a year in the past two years, and this trend is expected to continue. Vietnam joined the WTO in December 2006 in a move that signified an increase in political openness. The country became more ‘investor friendly’, and focusing on a more open business climate stimulated interest among many foreign investors. Singapore is the second largest investor market after South Korea.

FIVE SECTORS

Five main sectors drive the economy in Vietnam: construction, banking, service and tourism, infrastructure and trade. Many foreign and multinational companies are now setting up business in Vietnam, opening doors for Gunnebo’s products in areas such as secure storage, entrance control, electronic security and site protection.

AT THE COMMERCIAL CENTRE

The capital of Vietnam is Hanoi, and this is where all the government authorities and embassies are located. Gunnebo’s office is in Ho Chi Minh City, Vietnam’s commercial centre. Chief representative Jeffrey Hermawan, with Huyen Luong as marketing executive. ■

New service for owners of fire extinguishers in Jakarta

Gunnebo Indonesia in January 2008 launched a new service in Jakarta and eight other cities. The service will cut the time it takes residents to refill their fire extinguishers.

Gunnebo Indonesia has introduced 10 ‘refill cars’ in the cities Jakarta, Medan, Pekanbaru, Palembang, Bandung, Semarang, Surabaya, Denpasar and Balikpapan.

Two of the cars will operate in Jakarta, and one each in the other eight cities.

“The cars will allow our company to do the refilling process without having to bring the extinguishers to the company’s depository”, says Shirley Tamtomo, Business Line Manager After Sales Service, Gunnebo Indonesia.

“Customers only need to call us. Then we will come and do the refilling process on the spot.”

Before, it used to take two to three days for the company to complete the entire refilling process, because it had to pick up the expired fire extinguishers from each customer, bring the extinguishers to the company’s depository, refill the devices and deliver them back to the customers.

“There are also lots of people who have fire extinguishers, but not all of them

know how to use them. Our trained employees will teach these people how to use and maintain the devices,” says Shirley Tamtomo.

The refill cars are equipped with everything required for the refill process, and can serve different types of extinguishers, whether they use halotron, powder or foam.

“We will review the effectiveness of these cars within a year. If it is considered a success, then we will expand the car deployment to the other 12 company branches all over Indonesia”. ■

Facts

- Gunnebo Indonesia has been established in Jakarta since 1972.
- Has around 40,000 to 50,000 customers, including factories, shopping centers, banks, hospitals, office buildings and hotels.
- According to the city’s fire agency, there were 853 fires in Jakarta last year. Forty-five of the fires in 2007 occurred in high population density areas.



Gunnebo Indonesia has introduced 10 ‘refill cars’ in Jakarta.



Bajaj Allianz of India invests in Cobra Safes

Gunnebo's Business Line Secure Storage in India has signed a contract with Bajaj Allianz for 721 Cobra Safes. Bajaj Allianz is a leading insurance company in India.

The safes will be delivered to 721 offices across India up to the end of March 2008, along with a possible 300

further safes by the end of the year. Bajaj Allianz is impressed by Gunnebo's product quality and delivery reliability.

"This order has broken all records when it comes to the volume of products we can sell to a single customer in India. It also indicates the growth potential for Business Line Secure Storage here," says Venugopal, Business Line Manager for Secure Storage at Gunnebo India. ■

New product launches:



SpeedStile FL



SpeedStile OE



HiSec Q



Motorised Telescopic Door

New product launches

The new year saw several interesting new entrance control products from Gunnebo.

"The market is growing," says Mark Geering, Competence Centre Entrance Control.

The potential for the Entrance Control product line is extensive and increasing all the time. More and more companies and organisations are realising an increasing need to control who enters and exits a building as the world becomes a less safer place.

"The entrance control products are in demand among customers in a range of different areas such as banking, airports, public administration, retail and prisons," says Mark Geering.

SPEED GATES DEMANDED

Product development within Gunnebo takes place within each competence centre. The new products developed by Com-

petence Centre Entrance Control which will be launched in 2008 relate to different security gates. The new products include two speed gates, SpeedStile FL and SpeedStile OE, which both complement the current range.

GREAT POTENTIAL

With the advent of SpeedStile OE, Gunnebo will be launching a speed gate with optical scanning. The system senses unauthorised access as well as unauthorised guests.

"There is great demand for a product like this on the market," says Geering.

The other speed gate has a new glass swing-gate mechanism. The SpeedStile FL is also fitted with a sensor system for single person detection.

The new double security gate is called HiSec Q, and one of the new features is an integrated system for metal detection, a feature that was previously an optional

add-on.

"It's a very interesting product and we see great potential for HiSec Q," says Geering.

The product also has a quadrangular casework which makes it easier to integrate into a building's façade.

A new motorised telescopic door which has been specially adapted for the bank sector will also be launched in 2008.

The door is burglar-resistant up to P5A (an international certification) and is available with a built-in camera and monitor system.

UK AND ITALY

Alongside brand new products, several Entrance Control products have also had a design and function overhaul. Two products, Stadia Pods and Skyritz, have been discontinued. The new products will be manufactured partly in the UK and partly in Italy. ■



Gunnebo has barrier lift systems, road blockers, bollards and crash-gates which are certified as anti-terrorist products.

Successful crash tests on anti-terrorist products

During the autumn, Gunnebo's Competence Centre Outdoor Perimeter Security conducted two highly successful tests on its anti-terrorist products.

Competence Centre Outdoor Perimeter Security wants all its anti-terrorist products certified to the highest level for both these standards. This would secure Gunnebo a world-leading position for anti-terrorist products.

FOUR PRODUCTS CERTIFIED

The first test was on a barrier lift-system and the DSP 2 road blocker, which were tested to PAS 68. Both products achieved the highest security level. The tests were carried out at the TRL test track in Wokingham, outside London.

The highest level of PAS 68 means that the barrier must stop a 7.5-tonne lorry travelling at 50 miles per hour. Both Gunnebo products were fully successful: the lorry was stopped and written off. The anti-terrorist products themselves, however, remained fully functional after the collision.

HIGHEST LEVEL

Gunnebo now has PAS 68 certification for four products: bollards, crash gates, DSP 2 road blockers and the barrier lift-system. The second test was on the DSP K 12

road blocker and the bollard K 12, which were tested to the DOS K 12 and DOD (Department of Defence)/DOS K 12 L2 standards respectively. The tests were carried out by KARCO Engineering in Adelanto, California.

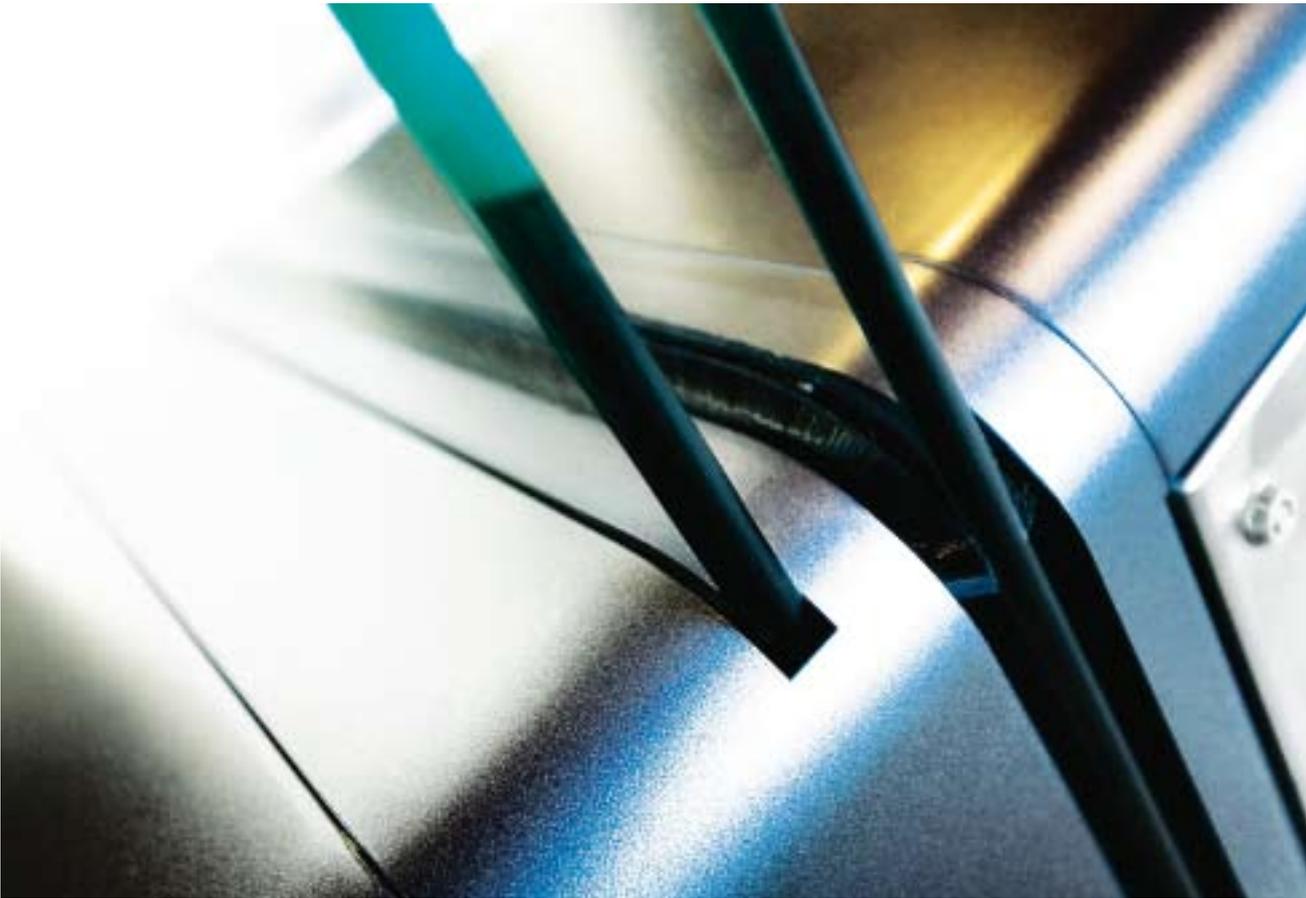
K 12 is the highest level of DOS certification, and means that the barrier must stop a 15,000 pound lorry travelling at 50 miles per hour.

Gunnebo has now been certified to the highest DOS level for the barrier lift-system K 12, road blocker K 12 and bollard K 12. ■

There are two certifications that are emerging as a worldwide standard for this type of product – PAS 68 certification and DOS/DOD certification.

PAS stands for Publicly Available Specification and is a British norm, valid in the UK and accepted as a standard in all countries linked to the UK, such as Commonwealth nations.

DOS stands for Department of State. This is the US government department that makes the rules for all American embassies and consulates around the world. In the absence of other regulations, the rest of the world looks to this standard.



Safety and security for the staff is important for the telecom giant Ericsson. Therefore they have equipped their new offices in Vietnam with products from Gunnebo.

Secure Ericsson offices in Vietnam

Swedish-based telecom giant Ericsson has grown rapidly in Vietnam in recent years, especially since Vietnam joined the WTO in December 2006. The company now has three offices, two in Hanoi and one in Ho Chi Minh City. Every one is equipped with Gunnebo's high-security products for access control, in the shape of SpeedStile 1200 mm MF gates.

Ericsson has always prioritised the safety and security of its staff, and is now fitting advanced security systems in its offices worldwide. Vietnam is no exception.

“Gunnebo’s expertise both when it comes to individual products and integrated security solutions – adapted to each specific operation – helps us set up

offices to Ericsson specifications all over the world. We always place a premium on safety and security, for the good of our personnel, customers and the company as a whole,” says Knut Hellerud, Director of Finance and Administration at Ericsson Vietnam.

FIRST PRESTIGIOUS CUSTOMER

The systems at the Vietnam offices were installed in July 2007 by Gunnebo partner SSE Hanoi, supervised by a Gunnebo engineer. SSE Hanoi personnel have also been trained in service and maintenance for the future.

“We have several projects under way with Gunnebo. We always work well together, and this time was no exception,” says Doan Trong Hai, Managing Director of SSE Hanoi.

Elsie Tay, Country Manager for Gunnebo Singapore, is proud that Ericsson has chosen Gunnebo products.

“This is our first prestigious assignment for access control products sold and installed in Vietnam. By choosing us, Ericsson is showing that it is focusing heavily on security, also in Asia. Ericsson is currently upgrading and extending the security requirements on all its offices in the region, and obviously we hope to be involved in assisting them,” says Tay.

LINKS BETWEEN THE COMPANIES

“There are strong links between Gunnebo and Ericsson in Sweden, and Gunnebo Singapore has a far-reaching network in the region. That’s why I think we’re in with a good chance of helping to secure Ericsson’s Asian offices in the future.” ■

Luxury safe protects against theft

Fichet-Bauché, one of the market's leading secure storage brands, is changing the way we look at safes.

The new Carena safes, are luxury designed, both when it comes to appearance and ergonomics.

The redesigned models are based on the original Carena, a high-strength safe with graded burglary protection. The series is called Carena Evolution. All the safes still provide the same level of burglary-resistance as the old Carena, but with a completely different look.

Take the Carena Leather. The metal exterior of the standard Carena door has been clad in soft, sumptuous leather adding a warmth and elegance to the product. This has been topped and tailed with rounded, aluminium caps. Consumers can choose between five different colour schemes for the Carena Leather, including red, black and tan.

CHOOSE YOUR OWN MOTIFS

The Carena White has gone in a different direction, but is no less innovative. The entire safe is coated in gleaming pearl white with black details and finished off with one of a series of impressive decorative door motifs. Styles range from art deco to post-modern and allow purchasers of the Carena White to truly personalise the safe.

Even the standard Carena has been given a facelift – the original blue version has been replaced by a striking black and silver model.

LAUNCHED DURING 2008

Through Carena Evolution, homes, stores and offices can now choose a safe which adds a touch of exclusivity and elegance to their surroundings.

During 2008, Carena Evolution will be launched in all Fichet-Bauché markets.

More info on the re-designed Carena can be found at www.gunnebo.com/carena.



The Carena comes in six different sizes from 40 to 370 litres. The handles are ergonomically designed to make the safe easy to open and close. The interior fittings can be adapted to customer requirements. Removable shelves, drawers, suspension file frames and other fittings all make it easier to find and organise the valuables inside.