

Critical resources for the wellbeing of humankind

Energy resources are critical to our economies and social improvement, as well as for the wellbeing of humankind. Many studies indicate that there will likely be a doubling of the world's energy demand by 2050.

Attacks against special processing plants such as refineries, oil and gas extraction

and nuclear power plants can cause irreparable damage to people, companies, society and the natural environment.

Improving safety is at the top of the agenda for the energy suppliers making sure facilities are well designed, safely operated and properly maintained. This is where Gunnebo brings value to customers in the sector, providing high-security solutions that help make the sites safer

and more secure for the customer and their employees.

Gunnebo delivers high security to a number of power plants around the world, read more on pages 8–11. ■

! Read more about Gunnebo's offerings
www.gunnebo.com/offering

GLOBAL # 2 2010

For security professionals by security professionals

Entrance Control wipes out weak links

Page 8

Around the globe in Gunnebo's service

Page 12

Mass transit, no time for errors

Page 16

CONTENTS

INTERVIEW4

Meet Per Borgvall, President and CEO of Gunnebo in an interview on creating value, customer focus and Gunnebo's path into the future.



LESS TIME CONSUMING AND A SAFER WORKPLACE14

Coop Prix Elverhøy, the largest Prix store in Norway, has installed the second generation of SafePay™ closed cash handling system.



ENTRANCE CONTROL8

WIPES OUT WEAK LINKS

It is extremely important that security solutions for nuclear power plants, refineries and oil-producing companies work perfectly.



MASS TRANSIT16

In a time when the pressure to reduce pollution is on, more and more people are using the public transport systems. Security plays an essential role in this development.



AROUND THE GLOBE12

IN GUNNEBO'S SERVICE

Meet Torsten Schniedermeier, who works as a 'flying technician' in Entrance Control and business development at Gunnebo.



GUNNEBO WORLDWIDE20

Take a quick tour around the globe to see how Gunnebo has improved security for customers worldwide.



Custom-built security enclosure protects luxury goods around the world

The shops of this famous French luxury brand are always located in luxurious districts in prestigious cities around the world, often in fine historical buildings. For this reason storage area can be rather tricky due to limited square metres, complex geometry and difficulties in accessing some of the shops' areas.

Gunnebo decided to use the ModuleGuard range* and build a mini modular room. The dimensions of the panels were adjusted to fit the free space and the narrow corridors of the specific basement. The result is a six-sided mini room, with a matching narrow width strong door equipped with an electronic lock for time management, in total 12.4 square metres of panels with a weight of only 1 055 kg.

Account Manager Retail/Secure Storage at Gunnebo France.

This famous French luxury brand, with their various activities in haute couture fashion, jewellery, bags and shoes is always looking for the latest technology in security, and Gunnebo is proud that they have chosen Chubb safes from Gunnebo as one of their secure storage solutions. ■

For one store Gunnebo was tasked with adding a small made-to-measure room with optimised dimensions to fit into the free space of the shop's basement, to make the best use of available floor space and height.

"A standard safe would never have fit into this kind of narrow space, nor would it have been possible to install it in a narrow basement without exceptional building rework with a very high cost consequence," says Didier Tarlève, Key

* ModuleGuard is a lightweight security enclosure constructed using modular panels – walls, ceiling, floor and doors – which can be quickly and simply assembled, extended or moved. This flexibility means the enclosures can be custom-built into the existing structure of any building.

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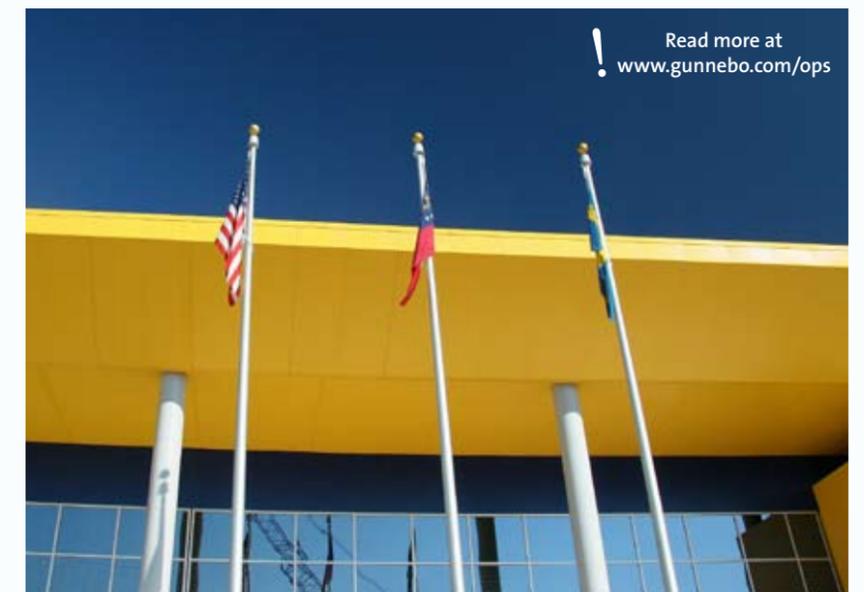
SINGAPORE
www.gunnebo.sg

Creating a safe and trustworthy environment

In Spain shopping centres are public areas, and Spanish regulations requires strict fire sectorisation to secure the public areas from fire in case of an alert. Today IKEA Group has 15 stores in Spain but the plan is to continue to grow and have 30 stores in the country by 2020.

Since Gunnebo successfully has delivered and installed fire doors for IKEA's Spanish stores in the past, IKEA decided to entrust Gunnebo to manufacture and install systems for two new stores planned to open in Spain during 2010.

The project includes over 300 doors including metallic doors, swinging fire doors and sliding fire doors. Some of the doors have been tested under fire conditions for 120 minutes. The largest one is a 4.5 x 15 metre sliding door located in a parking area.



IKEA Spain chose Gunnebo as its supplier of fire doors due to the flexibility of the door designs, where Gunnebo can deliver not only the standard dimensions, but also special and telescopic dimensions. Furthermore, Gunnebo can offer a satisfying solution for service as well.

trustworthy environment for our employees and of course for our customers. We selected Gunnebo due to the functionality, quality and reliability of the fire doors," says Oscar Pavon, construction project manager for IKEA Iberica. ■

"Security for us is to create a safe and

Gunnebo's goal is to create value for its customers, employees, owners and society in general. For customers by delivering the right security products, solutions and service on time, for employees by being an employer that stimulates personal development, for owners by delivering good financial results, and for society in general by ensuring the operation is run responsibly.

RESPONSIBLE PUBLISHER: Per Borgvall, Phone +46 31-83 68 00, per.borgvall@gunnebo.com
 EDITORIAL COMMITTEE: Karin Wallström, karin.wallstrom@gunnebo.com | Jo Bainbridge, jo.bainbridge@gunnebo.com | Jocelyne Benisri, jocelyne.benisri@gunnebo.com | Linda Gårdlöf, linda.gardlof@gunnebo.com | Unn Granfelt, unn.granfelt@gunnebo.com | Tobias Gunnesson, tobias.gunnesson@gunnebo.com | Thomas Hein, thomas.hein@gunnebo.com | Lea Indra, lea.indra@gunnebo.com | Manuel Latorre-Marin, manuel.latorremarin@gunnebo.com | Amel Loukal, amel.loukal@gunnebo.com | Bettina Meuer, bettina.meuer@gunnebo.com | Thomas Porquet, thomas.porquet@gunnebo.com | Kristina Jakobsson, kristina.jakobsson@gunnebo.com | Åsa Tjörngren, asa.tjorngren@gunnebo.com
 CONTRIBUTION ADDRESS: Gunnebo AB, Att: Gunnebo Global, Box 5181, SE-402 26 Göteborg, GRAPHIC DESIGN & PRODUCTION: Branding & Marketing Services, asa.westlund@gunnebo.com, lisa.lackeus@gunnebo.com
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Meet Per Borgvall, President and CEO of Gunnebo in an interview on creating value, customer focus and Gunnebo's path into the future.



Creating Value for Global Customers

In order to develop security products and solutions that lead to increased efficiency for customers' operations, the Gunnebo Group is continuously striving to be better at understanding customers' needs. Since Per Borgvall took up the post of CEO in March last year, a range of measures have been taken to strengthen the Group's customer focus and improve opportunities for creating customer value.

TEXT | Karin Wallström

"When I became President and CEO, I saw it as a fascinating challenge to take Gunnebo onward into the future, to lead the journey towards an even more profitable, customer-oriented company. The journey has now begun and we have made quite a bit of progress – I hope our customers have already begun to notice the difference," says Per Borgvall.

Gunnebo's goal is to create value for customers, personnel, owners and the wider community. Creating value for customers entails delivering the right security products and solutions on time, and providing the right service.

"We must understand customers' needs, and develop products and solutions that increase customers' security and efficiency based on those needs. Needless to say, Gunnebo has to implement this development in dialogue with its customers; it's not something we can do alone.

"The security industry is an industry of the future, with many exciting challenges and opportunities. I look forward to de-

veloping it alongside our customers, with solutions that create value and are sustainable into the future," says Per Borgvall.

Three questions to Per Borgvall Will there be any difference when doing business with Gunnebo in the future?

"It will be even easier to do business with Gunnebo. For example, we have just initiated a major investment in Key Account Management. For our customers this will mean one clear Gunnebo contact who co-ordinates and guides the customer through our products and solutions. The Key Account Manager will work internationally, which means national borders will not affect the customer's contact with Gunnebo.

"We will also invest far more resources in product development. Gunnebo already has a broad range of security products and systems in bank security and cash handling, entrance control and secure storage. We will now be focusing strongly on product development in order to always be at the forefront with our product offering. To ensure a holistic approach to the security

business, we will also continue to develop our service offering and make it more attractive to our customers."

Gunnebo has a broad product portfolio. How will it change in the future?

"We will focus on our market offering in bank security and cash handling, services, entrance control and secure storage. This means that our product portfolio will be smaller in a few years' time, but it will also be more cutting-edge and more closely adapted to the customers' needs in our core business."

The Group's products can be found on most markets worldwide. Will this change?

"We currently have sales companies on 28 markets, the majority of which are in Europe. We will increase our market presence in Asia, for example on the important Chinese market by establishing our own company based in Shanghai. Our products and solutions are also available on more than 100 markets around the world, thanks to a large network of agents, distributors and other business partners. We will continue to develop and strengthen these collaborations." ■

FACT:

Do you have any questions or ideas you would like to discuss with Gunnebo's President and CEO? Send an e-mail to ceo@gunnebo.com!



Per Borgvall, Gunnebo President and CEO since 1 March 2009.

PROFILE | Per Borgvall

Gunnebo President and CEO since 1 March 2009

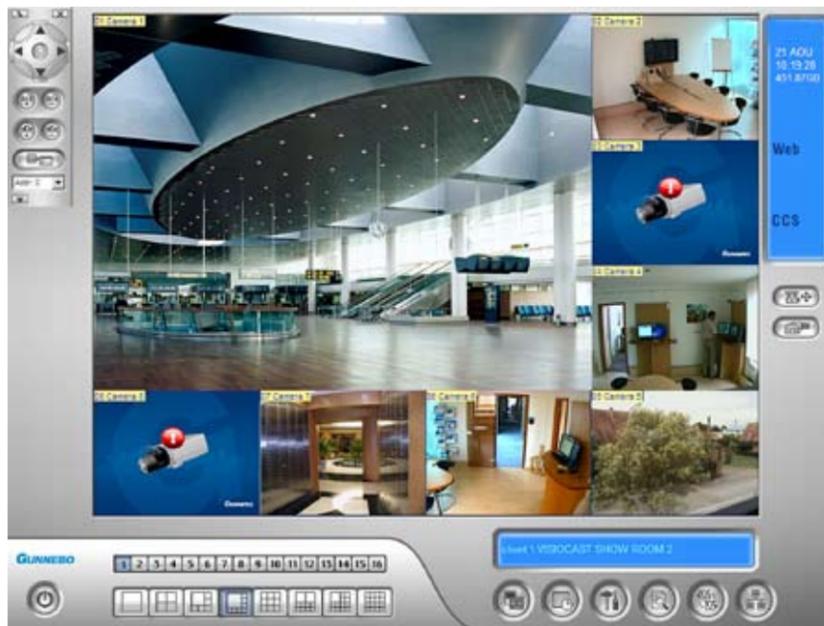
Education

Master of Science in Civil Engineering, Chalmers 1982

Professional background

President and CEO of AB Fagerhult, President of the Indoor Climate Division at British IMI plc, MD of Tour & Andersson AB and Uponor AB





VisioCast – an intelligent digital recording system

The CCTV market is developing fast. VisioCast is one of the latest contributions to it. It comes with high definition in real time, high storage capacities, multi-screen management, tracking facilities and advanced image analysis.

“CCTV solutions are in a constant state of evolution,” says Richard North, Product Line Manager CCTV Systems for Electronic Security at Gunnebo.

“Gunnebo has kept pace with the latest CCTV technologies in the market by adding VisioCast, a new range of recording systems that offer high definition in real time, high storage capacities, multi-screen management, tracking facilities and advanced image analysis,” adds North.

The VisioCast system integrates a recorder server and a multiplexing video matrix for displaying several image feeds simultaneously, and for recording, storing and retrieving images for subsequent analysis and processing.

The system includes a set of remote management applications to make it easier to access images and control cameras. Configuration, maintenance and technical supervision operations are also facilitated.

VisioCast can be used with analogue and IP cameras or with completely IP-based equipment. It offers a range of advanced functions such as processing information from cash registers, barcode readers or vehicle registration plates.

“VisioCast is a flexible system and has numerous advantages for companies

that want to implement a solution that can be adapted to specific security requirements, the site in question, existing installations, the IT network and the desired functional services. It integrates into the SMI Server* system, providing global management of all security features,” concludes North. ■

* Integrated electronic security system for multi-function supervision including access control, intrusion detection and CCTV.



Read more at www.gunnebo.com/electronicsecurity

VisioCast is an open system, which comes with a complete set of management and remote supervision software.

New IDLock module makes global access control systems a reality

A new module solution for offline identification and locking makes global management of all a site’s access points possible. The new IDLock module is based on Gunnebo’s integration of offline access equipment and is designed for increased flexibility and lower management costs.

“Our clients require global solutions, and it is our position as a manufacturer combined with our ability to integrate other systems that sets us apart. By complementing our range of online readers with offline equipment, we can provide global access control systems,” says Dominique Auvray, Marketing Director for Electronic Security at Gunnebo.

“The various access control systems in use at a site differ from one zone to another. The security level required, the typology of the point to be secured, access flow, operating mode and even the means used to interconnect with other systems are all factors which affect the choice of access control equipment. With the IDLock module, our SMI Server* is complemented with an offline locking solution that is perfectly adapted to access points which need a simpler system,” Auvray adds.

The IDLock module is available as an Electronic Cylinder or Mortise Lock. It can be installed on different door typologies, and provides a broad range of aesthetic products that are compatible with current ISO standards and with different technologies such as Mifare® Classic or DESFire. It also offers rapid installation, cable-free operation and flexible management. ■



Gunnebo’s range of online readers has been complemented with an offline locking solution, IDLock.



Read more at www.gunnebo.com/securityportals

A boom barrier solution for the toughest conditions

By launching a heavy-duty hydraulic boom barrier with outstanding weatherproof features, Gunnebo responds to the demands of harsh conditions.

Gunnebo’s latest contribution to the boom barrier product range is a heavy-duty hydraulic boom barrier for commercial and industrial use.

Gunnebo’s hydraulic boom barrier is one of the most sturdy solutions on the market. It has a housing made of stainless

sheet steel, a galvanised and coated cap, and a highly durable hydraulic aggregate.

The boom barrier can be controlled by push button or remote control. Loop detectors, optical beam sensors, smart card or biometric readers can be integrated in the control panel.

“I am quite sure that our solution will satisfy the needs of the most critical customers in the harshest environmental circumstances around the world,” says Alan Fastner, Product Line Manager for Outdoor Perimeter Security at Gunnebo. ■

New high-security lock series launched

GSL 1000, Gunnebo’s new high-security lock has attracted great interest from the security market. Since the launch in early spring, it has been successfully installed at banks, ATMs, CIT depots and casinos, as well as at various retail chains in major European markets. The unique combination of system design, innovative user interface and powerful functions makes the lock series an attractive solution for a variety of customers and applications.

With its large display and logical icons, the GSL 1000 is easy to operate and simple to administrate. The powerful features including advanced user access rights, while One-Time Code and IP administration offer users control and secure processes. The GSL 1000’s communication and interface functions make

it a valuable link between the physical security of the safe and the electronic monitoring or surveillance system.

The GSL 1000 is EN-1300 certified in both Grade B and C, and is equipped with a powerful motor-driven lockbolt and has a modern system design. All in all this makes it a competitive and cost-effective retrofitting solution for many safes and vaults used by Gunnebo’s customers. However, the GSL 1000 is also available as a pre-assembled e-lock option on a wide range of new safes offered by Gunnebo. ■

The GSL 1000 with biometric reading for added security.



Space-effective entrance security with high accessibility

The latest contribution to the security door market is called CompactSave II. CompactSave II offers a high level of security in a space-effective format, combined with extra attention on accessibility.

Gunnebo’s new security door solution has been developed for customers that need a secure and efficient solution for smaller environments.

CompactSave II comes with dual security features to prevent unauthorised access and piggybacking. A non-visible virtual passage is formed by infra-red sensors and a floor mat. Mechanical linkage of the two doors closes one door while opening the other, and vice versa.

Even in cases of emergency, the high level of security is maintained. The inner door is automatically opened to facilitate evacuation of the building. The outer door remains locked, but can always be opened from the inside with an emergency lever. From the outside a key is required.

Keeping unauthorised persons on the outside is one thing. A door system, however, should also let authorised people in, smoothly and efficiently. In CompactSave II, the two doors operate simultaneously to allow up to eight persons per minute to pass through. The free walkway is 900 or 1100 millimetres depending on the model. This is enough to allow passage with a wheelchair or hand luggage. By switching the system to the transport mode, bulky goods can also pass through. ■



CompactSave II, Gunnebo’s new security solution for smaller environments.

Entrance Control wipes out weak links

It is extremely important that security solutions for nuclear power plants, refineries and oil-producing companies work perfectly. They must be able to resist terrorist attacks and other forms of assault – a single weak link can spell disaster.

TEXT | Mats Ekendahl

Gunnebo works with large multinational companies with refineries, nuclear power plants, and oil and gas extraction. Attacks against such special processing plants can cause irreparable damage to people, companies, society and the natural environment. Consequently security – particularly external security – must be solid and well planned to prevent acts of terror, militant activists and other potential threats to society.

“However, it’s also important that ordinary people can’t get in by mistake and hurt themselves. And of course that burglars are kept out,” says Anders Wikström, Sales Manager Site Protection at Gunnebo Sweden.

The changing world

Security was never such a high priority in the early days of the energy industry. However, with a changing world and a rise in political instability, companies, governments and authorities have increased their demands on adequate protection.

“There never used to be that great a risk of attack. But now that risk has risen, it is essential to be prepared for any kind of threat situation in advance, as security isn’t

something that can be raised suddenly; it can take quite a while,” says Wikström.

New level of preparedness

Safety and security at this kind of installation have previously been largely about giving the right people and vehicles authorised access. However, extreme scenarios such as refinery fires and explosions at nuclear power plants call for a whole new level of preparedness.

“For example, security lodges and nearby buildings now have to be physically able to withstand pretty much anything. Especially their windows, doors, partitioning walls and so on,” says Martin Walker, Project Manager Gunnebo UK.

Fencing and entrance systems

Fencing and entrance systems also have to be strong, while the latter need to be flexible enough to allow smooth access and exit. It is important to be able to match each site’s specific needs based on company and government requirements, by tailoring solutions for vehicle and people traffic.

The growing need for security among processing industries is an opportunity for security companies to develop and offer

new technical solutions. For instance, Gunnebo has noticed an increasing desire among its customers to be able to monitor the movement of people and vehicles on their sites.

“And as the number of nuclear power plants increases, that particular sector is looking for more and more sophisticated surveillance systems. Fibre optic control systems seem to be the next big area of development. We’ve also seen greater interest in turnkey solutions,” Walker explains.

Installation

The installation work itself is no major problem, even though it takes place in some very special environments.

“The important thing is that all the various stages of a project are well documented and approved, and that all the workers involved have the right licences, permits and safety training required,” says Aidan Killeen, Business Line Manager, Site Protection Gunnebo UK.

Future security projects in the processing industry are also likely to call for greater co-ordination of different system solutions. Working alongside what could be several other suppliers will be a challenge as well.

“It is important to speak the customer’s language, while also listening to all the other parties involved,” Aidan Killeen concludes. ■

! Read more at
www.gunnebo.com/ops



Continuation of a long, good collaboration

After a 14-year break, the Netherlands’ largest oil and gas producer is set to start producing once again. Gunnebo is installing security for the plant.

TEXT | Mats Ekendahl

Gunnebo received the order from Nederlandse Aardolie Maatschappij BV (NAM), a joint venture between Shell and Exxon. No major new developments there – Gunnebo has been the preferred supplier of site protection for all of NAM’s installations, factories and offices for more than 25 years – more the continuation of a long tradition of good collaboration.

“The order is for 6 000 metres of 2.5 metre high perimeter fencing for 18 new extraction points and the main steam production and oil handling plant. The main entrances will also have serious 6–8 metre high fences,” says Patrick van Aart, Country Manager Gunnebo Netherlands.

For future extraction to be feasible at a competitive cost, a new technique called steam injection is necessary.

The safety and security of this core process in turn depend on intelligent, user-friendly access functions for people and vehicles at each installation.

“We’re delivering 24 large entrance

gates and 100 or so smaller gates for both access and emergency exits,” says van Aart.

The installations aim to improve security for high-risk areas, improve protection against theft, regulate the flow of people and vehicles, and reduce the risk of unauthorised entrance (activists, sabotage, damage, espionage, fire and explosion).

The sites were originally protected by boundary limits alone, and general personnel and visitor control was added later.

“Nowadays customers focus on a holistic view of security, increased international regulations/legislation, and on business continuity.”

Patrick van Aart believes that the security strategies of the future will entail reduced involvement of manpower (guards), controlled access and exit management, process control and surveillance.

“The need for explosion-proof doors and glass for control rooms, for instance, will probably also increase.” ■

FACTS:

General security requirements for processing industries in the energy sector

- Boundary limit
- Create secure areas
- Delay/prevent intrusion
- Prevent unauthorised access
- Compliance with legislation
- Create safe traffic lanes
- Protect e.g. valves

Examples of where Gunnebo can assist

- Contributing to aspects of business continuity
- Improving routine security
- Reduction of costs for security guards
- Economy in operational costs
- Real time control
- Quick and effective interventions
- Confirmation of events
- Quick identifications of aggressors
- Limitation of vandalism
- Tracking and traceability of people and goods



Photo: Hans Berggren

High security that prevents crime and gives smoother access

Petroleum company Preem has recently upgraded external security at its refineries in Gothenburg and Lysekil in West Sweden. "The changes are based on a thorough vulnerability analysis to assess the right level of security," says Kristian Fred, Chief Security Officer at Preemraff.

TEXT | Mats Ekendahl

Since the ISPS Code* was introduced in 2004, Preem has progressively been carrying out vulnerability analyses and improvements of the physical security at its two refineries. The company's threat analysis indicates there is currently a low risk of terrorist attacks, for example.

"Our investigations have shown that we primarily need to protect ourselves against criminality such as the theft of copper and other desirable items," says Kristian Fred.

Preem's solution

Part of Preem's solution is 10 kilometres of Gunnebo chain link fencing, made in western Sweden where the refineries also are.

"This keeps transport to a minimum and reduces environmental impact," says Anders Wikström, Sales Manager Site Protection, Gunnebo Sweden.

The Gunnebo fencing is also reinforced with electric fence alarms in sections where intrusion or attempted intrusion has previously been noticed. The electric fence gives would-be burglars a shock, and also gives security staff an indication of where the fence is being breached.

"All alarms are also verified with a camera image," says Kristian Fred.

Preem is also investing in fence lighting and in carefully maintaining forest and brushwood, which considerably enhanc-

es the protection factor. There are also several outdoor detectors which sense human and vehicle movements.

Different types of fencing

On certain short sections around the sites Preem uses different types of fencing to optimise function, aesthetics and security. For instance there is welded mesh panelling around pipe holes, smart palisades at main gates, and movable, alarmed panels to allow easy access for operations and maintenance personnel when required.

"The latter is a much-appreciated function that demonstrates Gunnebo's dynamism as a supplier."

Fred emphasises the importance of meticulously analysing where and how the company needs protection, to ensure the right equipment is acquired.

"The scope of security is governed by the potential threat. Even so, it's not really possible to have the same degree of protection everywhere at a large installation as it can get very expensive."

Making sure the day-to-day running goes smoothly

Even though criminals tend not to choose entrance gates for their access, it is important that sound procedures are in place to ensure that authorised people and



Kristian Fred, Chief Security Officer at Preemraff.

vehicles can easily enter and leave the refinery compound.

"It's about making sure the day-to-day running goes smoothly. We need to know who is on the site and where they are, for safety reasons," Kristian Fred explains.

Impressive product

For this Preem has bought Gunnebo's outdoor turnstiles, among other products. Internally Preem has installed SpeedStile speed gates, which work on the same principle as metro turnstiles. They have a high flow-through capacity and are also very secure – people don't need to wait, but can also easily identify themselves to gain access.

There are Quick Folding Gates, which open fully or in sections in just 4–6 seconds, to deal with unauthorised vehicles while also giving authorised vehicles quick access.

"Despite its apparently simple design it's one of our most impressive products. It's a cantilever construction with no rails in the ground. Rubbish doesn't gather in the tracks and there's minimum maintenance," Anders Wikström concludes. ■

* The International Ship and Port Facility Security Code is a comprehensive set of measures to enhance security on ships and in port facilities.

Exposed sites in wasteland require high security

In Italy, Gunnebo works with all kinds of energy companies. What they all have in common are large, exposed installations that can entail a serious threat when sabotaged.

TEXT | Mats Ekendahl

"Terrorists are also a threat these days, which is why demands on security systems for high-risk sites are increasing," says Giuseppe De Fazio, Agent Gunnebo Italy, experienced in the field.

The way to meet these threats is to install integrated security solutions. These involve interlinked physical obstacles to delay an intruder's actions, combined with electronic surveillance and alarms to detect any illegal activity.

In the field of energy, there are four main types of site: petrol power plant, electrical power plant, photovoltaic power plant and nuclear power plant. All four need protection against terrorists, sabotage and theft, whatever their core product or location.

Electrical power plants, for instance, are often in wasteland or desert areas, while their distribution centres are closer to towns. It is of course vital to the whole community that production disruptions are prevented.

"If the energy company in question also handles flammable and explosive material and is in a port or close to built-up areas, the risks increase, along with the demands on protecting other businesses and the public, to ensure an attack does not affect them," says De Fazio.

Nor is the processing industry immune from straightforward burglary. Copper is a desirable product at electrical power plants, while solar panels are a popular target at solar power plants.

"More nuclear power plants may be built in Italy in the future. It is important to be involved early on in the planning phase to ensure protection and security are optimised."

However, these problems do have solutions. Some of the more common physical and electronic installations are vibrating and electromechanical sensors, infrared barriers, microphone cables, PTZ cameras, thermal security cameras, video analysis, tracking, security monitoring, control centres, speedgates and crash bollards.

An analysis of the security situation is vital to ensure the right technology and products are chosen.

"Gunnebo can genuinely help out in this process," Giuseppe De Fazio concludes. ■



Creative solutions at sea

Gruppo ENI works with oil and gas extraction on land and at sea, refinery, distribution/piping and gas power plants and storage.

TEXT | Mats Ekendahl

Gunnebo has delivered security solutions and products worth almost 2.8 million euros to four of Gruppo ENI's sites. These include:

- A centralised security system, with an intrusion detection system with internal and outdoor perimeter protection
- CCTV with thermal cameras, dome cameras and fixed cameras, management software, video analysis, video recording NVR
- Centralised management client/server
- Outdoor fencing with metallic net
- Sliding entrance gates

Integrated solutions at British Petroleum

In Great Britain, Gunnebo UK has been working closely with British Petroleum (BP) to deliver the right type of high security equipment.

TEXT | Mats Ekendahl

"We have been successful in developing solutions for BP to keep up with UK Government driven anti-terrorist strategies and have installed our fencing, access and high-security products within a tailored system to meet their wishes for vehicle and person movement around six key areas on two very high profile sites," says Martin Walker, Project Manager Gunnebo UK.

The current contracts in Grangemouth and Sullom Voe have initially focused on upgrading security around the main entrance gates. The solution chosen at Grangemouth entails two outer and two inner sliding gates which form an airlock system, with card readers for access control.

"All gates, turnstiles and access controls

are dealt with by our PLC control system which also takes care of traffic light sequencing. With a mimic control panel in the security lodge, it's a true Gunnebo integrated solution," says Aidan Killeen, Business Line Manager, Site Protection Gunnebo UK.

For the site at Sullom Voe, Gunnebo were even more involved in developing the security system than normal. Here too an airlock system was created, although this time between K12 road blockers and sliding gates, interfaced with PLC traffic control, card reader system and light sequencing. Another bespoke mimic control panel is located within the security lodge.

Additional solutions at Sullom Voe include one sliding gate and one turnstile for the four jetties.

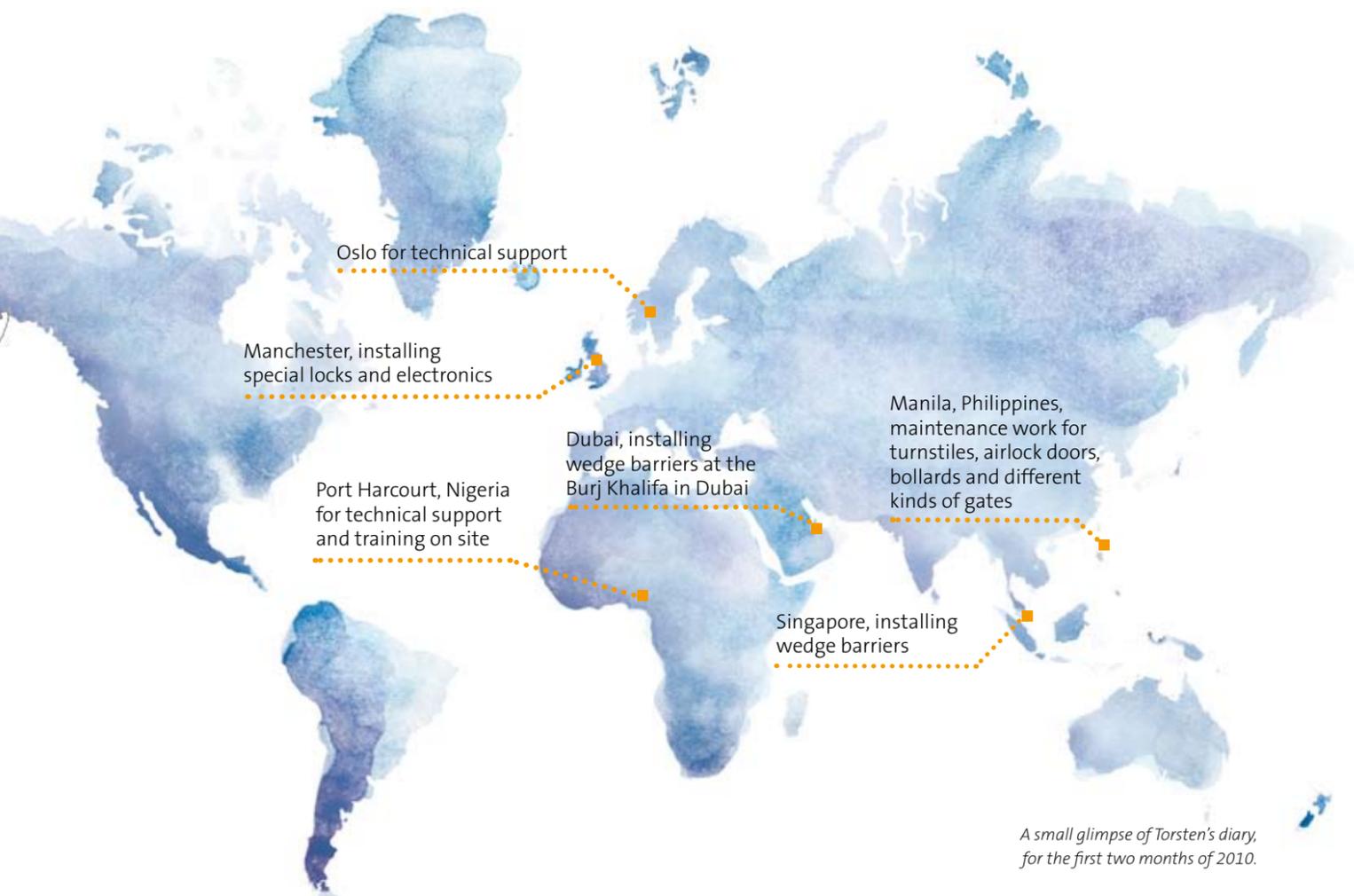
"Each with its own control system linked back over fibre optic cable and ultimately integrated into, and controlled from, the Main Gatehouse system," Martin Walker explains. ■

FACTS:

BP has one of the largest terminals in Europe for oil and liquid gas. All safety equipment is operated from custom equipment housing, and by a bespoke remote console.

Some of the products and solutions delivered as part of the projects:

- A Gunnebo built and installed control system
- Impact tested road blockers (DSP K12)
- Sliding gates (LSST)
- Pedestrian turnstiles (M Unit)
- Independently switched and controlled traffic lights
- Ground loops
- Card readers
- Welded mesh security fencing with razor wire topping
- Pedestrian turnstiles
- Bespoke control console over fibre optic cable
- Control and integration of the site turnstiles and access control system to our equipment kiosk and equipment



A small glimpse of Torsten's diary, for the first two months of 2010.

Around the globe in Gunnebo's service

Torsten Schniedermeier, a 40-year-old electronic technician. Since April 2008 he has worked as a 'flying technician' in Entrance Control and business development at Gunnebo. His main task is to install outdoor Entrance Control for customers all over the world. Torsten also conducts technical training at the Gunnebo factory in Salzkotten and in the countries he visits on his travels.

TEXT | Linda Gårdlöv ILLUSTRATION | Lisa Lackéus

What does a normal working day look like?

One characteristic of this job is that there is no normal day.

How do you plan your trips?

I try to plan my trips well in advance so I can pick up spare parts, tools, arrange flights, visas and get vaccinated, all to fit

the customer's deadline. I may well be the most heavily vaccinated Gunnebo employee!

It does happen that I need to be on a site the following morning, which is also part of the job.

What do you like about your job?

Sometimes I feel like a technical ambas-

sador for Gunnebo. I meet people from Gunnebo and other companies all over the world.

Talking about problems and solutions on the technical level with a direct target brings good and efficient connections. My experiences are constantly positive, when I get a chance it's always nice to return to a site and meet some old friends.



Torsten working at a construction site somewhere in the world...

To date, what has been your most interesting project?

Well, I never take anything for granted – every single country has at least one surprise in store!

The job itself is of course very interesting, but more so, the challenge of meeting local conditions. In the outback, a simple task can bring the biggest problems compared to normal working condi-

tions. Different cultures have different ways of reaching targets, and that's one of the main challenges of my job.

Tell us about a tough day at work.

My hardest days are when I have to wait for hours to get permission to enter a site while fighting a deadline. Other tough situations are arriving at an airport after a 16-hour sleepless journey and then imme-

diately being expected on a site, unable to get any kind of sleep.

Have you ever come across an impossible mission?

Well I'm still here, and I've worked in everything from minus 15 degrees with a strong wind in Norway to the midday sun on the equator. ■



No day is like another for a flying technician. A working week that starts in the midday sun in Nigeria can end in minus 15 degrees in Norway, several experiences and new connections richer.



"The management always have full control of the cash, with a minimum of time consumption," says Dagfinn Elverum, Assistant Store Manager at Coop Prix Elverhøy.

Less time consuming and a safer workplace

Coop Prix Elverhøy is the largest Prix store in Norway with a turnover of almost 13 million euros. It's also the "first" store to have the second generation of SafePay™ closed cash handling system.

TEXT | Linda Gårdlöv

The store circulates a gross total of around three million euros a year in cash, across three cash checkouts.

Dagfinn Elverum, who is the Assistant Store Manager at Coop Prix Elverhøy used to spend two hours every day on cash administration. With SafePay, he needs just 15 minutes in the morning for cash control and preparation.

The staff in the shop used to spend almost three hours of effective work time every day on tasks to do with cash handling.

"SafePay saves time and has enhanced efficiency and security in the store, and they are delighted to avoid till discrepancies and also feel safer in the workplace. What's more, the management always have full control of the cash, with a

minimum of time consumption," says Dagfinn Elverum.

For Dagfinn all solutions that save him from more paperwork are especially valuable. With SafePay™ the cash reports he needs are generated automatically and stored electronically where they can easily be found when needed.

After nine months with SafePay Dagfinn has recently become Store Manager at Coop Prix Tromsdalen (Norway's second largest Prix), something he compares to travelling back in time. "Once again I have had to experience the 'old days' with large and frustrating cash handling problems, problems that SafePay had solved for us at Elverhøy," he says.

SafePay has been ordered for installation as soon as possible in order to eliminate

cash handling problems also at Coop Prix Tromsdalen. The store is owned by Coop Nord of Tromsø, which is continuing to invest in SafePay. The solution will be installed in 7-8 new stores in 2010. ■



SafePay saves time and has enhanced efficiency and security in stores where installed.



COOP chains continue collaboration for safer stores

coop In summer 2009, COOP in Sweden, Norway and Denmark extended its general agreement regarding the integrated cash handling system SafePay™. The agreement covers delivery, installation and servicing of the completely closed cash handling system.

TEXT | Linda Gårdlöv

The general agreement, which was signed with COOP's Nordic procurement

organisation COOP Trading, runs for three years and encompasses delivery and installation of all parts of the SafePay system for COOP's Nordic organisation. "A safe environment for our personnel and a safe store for our customers are high priorities for us," says Anders Gruvfors, head of the Coop Nära chain in Sweden.

"The new SafePay with ink protection provides a closed system all the way from the store to the counting centre. The cash goes directly from the SafePay system to the CIT company without any exposure whatsoever.

"The general agreement means we have chosen a business partner and that together with Gunnebo we are working towards a feasible vision of a cash-secure store," Gruvfors concludes.

Gunnebo and COOP have been collaborating on SafePay since 2003 and COOP now has some 950 SafePay systems installed in its stores throughout the Nordic region. ■

Future-proof solution and cost efficiency were key

A major installation project for the newly developed MI5 night safe will roll out across Sweden in 2010. Twenty units will be installed nationwide. The customer is Swedish CIT company Loomis, a market leader in cash handling focusing on secure transit and counting.

TEXT | Unn Granfelt

"There is a trend towards more users per deposit box, which obviously places demands on the night safe's capacity," says Göran Antán, Head of Production Support for Loomis Sweden with responsibility for the night safe network in Sweden.

SafeBag MI5 is a successful development project that incorporates the market's wishes for a cost-effective night safe that

does not compromise on security. High security is guaranteed by testing and certification at SBSC to EN 1143-2 Grade N-IV.

Most of the MI5 units will be replacing older night safes, while a few are completely new installations.

"When considering our options we also looked at the 'big brother' MI6, but chose the MI5 for the capacity it gave us at a lower price. Apart from the fundamental certification and security criteria, the future-proofness of the solution is the key factor," Göran explains.

The co-operation between Loomis and Gunnebo goes back many years.

"What I like most about Gunnebo is that we have very few contact people, which makes contact far easier whether we are dealing with alarm solutions or night safes," says Göran Antán. ■



The SafeBag MI5 night safe combines high security with cost effectiveness.



Read more at www.gunnebo.com/masstransit

Mass transit – a growing market in South America

In a time when the pressure to reduce pollution is on, opportunities are arising where more and more people are using the public transport systems. Due to growing population, some cities even need to be remodelled in their layout to fit in with future demands when it comes to mass transit.

TEXT | Linda Gärdlöv ILLUSTRATION | Lisa Lackéus

In South America mass transit projects have increased sales of entrance security for Gunnebo and the products and solutions can be found on buses, trams, metro systems, railways and ferry terminals.

Like in most South American countries, Colombia's transport services have suffered major crises due to outdated management systems, growing cities and no infrastructure. One ongoing project is to manage and develop the city of Bogotá's public transport system, called Transmilenio. This means a growing market for Gunnebo. A new ticketing and payment

system with turnstiles is currently being installed at bus stations and fitted onto buses.

"New technology and processes also mean that old established transport systems can now be replaced and updated. Today we have managed to equip all Transmilenio buses and stations with Gunnebo turnstiles. Since the Transmilenio network is still expanding, we keep on developing the business," says Gloria Lucia Castañeda Zota, Vice President at Fichet Colombia.

In Colombia's capital Bogotá alone, 60 to 100 new bus stations still remain to be set up, 12 000 buses are to be fitted with turnstiles and 60 000 buses in the rest of Columbia. Other countries adopting similar systems are Panama, Peru (Lima) and Chile (Santiago).

"We also foresee major opportunities in other cities developing systems similar to the Transmilenio, in Europe as well as North America, Asia and Africa," says Lucien Vincentini, International Product Line Manager within Entrance Control at Gunnebo. ■

FACTS:

With the ambition of achieving self-sustained development, Colombia has developed the Transmilenio concept for mass transit. The project started in its capital Bogotá 10 years ago, and is built up around articulated buses that operate on dedicated bus roads (busways) and smaller buses (feeders).

Transmilenio has not only revolutionised mass transit systems in the world, but has also become a model for export. Currently there are 128 similar projects in different cities worldwide copying the model, in Europe as well as North America, Africa and Asia.



From the left: Carlos Ballen, Gloria Lucia Castañeda Zota, Lucien Vincentini and Diana Castañeda at the office in Colombia.



Gunnebo turnstile in a Transmilenio bus in Bogotá.

Extended metro lines in the Philippines require custom-made solutions

The Manila Light Rail Transit (LRT) Yellow Line was the first metro line on the Manila Light Rail Transit System in the Philippines. Today the line contains eighteen stations and runs over 15 kilometres of fully elevated tracks.

TEXT | Linda Gärdlöv

The line runs in a general north-south direction, linking the cities of Quezon City, Caloocan, Manila, Pasay and Paranaque.

The Yellow Line was recently extended and the project which was a priority to the government has been operating commercially since March 2010.

This overall mass transit project involves the construction of a 5.7 kilometre elevated viaduct to connect LRT's most

northern station, Monumento, to the Manila Metro Rail Transit System (MRT) which is part of the metropolitan rail system in the Metro Manila area of the Philippines with a single line, MRT-3.

Gunnebo has, within a tight schedule, designed and manufactured a specific gate solution. The solution consists of a custom-made Tripod turnstile using the proven Hercules Lite mechanism, all integrated with magnetic readers, active line filters, level sensed ticket bins, uninterruptible power supply and a LAN network exchange system.

Gunnebo has delivered mass transit gates to this project for a total value of 200 000 euros.

While reviewing the progress of the North Extension project, President Ms Arroyo has revived plans to extend the



At the beginning of 2010, the President of the Philippines, Gloria Macapagal-Arroyo marked the 24th anniversary of the 1986 EDSA People Power Revolution by taking an inaugural ride on the Light Rail Transit, Line 1, Northern Extension from North Avenue in Quezon City to Monumento in Caloocan City, Philippines.

LRT further with a Southern Extension of a 15 kilometre line.

"We are once again hoping to be able to offer the right solution, on time, and to provide a high level of satisfaction to our customer, in this case the Manila Metro Authorities," says Alberto Fiorazzo, Product manager at Gunnebo Entrance Control. ■



The Chinese metro market is undergoing substantial growth. Gunnebo has received a prestigious order for 400 entry and exit gates for the Shenzhen Metro System.

Great opportunities to further develop profitable metro business

When Shenzhen Metro in China was looking for a supplier of gates for the Shenzhen Metro System, Line 5, they wanted experience and professional support which was decisive in their choice.

TEXT | Linda Gärdlöv

Gunnebo received the order worth more than 1.5 million euros and will provide metro flap-gates, specially designed for high volume and safe use in metro stations. According to the contract, Gunnebo

will deliver around 400 entry and exit gates during 2010.

"The Chinese metro market is undergoing substantial growth and I am very pleased that Shenzhen Metro has chosen Gunnebo for this prestigious order," says Gunnebo President and CEO Per Borgvall.

"With our own company established in China, Gunnebo is now even more active on this booming market and there are great opportunities to further develop our already successful and profitable metro business," Borgvall adds.

The gates that Gunnebo is providing



have a reputation in managing high throughput numbers, with proven reliability and durability.

The gates were initially designed for use in the KCRC metro system in Hong Kong which established the regional benchmark, with subsequent installations in Beijing, Shanghai and many other Metro systems throughout China. ■



Higher security at check out at Warsaw Frederic Chopin Airport

In competition with major global suppliers such as Kaba and Record, Gunnebo has been selected as the supplier of anti-return gates for Warsaw Frederic Chopin Airport.

TEXT | Anna Bałwas
ILLUSTRATION | Lisa Lackéus

Warsaw Frederic Chopin Airport (WAW) is Poland's biggest airport. It handles more than 9.5 million passengers a year, and has recently been extended with a new terminal.

In order to meet increasing security requirements for check out procedures, six lanes of Gunnebo's passenger security door PasSec with additional glazed partitions and emergency doors will be installed.

"This will be another successful installation of Gunnebo's Entrance Control

equipment at this airport," says Tomasz Krulak, Business Line Manager, Site Protection Gunnebo Poland.

Gunnebo has previously delivered entrance control security solutions to the

Warsaw Frederic Chopin Airport infrastructure with customers like LOT, the Polish Civil Aviation Authorities and the Polish Immigration Authorities. ■



Warsaw Frederic Chopin Airport (WAW), Poland's biggest airport with more than 9.5 million passengers a year, has selected Gunnebo as its supplier of anti-return gates.

Anti-climb security gates delivered for new US embassy in Riga

During summer 2010, all US embassy offices in Riga will move into their new embassy. Gunnebo has delivered anti-climb security gates for the access control points of the embassy compound.

TEXT | Kristina Jakobsson

May 2008 saw the groundbreaking ceremony and construction work beginning on the new US embassy compound in Riga. During summer 2010, the work will be finalised and all US Embassy Riga offices will be moved to the new address at Remtes iela 1.

The main access control points of the new embassy compound will be secured by anti-climb security gates from Gunnebo.

Gunnebo was chosen as supplier thanks to its certified and proven products together with a high service level and open discussions with main contractors and consultants.

"Gunnebo has worked closely with us to ensure the successful delivery and installation of their products," says Antonio Voudouris of American International

Contractors Inc (AICI), the contractor responsible for designing and building the new embassy compound.

"Gunnebo's efforts will ensure that the final installation meets all OBO requirements," he continues, and refers to the Bureau of Overseas Buildings Operations, the US authority for directing the worldwide overseas building programme. The OBO is responsible for providing buildings that are in keeping with the local style while also living up to security standards.

Gunnebo products have been used in several US embassy projects over the last ten years, and are confirmed by the OBO as being durable and reliable. They are also on the list of tested and compliant products compiled by the US Department of State.



A new US embassy is being built in Riga.

"The US market for these products has been a proven one over many years, and with the US influence on security standards overseas it is critical that with our global coverage we are integral to this," says Malcolm Turner, Key Accounts Manager for the diplomatic sector at Gunnebo Outdoor Perimeter Security.

"The past year of close co-operation with the OBO, standards assessment bodies and contractors/consultants has not only paid off, but has widened the contact base for future business," concludes Turner, promising that Gunnebo's Outdoor Perimeter Security products will continue to be successfully offered across all regions where Gunnebo is present. ■

High security can be beautiful – a perfect, unobtrusive and aesthetic integration

Two years ago the French bank Société Générale decided to fit all its branch entrances with remote controlled security doors.

TEXT | Linda Gärdlöv

To best suit the bank's needs, Gunnebo put together an offer based on a customised 'Intelligent Door', which consists of an aluminium security door. The door's performance can be upgraded with a broad selection of security devices such as video camera, electric door opener and integrated single passage detection.

Société Générale decided to go ahead

with the proposed solution. They have fitted over 150 branches with the Intelligent Doors concept.

"The Intelligent Door from Gunnebo is part of our new security concept for our bank branches: a physical solid barrier on the building's entrance in order to stop intrusions," says Mr Parrouffe, Physical Security Manager at Société Générale.

"The fact that we can customise the solution to our security needs and its capacity to deal with different equipment means that the customer entrance becomes a perfect, unobtrusive and aesthetic integration." ■



Intelligent security door aesthetically integrated in the building.

FRANCE |

Old solution gets a second life thanks to swine flu

In the 1940s following the influenza pandemic, the French national rail services wanted a system allowing them to see and hear passengers whilst protecting staff from infected droplets.

Gunnebo came up with a product range of Transfer Solution products, branded Hygiaphone™ in France, which included the PW11-WS pay point window. In those days, counters equipped with the solution reduced absenteeism by 90%.

Since then this product has, with its vibrating and draught-tight membrane,

proved its effectiveness against burglary as well as against the spread of bacteria.

In 2009 when swine flu reached its peak, Gunnebo developed a specific version of the pay point window, the PW11-WS Triptych. Within a few months, sales of Gunnebo pay point windows increased by 45%.

“Because the risk of flu pandemic is well considered by a number of public authorities and companies, sales rose very quickly when swine flu entered the scene. Our ‘new’ product wasn’t revolutionary from a technical perspective, but very smart business-wise,” says Jean Pierre Battu, salesman at Gunnebo France. ■



Pay point window from Gunnebo, allowing staff to see and hear customers while still being protected from both burglary and bacteria spreading.



Noise-damping screens from Gunnebo for a good living environment even close to heavily trafficked roads.



SWEDEN |

Environment, noise and safety closely linked

One of Sweden’s road accident black spots can be found in the far south. A far-reaching road project has resulted in the broadening of road 11, with the aim of improving road traffic safety and infrastructure.

The project also included taking necessary measures to create a good living

environment for nearby residential areas, including solutions from Gunnebo. 1.2 kilometres of noise-damping screens with sound-absorbing properties reduce the noise level to below 55 dBA for the surrounding area. The patented solution provides effective noise damping via a column of air and a high-density sheet of mineral wool.

“The increased noise level combined

with greater environmental awareness in society is reflected in the interest for Gunnebo’s road and road safety solutions,” says Hans Palmqvist of Gunnebo Nordic. The screens are made from pressure-treated wood combined with glass, which creates an aesthetic barrier against the traffic. Air noise tests are under way at the Swedish National Testing and Research Institute (SP) to guarantee effectiveness. ■

GERMANY |

Customised turnstile delivered to remarkable landmark in Germany

In the Inden Community, near Düren in western Germany, the 36 metre high sculpture, Indemann, offers a unique panoramic view of the still working open coal mine. Gunnebo has delivered a custom-made turnstile that only allows ten people at a time to enter the magnificent building.

The turnstile delivered is a DL600 and was chosen by the customer due to its high performance and design. The design was particularly important for this architectural landmark that symbolises the location: the border triangle of Germany, Belgium and the Netherlands and the region’s technical future.

“Naturally, security was a special issue for this extraordinary construction,” says Wolfgang Henze, project leader at the organisation for infrastructural competence in the Düren district.

“With its remarkable 280 tonnes of weight, the Indemann had to be anchored in ferro concrete. For the outstretched arm we needed a special solution that could limit the numbers of visitors. With the DL600 turnstile, Gunnebo could fully meet these requirements.”

With a special control system the turnstile guarantees that a maximum of ten people can access the arm of the Indemann at the same time. An LED display shows how many people may still enter the viewing platform. If the number is zero, the turnstile automatically locks until a visitor leaves the platform.

“We are very satisfied with the entrance control solution from Gunnebo,” says Henze.

“It not only provides the best possible security, but with its elegant design it also fits in ideally with the architecture of the Indemann. We hope that in future, many visitors will enjoy the panoramic view of our region.” ■



An LED display shows how many people may still enter the viewing platform in the Indemann sculpture.



Robert Hall, General Manager for Secure Storage at Gunnebo and Richard Krasilovsky, President and CEO of Empire Safe, New York.



USA |

Introduction of ECB•S certified safes on the US market

In co-operation with ECB•S and Empire Safe Company Inc. in New York, Gunnebo Secure Storage has launched a project for introducing ECB•S certified safes on the US market.

European Security Standards (CEN) for ATM equipment have already gained

ground in the US, and are approved by insurers and brokers.

The safes market is still entirely regulated by the American burglary protection standard (UL), which offers excellent coverage for the highest and lower security grades, but leaves a gap for the middle segment. That is where the project is going to position the CEN Grades III–IV. The project will educate the market by

arranging seminars, meet customers and lobby insurers. In the first round, the project will focus on jewellers, knowing that if acceptance can be gained in this high-demand trade, others will follow.

Empire Safe Company Inc. is a jewellery-oriented safes dealer that began selling the Chubb Safes Trident series in autumn 2009. ■





The 20-metre-high pellet boiler has fence curtains that form patterns and exciting, varied impressions which leave no one unmoved.

SWEDEN |

Architect creates striking artwork

A 20-metre-high pellet boiler for district heating could be a real aesthetic disaster... or an artwork very much of the moment.

Architect Staffan Strindberg was commissioned by energy provider Kalmar Energi to integrate the installation into the sur-

rounding environment. His solution is created from interlaced Gunnebo fencing in different mesh sizes, which have been layered onto one another. The fence curtains form patterns and exciting, varied impressions which leave no one unmoved. ■

AUSTRALIA |

Pharmaceutical company installs largest ever produced vault in Australia

The installation at SIGMA Pharmaceuticals of a 30 metre long vault was finalised in December 2009, with all concerned impressed with the quality of the engineering, manufacture and assembly.

Gunnebo manufactured and delivered the large modular vault to Australia's largest pharmaceutical company, Sigma Pharmaceuticals. They manufacture and market prescriptions, over-the-counter and generic pharmaceutical products. They are also the leading full-line whole-

saler and distributor to pharmacies throughout Australia.

"We used new design concepts to engineer a vault with a six metre internal height, which is the largest ever produced and installed in Australia," says Dan Turner, Country Manager Gunnebo Australia.

"We are very impressed with the professional way the vault was assembled meeting tight timelines. The finished product meets our highest expectations and further enhances the very good business relationship between our two organisations," adds Peter Thomas, National Security Manager for Sigma Pharmaceuticals. ■

FACTS:

Sigma was originally founded by two Melbourne pharmacists in 1912 and merged with Arrow Pharmaceuticals in December 2005. Following the merger, the business has expanded to provide a comprehensive service and product offering to its customers.

The Group is also the owner of some of Australia's best known pharmacy banner brands: Amcal, Guardian and Amcal Max.



SOUTH AFRICA |

Security for Durban metro and the 2010 FIFA World Cup

Gunnebo South Africa has delivered a number of security solutions for the Durban City Metro Rail & Intersite Rail Stations as part of the preparations for the 2010 FIFA World Cup. The involvement covered all steps of the process, from planning to supply and installation of the products.

The upgrade of the Durban City Metro Rail & Intersite Rail Stations included the

securing of ticket offices, the cash intake and entrances. The ticket offices were secured by pay point windows and bullet-resistant doors. The cash intake was secured by installing deposit safes, and the entrance control by bullet-resistant cubicles.

"Gunnebo must be complimented for all their teams, from manufacture to delivery and installation. Everything was done very professionally with no delays. I will certainly recommend Gunnebo to others who need really professional help,"

says Mr M Makathini of Makathini Projects, the contractor working on the Durban Metro Rail project. He refers to the successful co-operation with Ravi Kistnasamy, Sales Consultant at Gunnebo, and Bernice Nareen, Branch Manager Gunnebo South Africa.

"We were confident that our products were going to be included and we were grateful for the opportunity to be part of this prestigious project. We are very proud indeed," Bernice Nareen concludes. ■



NORDIC |

Fashion chain expands focusing on security

Swedish-based fashion-chain Lindex has decided to expand its network of stores and is focusing on security by installing designed electronic article surveillance (EAS), developed to secure open store concepts with wide, inviting entrance and exit points.

"It is very important for Lindex to have an inviting entrance to our stores, but since theft is a major security issue for the fashion trade we also need efficient EAS solutions that blend into the overall store design," says Lindex security manager Jerker Engstrand.

Gateway has been chosen as a preferred supplier of EAS systems for the coming three-year period, thanks to a strong focus on development going forward.

"The products already combine our technical requirements with a very appealing design. After a successful co-operation on our emerging markets in the Czech Republic and Slovakia, we also see that Gunnebo and Gateway can provide us with after sales service and support on other markets where we operate today and plan to operate in the future.

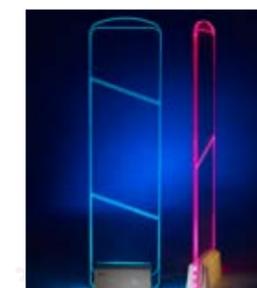
"Therefore we have chosen Gunnebo

and Gateway to be our preferred supplier for EAS in all new and redesigned stores for the coming three years," Jerker Engstrand concludes. ■

FACTS LINDEX:

Lindex is one of Northern Europe's leading fashion chains with approximately 400 stores in Scandinavia, the Baltic States, Russia, Central Europe and the Middle East. Within the coming five years, Lindex plans to open several more stores, primarily in Central and Eastern Europe.

Lindex is a wholly-owned subsidiary of Finnish Stockmann with a network of over 500 department and fashion stores, primarily in Europe and the Middle East.



FACTS DESIGNERGATE NEO:

Designergate Neo is a plexiglass antenna ideal for large entrances. The Designergate Neo system can be equipped with metal detector and people counting functions. If you prefer your antenna to be colourful, Prisma features allow the whole antenna to be illuminated in a colour of your choice.

! Read more at www.gateway-security.com