

Global

A CUSTOMER MAGAZINE FROM THE GUNNEBO SECURITY GROUP

#3 2011

No Turning Back

Airports Tighten Security

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Let Someone
Else Do All the
Hard Work!

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ABOUT GUNNEBO
Gunnebo is a brand that hails back to 1764. The company originally made nails, and later also sold chains and lifting systems. Since 1995 more than 40 companies have been acquired worldwide. In 2006–2007 they were all integrated into a common structure under a single brand name – Gunnebo. The vision is to make Gunnebo the leading global provider of a safer future for customers in Bank Security & Cash Handling, Entrance Control and Secure Storage.

RESPONSIBLE PUBLISHER
Per Borgvall
Phone +46 10-20 95 000
per.borgvall@gunnebo.com

EDITORIAL COMMITTEE
Karin Wallström
karin.wallstrom@gunnebo.com
Linda Gårdlov
linda.gardlov@gunnebo.com
Jocelyne Benisri
jocelyne.benisri@gunnebo.com
John Fogarty
john.fogarty@gunnebo.com
Evelyne Gartenmann
evelyne.gartenmann@gunnebo.com
Manuel Latorre-Marin
manuel.latorremarin@gunnebo.com
Amel Loukal
amel.loukal@gunnebo.com
Claudia Reitz
claudia.reitz@gunnebo.com
Emma Sheldon
emma.sheldon@gunnebo.com
Rob Suddaby
rob.suddaby@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
Åsa Westlund
asa.westlund@gunnebo.com

ILLUSTRATION
Branding & Marketing Services
Emma Agnred
emma.agnred@gunnebo.com

PRODUCTION CO-ORDINATOR
Mats Ekendahl
mats.ekendahl@newsroom.se

TRANSLATION
Comactiva Translations AB

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FRONT PAGE
Piccadilly Circus, London, England



“Gunnebo’s responsibility is measured in long-term return, satisfied customers, motivated employees and a reduced impact on the environment.”

Per Borgvall, President and CEO, Gunnebo





Once designed specifically for aviation, Breitling watches have become a status symbol and are worn by celebrities such as John Travolta.

Time for High Security

When luxury watchmaker, Breitling, relocated to its new premises in Stockholm, it needed a level of security on a par with Sweden's central bank – its own Swedish Fort Knox.

TEXT | Mats Ekendahl

SWEDEN. Breitling's previous property – once a bank – had vaults where valuables could be stored. But when the business was moved to another location in Stockholm, Breitling had to invest in a new strong room measuring 48m² and weighing 62 tons.

"Gunnebo custom-built a strong room and installed it in our new building. Everything was finished in May and we are very pleased with how the vault room works," says Stephane Dehner, Chairman of the Board at Breitling Scandinavia.

The modular panels for the Grade VIII strong room were manufactured in Germany and then transported to Stockholm where it was put together.

"We requested the highest possible security and so we needed the very best products on the market.

Together with alarms, multi-directional motion detectors and extra steel walls outside the actual storage room, we now have a new vault room with a security level equal to

the Swedish central bank," says Stephane Dehner.

Breitling has previously purchased graded safes and perimeter protection from Gunnebo. Because Stephane Dehner has been pleased with the product quality, it was not hard for him to choose Gunnebo as a supplier again.

"I'm satisfied with the customer service provided by Gunnebo during this exclusive project. And the products really meet the mark because we got the high quality Gunnebo promised," he says. ■



Breitling had to invest in a new strong room measuring 48m² and weighing 62 tons.

About Breitling

- Famous Swiss watch manufacturer.
- Founded in 1884 in Saint-Imier by Léon Breitling.
- Produces certified chronometers. Most of the watches have functions used in aviation, but have increasingly become status symbols, rather than just practical tools.
- All watches are manufactured in Switzerland using locally made parts.
- Breitling watches range between €2 500 and €50 000 in price.

Did you know that...

- Breitling's 'Emergency' model has a radio transmitter for civil aviation with a signal which can be received up to 90 nautical miles away. All customers have to sign an agreement stating that they are responsible for all costs involved with any rescue operations caused by mistakenly activating the transmitter.
- Mel Gibson, Bruce Willis, Roger Moore, John Travolta, Jerry Seinfeld, Wayne Gretzky and the French President, Nicolas Sarkozy, all wear Breitling watches.





Chubb safes' new range of safes protects data media from fire for up to two hours.

The Ultimate Firewall

Chubb safes DataGuard NT is an entirely new data protection cabinet for the secure storage of digital media. And it is the only single door cabinet of its kind on the market.

TEXT | Mats Ekendahl

The new Chubb safes DataGuard NT is certified according to the NT Fire 017 – 120 Diskette standard, which means it provides two hours of protection against fire.

“Even if it’s 1000°C outside the cabinet, the inside will always remain below 50°C,” explains Product Manager, Mark Brookes.

The new single door feature for DataGuard NT makes life easier for users. Compared to competitors’ products, that carry an extra internal cabinet, you only have to close one door now.

“If you have to close one door inside first, you cannot be 100% sure if it’s been done properly when the outer door is closed. But with DataGuard NT you will have peace of mind if a fire breaks out.”

The new product is also a space saver compared to existing cabinets.

“The storage capacity is up to 60% better for DataGuard NT than safes of equal size from other manufacturers,” says Mark Brookes.

Chubb safes DataGuard NT is mainly aimed at small businesses and home offices. The cabinet comes in four sizes ranging from 25 to 120 litres. Pull-out drawers to hold DVDs or CDs, for example, are standard and the cabinet is ready for use as soon as it is put in place. ■



Punches Above its Weight

ProGuard from Chubb safes is now available on all markets with the Grade III classification.

“The new burglary protection Grade III version has increased strength although it is over 20 per cent lighter than its predecessors,” says Andy Rymill, Product Manager for Secure Storage at Gunnebo.

This combination of increased strength and reduced weight has been achieved by using a new barrier material. This will make the safe a more viable option for installation higher up in buildings, where there are limits on the load the floor may bear. The safe also has more internal storage capacity than the Grade II model, on which it is based.

The Grade III was developed due to demands from the German and British markets. They were the first to market the new ProGuard, but since then it has been made available to all markets.

“Our customers are primarily retailers and distributors,” says Andy Rymill.

Gunnebo has recently won new tenders and maintained existing contracts primarily based on the reduced weight advantages of these new safes. ■





After over 40 years on the job, Roger Bergman still enthuses about everything secure storage.

Mad About Safes

Roger Bergman has been serving customers – including royalty – for over 40 years. He renews his service technician’s licence every year to make sure he is always up-to-date with the latest industry developments. By his own admission, his interest in secure storage and locks is “a little unhealthy”.

TEXT | Hanna Lindahl

SWEDEN. Roger Bergman started at Gunnebo as a trainee in 1968. At that time he was 17 years old and electronic safe deposit boxes were the latest fashion. Today he is highly knowledgeable about complex secure storage solutions.

“I immerse myself in safes in my spare time as well,” says Roger Bergman. “Mechanical locks in particular are extremely fascinating – it’s incredible how they work.”

His job as a service technician has put him in some interesting situations, such as being asked to help the Swedish princess, Lilian, to adjust her safe.

“Once the work was done, I sat down on a chair that belonged to Prince Bertil and had a cup of coffee with the princess. This was an

extraordinary treat!” recounts Roger Bergman.

However, the customer does not have to be a princess to be memorable.

“It doesn’t take much for me to remember a job. The people I meet are the best part of this work and I love to be able to help and contribute to great service.”

Roger’s service-mindedness seems to be genetic. His great-grandfather started working for Rosengrens, now part of Gunnebo, when the company was established in Stockholm in the 1880s. He stayed at the company for more than 30 years and also worked alongside his son, Roger’s grandfather.

“My grandfather, Ragnar, worked at Gunnebo for 52 years. I inherited the golden watch he

received after 50 years at the company,” says Roger Bergman.

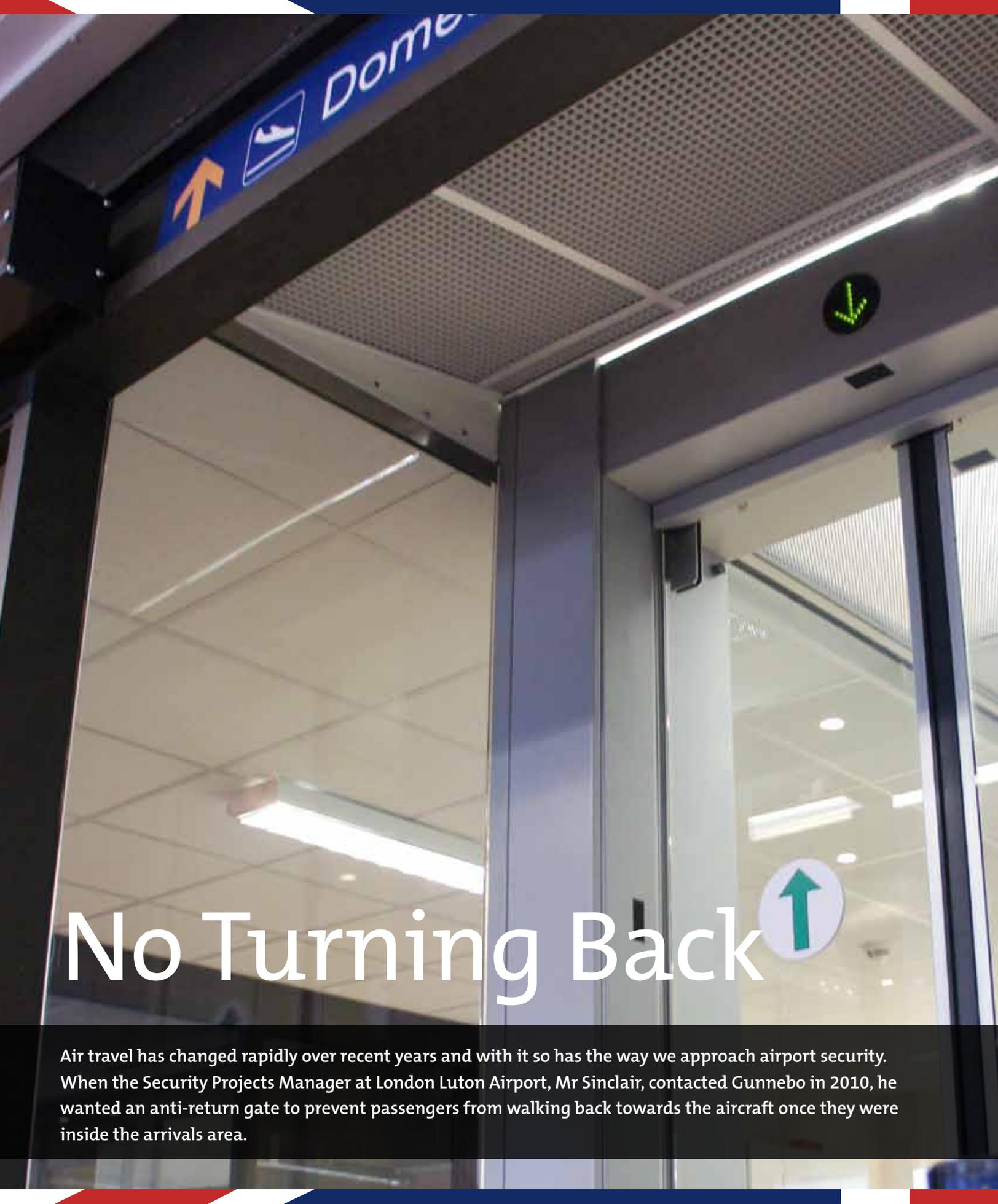
Roger’s father and brother were employed for several years too. Roger himself is not far from a golden watch of his own. He believes that the reason employees stay this long at the firm is the friendship and the fine atmosphere.

“I also like the independence I have in my job and the days are never alike,” he adds.

A few years ago, when Roger celebrated 40 years at the company, he baked a big cake to treat his colleagues. Its shape? A safe, of course...

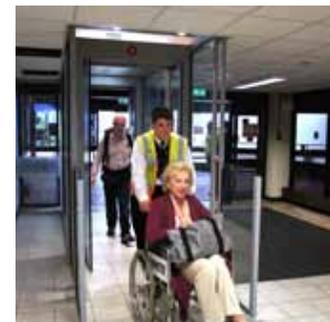
“The cake was made to look like a safe called ‘40/40’. As you can tell, my interest in safes is extreme.” ■





No Turning Back

Air travel has changed rapidly over recent years and with it so has the way we approach airport security. When the Security Projects Manager at London Luton Airport, Mr Sinclair, contacted Gunnebo in 2010, he wanted an anti-return gate to prevent passengers from walking back towards the aircraft once they were inside the arrivals area.



Paul Wakeling, responsible for Airport Entrance Control at Gunnebo UK, was instrumental in the success of London Luton's new anti-return gate solution.

Gunnebo's solution was the PasSec HSW Wide Lane gate, set to "Free Flow" mode – an anti-return solution with integrated electronic security and connection points for third-party CCTV cameras.

Initially a trial project, London Luton was looking to have more units for other areas within the airport for future projects. The airport did not want to procure all the PasSecs without first having a trial unit put through its paces and be given the Department for Transport's verbal approval.

"We looked into solutions from a number of suppliers, but we chose Gunnebo's gate based on its technical solution and the ease of integration with our CCTV and fire alarm systems," said Mr Sinclair.

New Routines for Passengers

According to Mr Sinclair most passengers appreciate it when the airport invests in new technology.

"There is no fundamental difference to their overall experience and given that security has been improved, this is surely a success.

I see plenty of areas where a security supplier like Gunnebo has interesting solutions to offer.

"The unit means passengers can pass from the airside apron to landside without interfering with their normal walking pace or way of travel and in the same instance it provides the airport with the security measure it requires," he explains.

The PasSec HSW solution at London Luton Airport has now been operational since January 2011. Due

to the success of the first unit, in June 2011 Gunnebo received a second order for a further three PasSec HSW units to be located in the International Arrivals Hall.

Gunnebo now has a total of over 300 PasSecs installed at airports around the globe, with various other UK airports presently in discussions with Gunnebo regarding similar requirements.

Room for Improvement

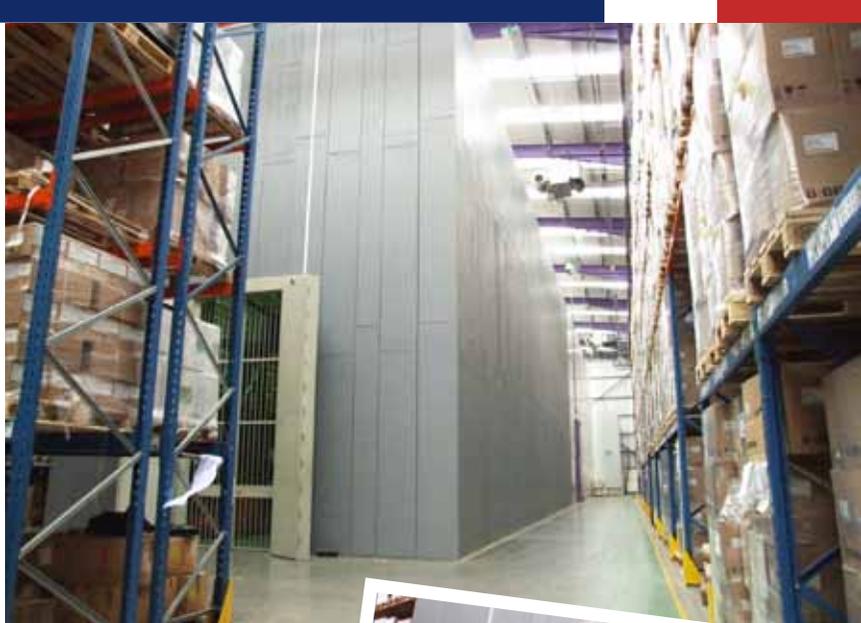
At London Luton Airport other areas have been identified for improvement to promote more efficient travel. At present Gunnebo is in an advanced stage of discussions with London Luton Airport for its next project involving another product line.

"I see plenty of areas where a security supplier like Gunnebo has interesting solutions to offer. Areas like pre-security (boarding card validation), departures and arrivals," said Mr Sinclair. "If other airports asked me about Gunnebo's solutions, I would recommend them."

Facts about London Luton Airport

- London Luton Airport is the UK's 5th largest passenger airport.
- The airport carried almost 9 million passengers in 2010.
- Employs over 500 people directly and around 8000 indirectly.
- The airport offers passengers an extensive choice of both scheduled and charter services including frequent departures to over 90 destinations, including services to Europe, Africa and the Middle East with onward connections to Mumbai, Hong Kong, Johannesburg, Beijing and Bangkok via Tel Aviv.

Source: www.london-luton.co.uk



Special doors were built into the strong room to allow forklift trucks to come in and out.

Strong Partnership Builds Strong Room



One important criterion when obtaining a license for the storage and distribution of controlled drugs in the UK is a secure strong room. Unidrug Distribution Group (UDG) has built one of the largest ever strong rooms in the nation, maybe even the whole of Europe.

TEXT | Mats Ekendahl

The storage of controlled drugs (CD) in the UK is regulated by the Home Office. Part of the criteria when obtaining a license for the warehouse storage of CD is that the merchandise must be secured inside a strong room meeting the EN 1143-1 standard to a minimum of Grade VI.

“We found that only Gunnebo could meet these requirements and we also knew from past projects that the company could provide excellent customer service,” explains Mark Langton, UDG Director of Operations.

Need to Satisfy Demand

UDG is the largest distributor of CD in the UK and is expanding year on year. The last 12 months has seen growth of around 25 per cent.

“Our existing CD strong rooms had reached maximum storage capacity, so we wanted to satisfy current growing customer needs and also provide the capacity necessary for attracting new business,” continues Mark Langton.

Gunnebo designed and installed the new strong room which by volume is one of the largest in the UK and probably in Europe too.

During the project special doors were designed to allow high-mast forklift trucks to enter the rooms and move between the aisles.

Built into Existing Structure

The base of this enormous bolted strong room was the existing Gunnebo Cennox room, originally installed in 2001, which has been extended using Centurion panels and doors. The extension was installed and secured before creating an internal opening between the old and the new room. This allowed CD to be stored securely inside the existing room for the duration of the building process, satisfying Home Office regulations.

No Downtime

“This method also eliminated any interruptions in our CD storage operations,” says Mark Langton, who is very satisfied with the solution and the partnership.

“UDG has a very strong relationship with Gunnebo and we are actually considering three options for an additional strong room – even bigger than the one we have just had built.” ■

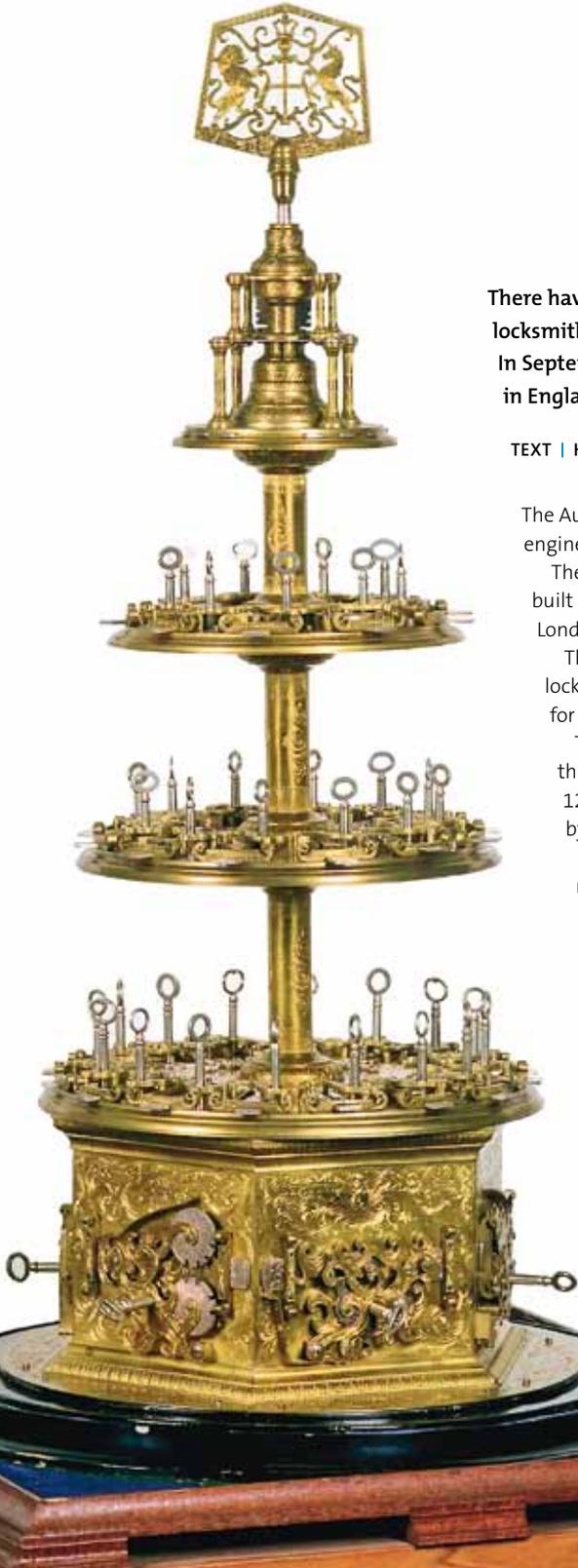
About the strong room

- The largest extended strong room ever built by Gunnebo in the UK
- External dimensions of extended room (HxWxL): 10.67m x 8.26m x 25.87m
- Overall size including extension (HxWxL): 10.67m x 8.26m x 51.74m
- Total storage capacity: 860 pallets
- Number of panels in extension: 390
- Panel coverage: 841m²
- On-site build time: 6 weeks

About UDG

- UDG is a pre-wholesaling, joint venture owned by Alloga and United Drug. It warehouses and distributes pharmaceuticals and over-the-counter medicines in the UK.

Famous Trophy on Tour



There have been some elegant examples of legendary craftsmanship from locksmiths throughout the ages. The Aubin Trophy is probably the foremost. In September Gunnebo displayed this fascinating object at an exhibition in England.

TEXT | Hanna Lindahl

The Aubin Trophy is an extraordinary example of early skills in lock mechanism engineering.

The creator, Charles Aubin from Wolverhampton in England, designed and built the trophy for the Great Exhibition of 1851 which took part in Hyde Park, London.

The construction comprises 44 locks of different models. All the locks can be locked, or unlocked, separately. But they are also connected, making it possible for them all to be unlocked simultaneously.

The bottom section of the Aubin Trophy is hexagonal. On top of this rest three circular tiers, each with a different number of locks: 16 on the bottom, 12 in the middle and 9 on the top. As a finishing touch, the trophy is crowned by a Brahma lock.

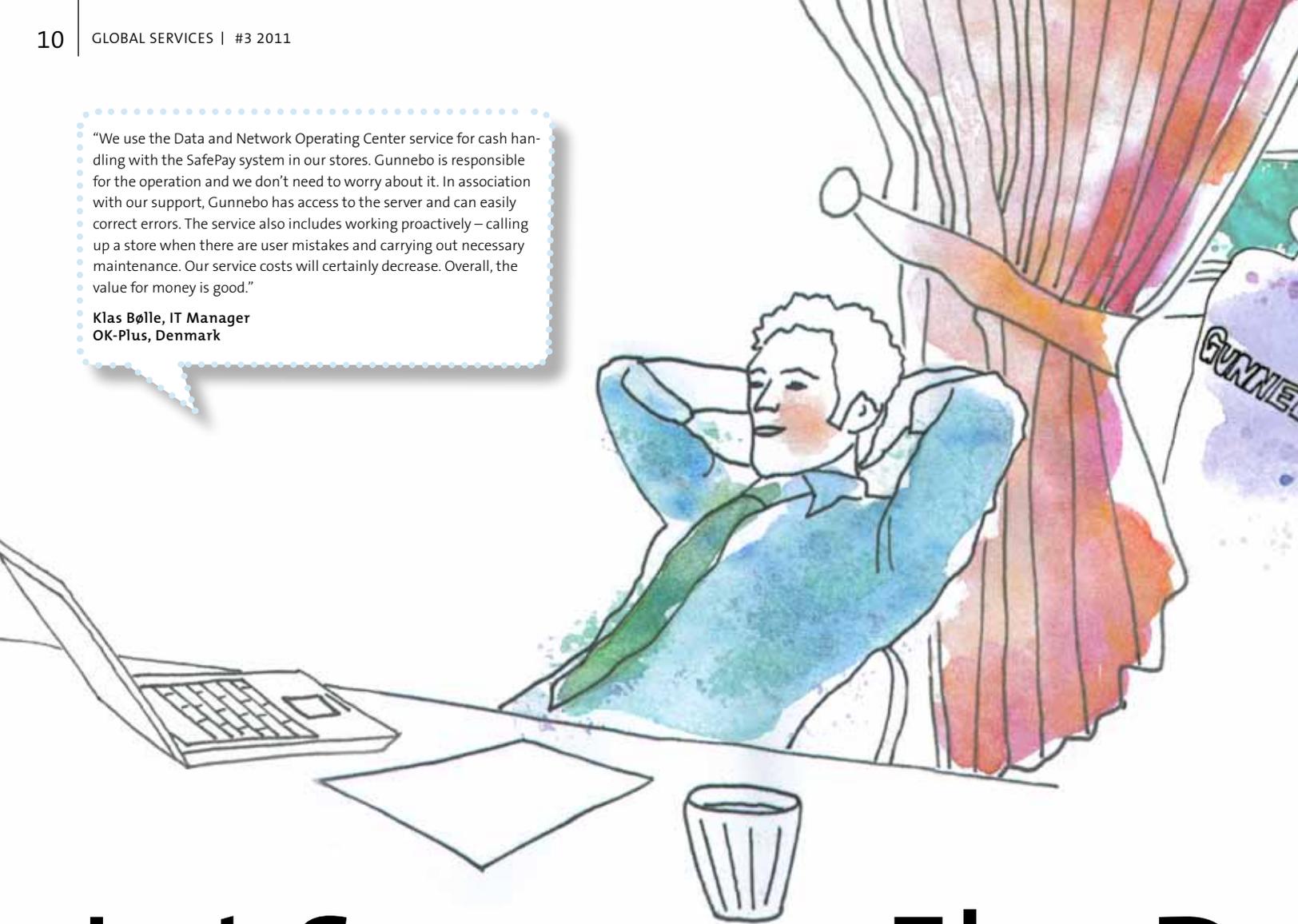
Charles Aubin used more than 3000 parts for the complicated locking mechanism. His invention is outstanding and beautiful, but has no actual practical use.

Today Gunnebo owns the Aubin Trophy and took the opportunity to proudly present the creation at the Master Locksmith Association Exhibition in Telford, England.

The trophy attracted a great many visitors to the Gunnebo stand where the company met with customers and presented its latest product releases. ■

“We use the Data and Network Operating Center service for cash handling with the SafePay system in our stores. Gunnebo is responsible for the operation and we don't need to worry about it. In association with our support, Gunnebo has access to the server and can easily correct errors. The service also includes working proactively – calling up a store when there are user mistakes and carrying out necessary maintenance. Our service costs will certainly decrease. Overall, the value for money is good.”

Klas Bølle, IT Manager
OK-Plus, Denmark



Let Someone Else Do

Normally you do not want anyone looking over your shoulder. But Gunnebo's Data and Network Operating Center is changing all that.

TEXT | Mats Ekendahl

NETHERLANDS. The Data and Network Operating Center (DNOC) service makes it possible for customers to allow Gunnebo to externally monitor their cash handling systems online. Customers can also choose to let Gunnebo manage the entire system, which means that the cash handling software will be hosted in an external data center at Gunnebo.

“Big organisations want to ensure that their systems are running as required and that all the processes within each system are working smoothly, but they can encounter logistical difficulties trying to run this kind of monitor-

ing themselves,” says Patrick van Aart, Country Manager, Gunnebo Netherlands.

In other words, it is easier to let someone else do all the hard work.

Efficiency and Added Value

The DNOC service and its software, developed by Gunnebo, brings efficiency and added value to customers who want full control of their cash handling systems, like SafePay™, in terms of transactions made, such as the amount of money in the system.

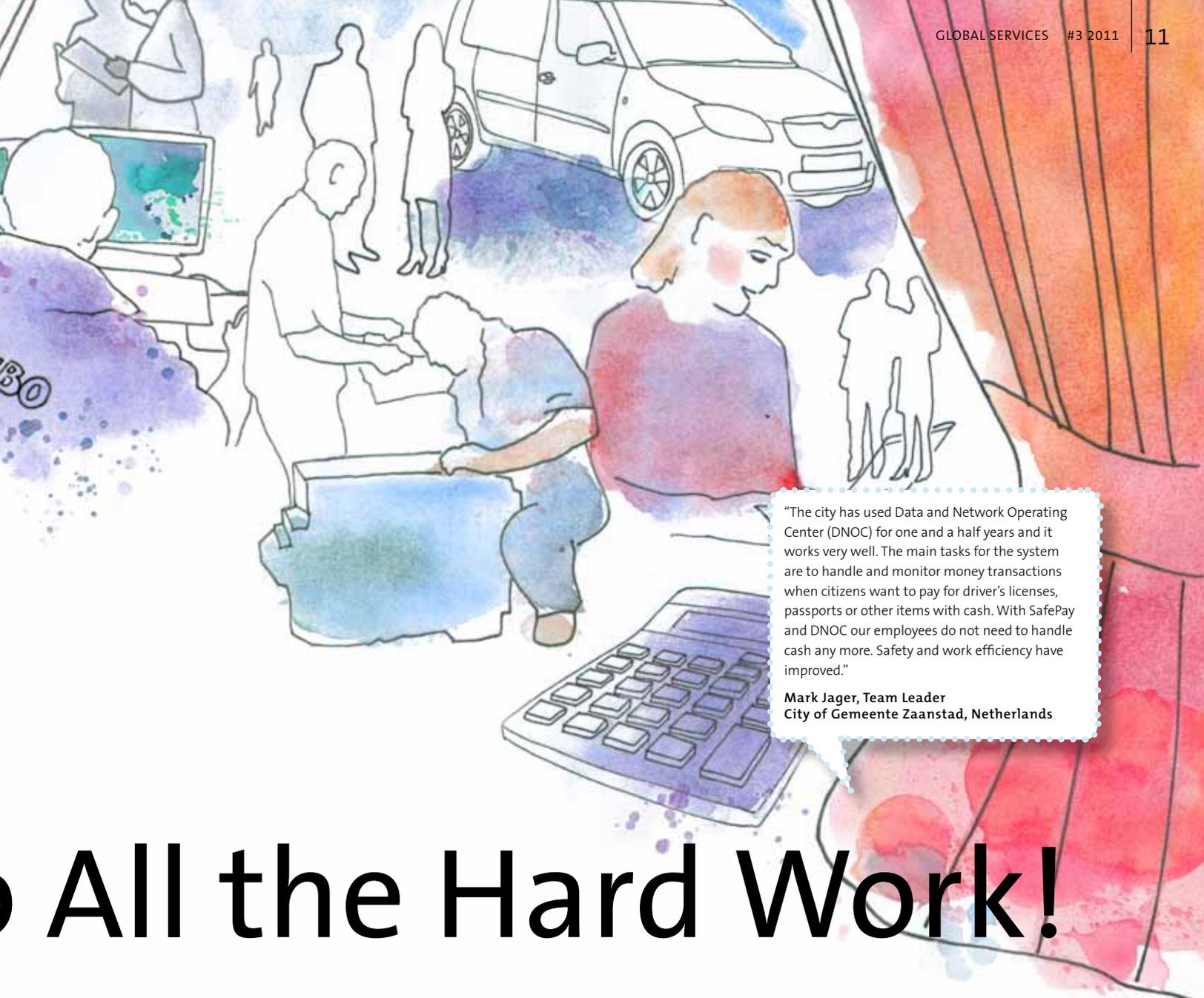
“Looking over the customer's shoulder to

secure its business is a new way of thinking, a new concept. It's truly a smart package of services that, among other things, prevents unnecessary interruptions or delays in our customers' operations,” explains Patrick van Aart.

If a problem occurs in the externally monitored system, service technicians from Gunnebo have two ways of solving it: they can either fix the problem from their remote location or travel to the site itself.

Remarkable Service Culture

Ten Brink Foodretail in the Netherlands has used DNOC for four years. CEO, Edwin ten Brink, speaks highly of the partnership: “I have to admit that I'm rather content with the kind of service Gunnebo is providing at the moment



"The city has used Data and Network Operating Center (DNOC) for one and a half years and it works very well. The main tasks for the system are to handle and monitor money transactions when citizens want to pay for driver's licenses, passports or other items with cash. With SafePay and DNOC our employees do not need to handle cash any more. Safety and work efficiency have improved."

Mark Jager, Team Leader
City of Gemeente Zaanstad, Netherlands

All the Hard Work!

with DNOC. I remember an occasion when an employee of Gunnebo stood outside our store before opening time and explained that he had found a problem in our system. At that moment we didn't know about the problem ourselves! The service culture in the Gunnebo organisation is remarkable compared to other providers on the Dutch market."

The DNOC service is also available in Britain, Denmark, France and Greece, and will continue to expand into more markets. ■

About DNOC

Through its DNOC, Gunnebo basically offers three types of service, mainly for banking and retail:

- 1) Hosting of applications/software (cloud computing) in an external database at Gunnebo
- 2) Monitoring of technical status for machines with online connections
- 3) Monitoring and supply of cash process data with online connections

These three services produce benefits for clients such as:

- Creation of secure environment
- Reduced costs for service activities
- Remote service
- Flexible infrastructure
- Data back-up facilities
- Improved performance
- Automatic alerts to service teams or third parties



The fast-growing Fitness World in Denmark now has about 200 000 members, making an effective entrance control solution, like Gunnebo SpeedStiles, essential.

Conditions Improve for Gym Members

Fitness World is Denmark's largest chain of training centres. To enable more than 200 000 members to enter and exit their gym quickly – and prevent non-members from coming in – speed gates from Gunnebo were installed.

TEXT | Mats Ekendahl

DENMARK. In six years Fitness World has grown from a single training centre to 65. At the time of writing, 55 speed gates (SpeedStile FP och SpeedStile FPW) had been installed at 24 of them.

The speed gates' sensors detect movement and prevent trespassing and unauthorised entry. The idea is to stop people who do not have valid training cards as well as members who have forgotten their card and are perhaps trying to sneak in instead of paying the extra charge. Speed gates will also mean a more controlled flow of people.

"Fewer cheaters means more space for the well-behaved members, less wear of training equipment and dressing rooms, plus lower water consumption," says Per L Nielsen, CEO of Fitness World.

He considers cooperation with Gunnebo to be good and highlights the advantages for Fitness World: "The people are very flexible and, like us, Gunnebo covers the whole of Denmark."

It is also important for the speed gates to be able to link to existing security systems.

"We connected the fire alarm to the speed

gates so they automatically open if the alarm sounds," explains Entrance Control's Director of Sales at Gunnebo Denmark, Henrik V Hansen, "And the receptionists also have a remote solution to open the gates if they need to."

Fitness World will soon have almost 100 speed gates in total, adapted to take Fitness World's own card readers. At the five latest installations, Gunnebo has also worked together with other suppliers to create entry solutions with added functionality. ■

Safe for Another Century

To install a safety door in a 900-year-old church is a complicated mission – and of course a true honour. Gunnebo was assigned the task of fitting an arch door in the Cathedral of Lund.

TEXT | Hanna Lindahl

SWEDEN. One night, two years ago, thieves broke into the Cathedral of Lund and stole the special Episcopal crosier. After that, security in the church became an issue and Gunnebo was commissioned to produce and install an arch door into the *Silverkammare*, or Silver Chamber, where the cathedral keeps its articles of great value.

“This was an exciting and very prestigious project to be awarded. It’s not too often you drill into a wall built during the 12th century and of course, it was a bit jittery,” says Christer Olsson, Account Manager at Gunnebo.

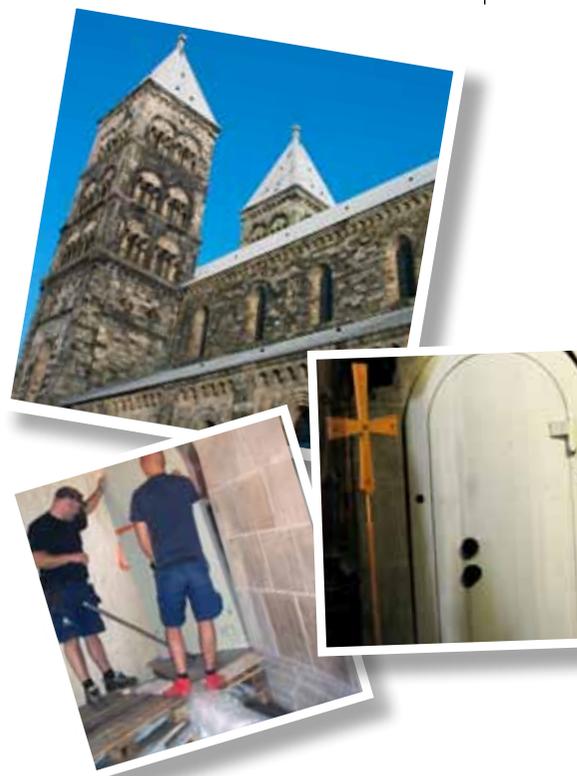
The door, which is almost one metre wide and a little more than two metres high, has a rounded top to fit into the arch. Its weight is about one

ton and four people spent three days trying to fit it into place.

The senior accountant of the Cathedral of Lund, Mats Persson, was at first a bit concerned that the floor or the décor in the cathedral would be at risk during the installation.

“But Gunnebo did a superb job. The preparations were made carefully and once in place, the installation went smoothly. The cathedral could go about its business as usual and the technicians took a break while there was a service out of respect for the congregation,” says Christer.

Furthermore, the door will be covered in a panel of oak to fit into the décor of the cathedral. After that it will guard the treasures for another 900 years. At least. ■



Mining Industry Booming

The growing mining industry in Western Australia has made Gunnebo Entrance Control a winner. The focus has been on projects in its capital, Perth, and sales in 2011 have already reached two million Australian dollars.

TEXT | Bhargav Bharadwaj

AUSTRALIA. The success of Entrance Control in 2011 has been largely focused on projects in Perth where there is consistent strong growth in the mining resources industry. This comes after a strong performance by Gunnebo in the area in late 2010, which included a significant deal with Woodside, one of the



Four lanes of OptiStiles and four AutoSec doors were installed at one40william in Perth.

world’s leading producers of liquefied natural gas.

They wanted to replace their existing entrance control equipment with Gunnebo SpeedStiles.

Following this, in March 2011 Gunnebo won the contract to supply and install a substantial number of SpeedStiles and GlasStiles for the large and prestigious Raine Square Project in Perth’s central business district.

Then in April a record deal with BHP Billiton, the world’s largest mining company, was secured. It consisted of 17 GlasStile gates and 25 SpeedStile lanes, making it the largest single order for SpeedStiles ever in Australia.

More recently a particularly notable installation of four lanes of OptiStiles and four AutoSec doors was made at one40william, a major new retail and office hub in Perth. Apart from the fact that this building is known for its contemporary architecture and eco-friendly design, the deal is significant as it marks the first time that OptiStiles have been used in Australia.

Other recent Western Australian projects include the installation of SpeedStiles at the Melville Aquatic Centre, the Western Australian Treasury and for BHP Billiton in Collie. Gunnebo has also provided security doors for Argyle Diamonds in Perth. ■

About Perth

- Perth is the capital and largest city of the Australian state of Western Australia and the fourth most populous city in the country.
- It is located on the southwest coast of Australia looking out onto the Indian Ocean.
- Perth is the business heart of resource-rich Western Australia and consistently grows faster than the national average.



The Fórum Building is an architectural landmark in Barcelona and home to the Natural Sciences Museum.

Night at the Museum

The Natural Sciences Museum in Barcelona is a modern beauty and in keeping with its architecture demanded something different for its entrance – specially designed black SpeedStiles.

TEXT | Manuel Latorre Marin

SPAIN. For this task, Gunnebo designed a new model of SpeedStile FL – in black – to suit the look of the museum.

The museum was recently relocated to the Fórum Building, one of the most modern constructions in Barcelona. Also known as the *Museu Blau*, it was used as the main building during the Universal Forum of Cultures in 2004.

Being able to integrate an entrance control solution into the existing design of the building was one of the key reasons why Gunnebo was awarded the project and why the form and finish of the standard SpeedStile FL solution were adapted.

The project was managed in cooperation with Arcon, a systems integration company specialising in access control readers who supplied and integrated the barcode and proximity readers on the SpeedStiles.

“Gunnebo’s ability to re-design and customise the speed gate solution to fit into the architect’s requirements was extremely valued by the customer and

enabled us to beat the competition on the project,” says Vicente Arteaga, General Manager at Arcon System. ■



Specially designed black SpeedStiles at the entrance to the museum.



Fire Doors Reflect Luxury Design

The Style Outlets is an emotional, inspiring and innovative shopping mall in the Spanish city of A Coruña. Its modern architecture demanded a new type of fire door to fit into the luxury design of the passages within the mall.

SPAIN. The recently inaugurated The Style Outlets mall in A Coruña offers something for everybody: pleasant strolls, a relaxing break, a chance to have fun with the children and, of course, a lot of shops. Because of the modern architecture and integration with the natural surroundings, the mall did not want to install fire doors with the “classic” appearance of building doors. The doors, however, still had to fulfil the requirements set by the Spanish fire regulations for all public buildings.

Gunnebo’s innovative idea was to produce extremely bright stainless steel fire doors, creating a mirrored effect so that customers could see their reflection as they passed by. This differentiation from other manufacturers’ proposals won Gunnebo the contract to design, produce and install the fire doors.

The project included not only stainless steel fire doors for the inside of the mall, but also galvanized steel fire doors and metal doors for the exterior.

Both customers – the main building contractor and the end user who chose the specific solution – are now current partners with Gunnebo for new building projects all across Spain. ■



International Bank Vaults (IBV), a leader in private vault management, is making multi-tiered, high-security storage available to luxury shoppers.

Exclusive Vaults par Excellence

International Bank Vault's (IBV) business concept is to provide the public safety deposit boxes in high-end shopping malls.

TEXT | Mats Ekendahl

SOUTH AFRICA. "Commercial banks had a long waiting list for their vault facilities, so I decided that South Africa needed its very own security fortress akin to the one in Harrods of London," says Ashok Sewnarain, owner of IBV.

IBV's first secure storage vault with deposit boxes was installed in an exclusive shopping mall called Gateway in Durban, South Africa. Soon after, a second vault followed in Nelson Mandela Square shopping mall in Sandton.

Gunnebo supplied and installed the security deposit lockers, the secure storage vault doors, emergency doors (Chubb Malaysia), man traps and bullet-resistant screening and doors.

"We chose Gunnebo for the installations because of their reputable name in the security industry. They also understood the vision shared by the IBV team," explains Ashok Sewnarain.

Security is the core business of IBV and it is the fundamental non-negotiable feature that keeps their business functional and reputable.

"Gunnebo had to deliver on these high requirements, which they were able to do."

Ashok Sewnarain is satisfied with the Gunnebo solution and believes he got good value for his money.

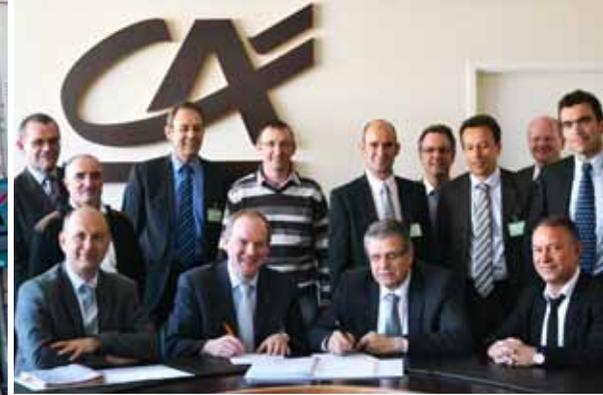
"I am confident that we have security features that are credible, reliable and which can be best

described as 'par excellence', setting us apart as the leader in private vault management."

The two custom-made security solutions have capacity for approximately fifteen thousand clients. Each vault facility has multi-tiered security systems provided by Gunnebo and other key security suppliers ensuring that every security feature is followed through before the client can actually access his or her box.

IBV is at present resourcing information to expand the business nationally and internationally.

"We are confident that Gunnebo will remain one of our valued suppliers," says Ashok Sewnarain. ■



Crédit Agricole has seen a sharp fall in the number of robberies since its branches went cashless.

Bottom right: Pierre-Henri Deresse, Director of Human Relations and Corporate Resources at Crédit Agricole.



Cashless Banking Transforming Branches

Having implemented the new Oxygen concept for 100% cashless banking at lobby level, Crédit Agricole is now contracting Gunnebo to improve electronic security management for its Loire Haute-Loire regional network.

TEXT | Jocelyne Benisri

FRANCE. Gunnebo's innovative SecurWave solution will centralise all security functions to provide both local and remote control. Network integration for all 158 branches was implemented over a period of nine months while maintaining permanent safety.

We met Pierre-Henri Deresse, Director of Human Relations and Corporate Resources at Crédit Agricole, to discuss the project.

Why did your bank choose a centralised security management system with full-scale flexibility and long-term adaptability?

"Developments in banking technology define new requirements. We need good performance but also better reliability to achieve greater customer satisfaction. This means 24/7 availability. Just as any shop manager cannot have empty shelves, we cannot be closed because security systems are unable to cope."

Why are SecurWave and SecurManager your preferred choices?

"Global management of all security functions meets our requirements: reliability, technical innovation,

modularity and adaptability. All users were immediately taken by the sheer power of this application in the service of our core business. They also enjoyed its reporting capacity that contributes to the responsiveness of our Network Security unit when dealing with queries from local branches. And we appreciate dealing with partners like Gunnebo, who truly understand banking."

Have you already seen any positive effects?

"The transformation of our branches into cashless sites has led to a massive reduction in the number of hold-ups. Vandalism and rowdy behaviour can now be monitored live by our security unit as well as by the immediate remote supervisor. This shared reaction capacity has enabled us to achieve greater efficiency and reassure supervision personnel without security training. Finally a number of criminal attacks against our cash dispensers are recorded from time to time. We're currently working on improving passive security for such areas with Gunnebo's innovative physical protection solutions." ■

Combining Functions and Services

SecurWave is an innovative concept which incorporates a full range of security functions enhanced by new local and remote management tools.

It combines a number of functions and services – intrusion detection, access control, CCTV systems and electronic locks management – with total secure access to remote monitoring and maintenance of all system functions 24/7.

SecurManager is an easy-to-use web interface for viewing, supervising and administrating all SecurWave systems and operations.



An ultra-modern BEA branch was inaugurated last May in Algiers as part of a ceremony attended by Omar Bouguerra, Chief of Staff of the Ministry of Finance, and AAMI Hadj Baba, Director General of the Treasury.

Modernisation in the Making

The External Bank of Algeria (BEA), the sixth largest bank in Africa, has great ambitions. When modernising its 93 branches in Algeria, Gunnebo's cash handling technology is playing a major part.

TEXT | Aurelia Gilbert

ALGERIA. An ultra-modern BEA branch was inaugurated last May in Algiers as part of a ceremony attended by Omar Bouguerra, Chief of Staff of the Ministry of Finance, and AAMI Hadj Baba, Director General of the Treasury.

This new branch is an indication of how other BEA branches will look in the future.

"This was an auspicious opening. By the end of 2012, a further thirty branches across the country will undergo a modernisation like this," says Mohamed Loukal, CEO of BEA.

"Storekeepers could previously not submit their takings on the same day to their bank because of the time difference between the opening hours of the bank and the shops. With the implementation of DLX and CLX in self-service banking areas, storekeepers can now drop off their takings and remove documents, such as letters of credit, or make large cash withdrawals," explains Mohamed Benrabah, General Manager at High Tech Systems (HTS).

Equipped with cash handling technologies, it is the first self-service bank branch in Algeria where customers will be given easy access to services 24 hours a day, seven days a week. Two Gunnebo products under the Fichet-Bauche brand are part of this solution: the DFX (a deposit and transfer safe) located outside the branch for deposits, and the CLX (an automated deposit and transfer safe with lockable compartments) located inside the agency for the withdrawal of large sums.

This contract was carried out by HTS, one of Gunnebo's agents in Algeria.

Booming Market

"Customers' proximity, product quality and service support were the decisive factors in winning this contract," says Mohamed Benrabah.

HTS is a specialist in cash handling management and offers solutions including bank note counters, ATMs (1700 installed), self-checkout solutions (2000 installed) and counterfeit note detectors.

The company is also present throughout the Algerian territory with major customers including state agencies, banks and retailers. HTS is a long-term partner of Gunnebo with more than 3300 Gunnebo products installed in financial institutions or other agencies in Algeria.

"After several years, the BEA was convinced by the 'self-service banking' concept," says Dominique Girard, Export Manager at Gunnebo France.

The contract includes leasing for three years with a view to a generalisation of the concept across the whole BEA network.

The Algerian market is booming and according to Dominique Girard, there is every reason to be optimistic.

"Banks are aware of this development and will play an active and major part in it. The future looks very promising." ■

Deposit Express Safes Stop Armed Robberies

One of the world's leading catering group has opted for Gunnebo's secure storage solutions to equip 200 of its restaurants with Millium Deposit Express safes. The investment is part of a program to streamline cash in transit services.

FRANCE. In late 2010 the catering company had to face an increasing number of armed robberies involving direct gunpoint threats to their staff.

"In order to put a stop to such attacks, they therefore launched a program to streamline safe cash handling via a contract with a cash in transit (CIT) company which included the mandatory installation of deposit safes. Their objective was to make sure staff no longer had any physical access to cash," says Gilles Bombré, Account Manager at Gunnebo France's Retail & Secure Storage division.

Criteria for Choosing Gunnebo

The deposit areas within the customer's restaurants were fairly limited in terms of available space.

"These size constraints, together with the specified operating procedures, meant that Millium Deposit Express (MDE) safes were fully adequate to meet our customer's needs and expectations. This product is both reliable and compact. Our permanent availability to customer and site managers also had a decisive impact."

A first MDE safe was installed at a test site at the Eurodisney resort east of Paris at the end of 2010. This was highly successful.

The initial contract covers a first batch of 100 safes to be installed at the customer's priority sites.

"A further 100 will be delivered during the second half of 2011," Gilles Bombré concludes. ■





ENI has installed an integrated security solution at its new gas plant in Caparuccia.

Remote Control Centralises Security

ITALY. Italy's largest company, international oil and energy giant ENI, chose an SMI Server System from Gunnebo to manage the security of its new gas plant. The plant in Caparuccia, which is of high technological and strategic value, extracts gas up to a depth of 4500 metres before processing and introducing it into the distribution network.

SMI Server system incorporates a range of controlled and supervised security functions. The system connects with intelligent controllers, installed locally to perform security functions and to manage remote controls. It features access control, intrusion detection, CCTV, external applications and equipment

The integrated security system at the ENI plant in Caparuccia includes anti-intrusion perimeter protection with infrared beams,

and microwave and magnetic detection devices.

The safety solution also consists of a CCTV system, including swivelling cameras with digital video recording.

All alarm signals and video images are sent to a remote control room, monitored 24 hours a day, for continuous centralised security management. Being able to change the views of the video devices from the control room will enable useful inspections and remote electronic surveillance, for either discovering events in advance or watching them in real time.

As required, the plant's security had to be designed and realised in accordance with essential safety rules approved by UNMIG – the National Mining Office for Hydrocarbons and Geothermal Energy.



No More Fences or Railings

SWEDEN. In July an agreement to sell the Gunnebo Perimeter Protection business unit was signed with Procuritas Capital Investors IV. The sale was finalised during the third quarter of 2011.

Perimeter Protection's operations primarily entail the production and sale of, and projects relating to, high-security products, gates, fencing, posts and related services in Germany, France, Sweden, Norway, Denmark, Finland and a number of export markets. The business unit has 400 employees and annual net sales of approximately MEUR 70. Gunnebo will retain a minor

shareholding and provide some financing.

"The sale of Perimeter Protection is in line with our strategy, which entails focusing and refining the Group's operations around the core Business Areas of Bank Security & Cash Handling, Entrance Control, Secure Storage and Global Services," says Gunnebo President and CEO, Per Borgvall.

"With Procuritas Capital Investors IV as the owner, Perimeter Protection will have the right foundation to further develop its business in line with its own clearly defined agenda."





Bank Invests in Lockers with Remote Management

ARMENIA. Gunnebo has delivered safe deposit lockers to ACBA Group Crédit Agricole Bank in Erevan, Armenia.

A total of 664 boxes have been installed and will be managed by Gunnebo's safe deposit locker operating system, SafeControl. The system gives bank staff a real-time overview, status of all lockers with information about

the time for opening and closing and also the number of authorised users.

"With the SafeControl box management system, boxes can be opened remotely by the client. That's really important for the bank as it saves valuable time for staff," says Michał Jesmanski, Department Manager CIS at Gunnebo Eastern Europe.

Logistics Centre Goes Green

ITALY. When DHL Global Forwarding built their new headquarters and logistics centre they called the project "Go-Green", to underline their responsibility towards the environment. Another important requirement was to install an open and flexible security solution which would allow the addition of new technologies as the client's needs evolved.

Gunnebo won the order and will look after the design and

integration of the security system and its subsystems. These include anti-intrusion, CCTV, entrance control and a centralized fire prevention system run via a single management platform. The order is worth around 1 million euros.

The new logistics centre will be built in Pozzuolo Martesana (Milan), Italy. It will cover an area of 80 000m² and employ 1 000 people.

Major Bank Strengthens Branches

FRANCE. A major French bank is implementing a new concept for its local branches. Each of their 2200 sites will now feature a fully secure technical room requiring the installation of two armoured security doors.

The objective is to give special protection to this area which centralises cash resources by restricting access to a limited number of staff members, CIT personnel and ATM maintenance technicians.

According to their respective categories, authorised individuals

will be subjected to different procedures in compliance with all legally enforceable CIT and fire safety regulations – as well as with the customer's own security requirements.

"Gunnebo won this contract as a result of a regular call for tenders. Key to our success was the MagTek S4 which matched all the required specifications as well as Gunnebo's highly trusted technical standards and know-how," says Thierry Pignon, Key Account Manager Bank.



Acquisition Builds Strong Platform

SOUTH AFRICA. Alltech is South Africa's market leader within entrance control. The acquisition strengthens Gunnebo's platform from which to develop and leverage a world-leading entrance control offering to all African markets.

Johannesburg-based Alltech was founded in 1999, has an annual turnover of MEUR 3.7 and 28 employees. The company primarily develops, manufactures, sells and installs full and part-height turnstiles, spike barriers and boom barriers.

"Alltech's product portfolio supplements Gunnebo's strong and world-leading offering within entrance control. Thus, the acquisition will combine to strengthen the Group's global business," says Martin Houseman, Regional Director, Gunnebo Africa and Middle East.

Alltech will be integrated with Gunnebo South Africa, and the integration is planned to be completed during 2011.



Experience Counts in Secure Storage

England is home to one of Gunnebo's oldest and strongest brands within secure storage – Chubb safes – which last year celebrated 175 years in the safe business.

TEXT | Rob Suddaby

Chubb safes has its roots in the heart of England. In 1818 Charles and Jeremiah Chubb set up a business in Wolverhampton and later, in 1835, patented their first safe. Today, Wolverhampton is still steeped in Chubb history, with several old buildings bearing the Chubb name visible as you drive through the city. Wolverhampton is also home to the headquarters of Gunnebo UK.

From these humble beginnings, Chubb safes has grown into a global brand and outside of the UK is particularly well-recognised in South Africa, India, Malaysia, Canada and Australia. Chubb safes currently offers a full range of high-quality safes and cabinets – a range born out of almost two centuries worth of experience.

Gunnebo UK is responsible for deliver-

ing security solutions to the UK market from Gunnebo's four core Business Areas of Bank Security & Cash Handling, Entrance Control, Secure Storage and Global Services.

For more information, see www.chubb safes.com and www.gunnebo.co.uk