

GLOBAL

2 2009

For security professionals by security professionals



Port of Helsinki made more secure

Water – often an
unprotected resource

Metro – a growing
market in China

DEAR READER



I HAVE NOW BEEN THE PRESIDENT and CEO of Gunnebo for almost seven months. It has been a very informative time, during which I've only managed to scratch the surface of the security industry. Two things in particular, however, have clearly stood out: the increased awareness about security at all levels in society is here to stay, and the security industry is an industry of the future.

AS A PARTNER AND SUPPLIER, this means we must continue to develop Gunnebo's market offering while focusing on you, the customer, and we must also work with our customers to a greater extent. I can assure you that everyone at Gunnebo is already continuously striving to improve, and that together we will do our utmost to be even better at fulfilling your future needs.

IN THIS ISSUE OF GUNNEBO GLOBAL, no. 2 2009, we have put together a selection of customer cases presenting different applications for the Group's products and systems. We also want to share some of the in-depth knowledge we have within the Group on biometric solutions (see page 4), as well as what an artist can do with one of our basic fences (see page 24).

TO GIVE YOU MORE INFORMATION on the different products and solutions described in the articles, you will find directions to our new website, www.gunnebo.com. On the website, you will also find the name of a Gunnebo representative who you can contact to learn more about exactly how Gunnebo can answer your particular security needs.

FINALLY, I WOULD LIKE TO SAY a few words about the year ahead. The macro-economy and the economy in many of Gunnebo's customer sectors remain shaky, and it is unclear if the worst is still to come.

FOR MY PART, my Executive Management Team and I will be focusing on establishing sustainable long-term profitability for our business. We want to move away from a short-term approach and instead draw up sustainable long-term plans which will result in better customer focus and a continuously innovative, customised security offering!

Per Borgvall, President & CEO Gunnebo AB
per.borgvall@gunnebo.com

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Growing market for biometrics

Biometric scanning – identification based on fingerprints or other distinguishing features – is being hailed as a security system of the future. And the market is growing. Over six years, sales of these products in Europe have increased fivefold.



French Intermarché installs SafePay

Major French retail chain Intermarché has installed the closed cash handling system, SafePay™, in a number of its stores. The system has improved security and simplified cash management.



Port of Helsinki made more secure

The Port of Helsinki's cargo transport zone has been relocated and given improved security. The result is better flows and more secure transport, something in which Gunnebo has been closely involved.



Stockholm protects water

Water sabotage can have devastating consequences. Yet many water reservoirs are relatively unprotected. Botkyrka Municipality, south of Stockholm, however, has invested in secure new protection to ensure the population's water is in safe hands.



GLOBAL SECURITY KNOWLEDGE

We focus our expertise on four application areas or Business Lines. These are Bank, Retail, Site Protection and Secure Storage. The Business Lines are the channels which help us to address your security needs quickly and professionally.

With Customer Centres around the world and all across Europe, you can be sure that we are always nearby. Proximity is important for any customer-focused organisation which prides itself on delivering professional, quick and reliable support.

Publisher: Per Borgvall, Phone +46 31-83 68 00, per.borgvall@gunnebo.com **Editorial team:** Karin Wallström, karin.wallstrom@gunnebo.com | Thomas Porquet, thomas.porquet@gunnebo.com | Thomas Hein, thomas.hein@gunnebo.com | Amel Loukal, amel.loukal@gunnebo.com | Bettina Meuer, bettina.meuer@gunnebo.com | Tobias Gunnesson, tobias.gunnesson@gunnebo.com | Jocelyne Benisri, jocelyne.benisri@gunnebo.com | Manuel Latorre Marin, Manuel.LatorreMarin@gunnebo.com | Jo Bainbridge, jo.bainbridge@gunnebo.com | Lea Indra, lea.indra@gunnebo.com | Linda Gårdlöv, linda.gardlov@gunnebo.com | Unn Granfelt, unn.granfelt@gunnebo.com | Åsa Tjörngren, asa.tjorngren@gunnebo.com | Karin Spjuth, MediaSpjuth AB, karin@mediaspjuth.se **Contribution address:** Gunnebo AB, Att: Gunnebo Global, Box 5181, SE-402 26 Göteborg, Sweden **Production:** MediaSpjuth AB, Phone +46 36-30 36 30, info@mediaspjuth.se **Translation:** Comactiva Translations AB **Printing:** Intellecta, on environmentally friendly Nordic Swan ecolabelled paper.

On our new website, you will find more information about the products and solutions we offer and contact information for your national Gunnebo Customer Centre. You will also find news, press releases, financial information, and a library of old Global magazines. Please visit www.gunnebo.com



READ MORE ABOUT
AIRLOCK SYSTEMS:
[www.gunnebo.com/
airlocksystems](http://www.gunnebo.com/airlocksystems)



An increasing number of banks in Greece are installing security airlock systems doors to reduce robberies. The interlocking doors work like an airlock, allowing entry through the first door which then closes before the individual can pass through the second door.

Increasing demand for security airlock systems doors from banks in Greece

In less than four years Gunnebo has delivered over 1 200 security airlock systems doors to banks across Greece. The doors are an investment to reduce the number of robberies and make their entrances more secure.

The first order came in 2005 when Geniki, the local subsidiary of Société Générale, one of Europe's major banks, decided to fit all its branches with security airlock systems doors. The reason was to make entrances to their premises more secure due to the increased number of robberies and attempted robberies.

"We received a contract for 200 security airlock systems doors for over 100 bank branches, which our local partner installed the following year," says Lucien Vincentini, Senior Business Development Manager at Gunnebo.

At the same time the other major banks became interested in similar solutions. As a result Gunnebo's Security Airlock Systems Doors can now be found at Eurobank, Alphabank, National Bank of Greece and Attika Bank, for instance. To date Gunnebo has delivered over 1 200 security airlock systems doors to banks across Greece.

SafePay decreased robberies by 80%

Since the Coop Nära retail chain in Sweden had the SafePay™ closed cash handling system installed in several of its stores, robberies have decreased by 80 per cent. There have also been fewer problems with internal dishonesty.

Not only has the retail chain reduced the number of unpleasant experiences for employees, it has also saved money. According to a risk analysis commissioned by Coop Sweden, a robbery costs the store at least 10 000 euros, excluding the sum stolen.



The closed cash handling system SafePay™ has led to an 80 per cent reduction in robberies at Coop Nära stores.

Gunnebo launches new website

At the beginning of April, the Gunnebo Group went live with a brand new website. The focus has been on user friendliness and creating a 'sales office' for the Group's customers, available round the clock.

"We started out with gunnebo.com, which alongside comprehensive information about our products and solutions also contains corporate information. The next step was to set up national structures for each Customer Centre in the Group. So far we are very happy with the result and at the end of this year we should have all 25 websites in the different languages up and running," says Joakim Lamkiewicz, Web Co-ordinator at Gunnebo.

Visit us at www.gunnebo.com.

Agreement with central bank in Middle East

Gunnebo has signed an agreement to deliver security equipment to a central bank in the Middle East in an order worth 4.5 million euros.

The assignment means that Gunnebo will fit the bank's new branches with security products for several bank vaults. Delivery will take place over a period of six months.

"We are proud to be able to contribute our products and solutions, and in particular that we can realise the bank's security visions," says Jacob Touma, Regional Manager for Gunnebo Middle East.

Safer future with biometrics

Stolen or usurped passwords and cards can be a problem for the security of access control within high-risk sites. This is one of the reasons why biometric scanning – identification based on fingerprints or other distinguishing features – is being hailed as a security system of the future.

For the past 15 years or so, Gunnebo has been considering these new risks to build its security approach.

Biometric technology means that a person's unique distinguishing features can be used for identification and verification. A number of years ago biometric technology began being integrated into systems for surveillance and access control, with the aim of protecting high-risk sites such as nuclear power plants, airports, industrial sites and other installations in need of high security or dealing with cash. In Europe the technology is now used to reinforce security at airports, border control for the Schengen area and at major sports arenas, where it may be necessary to locate, identify and record individuals rapidly at the entries.

FOLLOWING THE 2001 terror attacks, the US introduced requirements on passports with biometric information for all 45 nationalities who have access to the US without a visa. The US Department of Defense is planning to supplement all entrance control with biometric systems by 2010, and the International Civil Aviation Organization, a UN agency, also recommends that every country in the world should introduce passports with biometric data.

For physical access control, the main

biometric technologies available are hand geometry, face recognition, voice and fingerprint. The implementation of a biometric technology depends on reliability, the acceptance level among users, the effect of ageing and environmental issues.

In fact, according to the IBG, Biometric Revenues by Technolgy published in 2009, biometrics on fingerprint represents the main technology used (around 28 per cent of the biometric revenues).

GUNNEBO'S RANGE OF PRODUCTS and applications in the field of biometrics span from basic systems for entrance control to biometric scanners integrated into a network of entrance points.

"Biometric technology is improving the level of security and the flow of people compared to smartcards and PIN numbers. We have opted for solutions based on fingerprints, which we began using in 2001," says Francis Deneu, Product Line Manager for Gunnebo Electronic Security.

The use of biometric recognition at airports makes it possible to tighten security while simultaneously simplifying many people's passage through the system, for example with automatic verification that the person boarding the aircraft is the same person who checked in.

Security controls for employees can also be fully automated.

"In terms of benefit, the fingerprint method is the most suitable today. It's the predominant technology on the market and we can use hardware and software that have been proven for many years."

GUNNEBO HAS DEVELOPED an integrated solution for its targeted sectors with reliable high-security components

such as pass cards, scanners and local processing units.

Gunnebo has settled strong partnerships with leading companies to offer the best technologies for both equipment used in sensors and associated algorithms.

Based on SMI Server, its security supervision system, Gunnebo provides a high level of integration with biometrics systems and also a user platform for enrolment and verification for the biometric parameters. This global solution enables benefits such as the ability to choose between identification or authentication methods, the adaptability of the parameters and monitoring functions for the biometric readers, all using the same unique database for the access control system.

Gunnebo is monitoring promising new technologies such as finger vein, iris and face recognition.

DEVELOPMENTS ON THE SECURITY market show that however the technology is used, the integration of biometrics is considered an important aspect of security at the highest level.

"Integrated solutions grow up to 15 per cent per year and represent an important asset to high level security. An integrated solution provides simple exploitation for user management, enrolment, ID management, configurations (parameters) and real-time exploitation.

"There is tremendous market potential. The private sector (around 35 per cent of demand) such as banks, retail and the chemicals companies, industry sites, as well as in the public sector (around 65 per cent of demand), such as authorities and prison services," Francis Deneu concludes. ■

TEXT: ERIK SKÖRDÄKER





FACTS

- Can be based on scanning fingerprints, the iris, face shape or lines on the palm of the hand.
- Biometrics can be based on applications that allow identification (1:N technology): the system recognises a particular user from a number of registered subjects. The biometric information is matched with templates in local or external database.
- Biometrics can be based on applications that allow authentication (1:1 technology): the user's biometric information is stored in the smart card and matched locally by the system.

READ MORE ABOUT
BIOMETRIC SECURITY:
[www.gunnebo.com/
accesscontrol](http://www.gunnebo.com/accesscontrol)

Card reader with cutting-edge technology

Gunnebo has developed a new card reader or Access Control Unit (ACU) for SafeStore Auto using the latest technology. The new ACU makes identifying safe deposit locker customers even more secure.

SafeStore Auto is a self-service system that enables bank customers to access their safe deposit lockers round the clock. However, this places great demands on ensuring that only authorised customers can access the secure room where the lockers are opened. The ACU is therefore absolutely pivotal to entrance control.

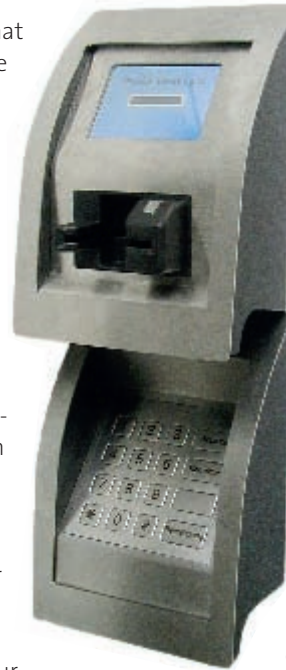
GUNNEBO IS NOW introducing a new generation of card readers. But the first version of this new ACU is already available on the market. The basic model includes TCP/IP connection* and also has a colour touch screen. An

important new feature is that the new model can also cope with Chinese and Arabic screen characters. Moreover, the ACU can read all types of magnetic strip cards and chip cards.

The second generation, which will be on sale shortly, has the same technical standard, but can be enhanced with further technical features such as a biometric fingerprint reader, an RFID** reader and a keypad.

ALTHOUGH THE NEW ACU has primarily been developed for SafeStore Auto, it can be used in far more contexts.

"It's compatible with all our electronic SDL products and we also aim



to sell it to external OEM companies***. There is no similar ACU on the market so we believe it will attract widespread interest. Other companies and authorities with high security requirements on their buildings can install our unit," says Manuel Mundl, who works in Marketing and Business Development – Bank Automation – within Gunnebo. ■

A new generation of Access Control Units for SafeStore Auto. The aim is to make customer identification even more secure.

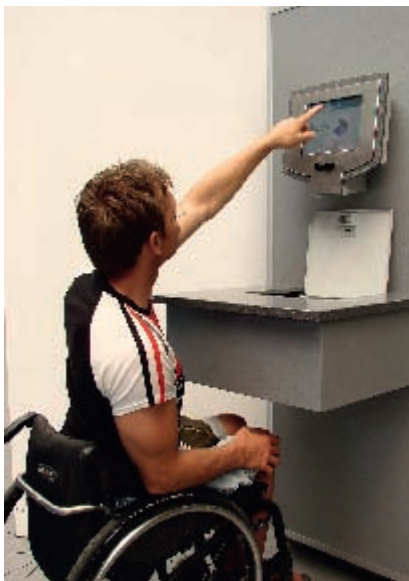
*TCP/IP (Transmission Control Protocol) connection is the data transfer protocol used for the majority of all communication over the Internet.

**RFID (Radio Frequency Identification) is a technology for remote reading of information from transponders and memories known as tags.

***Original Equipment Manufacturer

Better access for disabled bank customers

SafeStore Auto – Gunnebo's system for self-service safe deposit lockers – units have been improved to allow better access for disabled customers. A movable touch screen, a special keyboard, a sound device and special card readers are just some of the new features now being launched.



SafeStore Auto has already proven to work well for wheelchair-bound customers, but Gunnebo is now presenting a brand new package of improvements to improve access both for this group, and for people with other disabilities.

The upgraded kit for disabled people will fit a laterally and vertically adjustable touch screen to the SafeStore Auto system. The keyboard also has Braille for visually impaired customers. Another helpful solution is that the control panel itself can be operated by voice control thanks to an installed sound card. In effect the customer 'talks' with the computer.

A SPECIALLY DESIGNED card reader, primarily adapted for people with Parkinson's Disease, has also been developed. How-

ever, instead of using a card and personal code, customers may also choose to identify themselves using the biometric system which is also part of the new kit for disabled people.

The first SafeStore Auto with this option was installed in November 2008 at Crédit Industriel et Commercial in Lyon, France. ■

READ MORE ABOUT
SAFESTORE AUTO:
[www.gunnebo.com/
safestoreauto](http://www.gunnebo.com/safestoreauto)

The SafeStore Auto self-service safe deposit system is also suitable for wheelchair-bound customers, but specially adapted products are now being introduced for people with other disabilities.



Newbury Building Society decided to upgrade the security at their branches, since there had been some robbery attempts. Gunnebo was chosen as the supplier.

UK building society tightens security after attempted robbery

Following an attempted armed robbery, the UK's Newbury Building Society decided to tighten security at its branches and called Gunnebo. Today two-thirds of the branches have been rebuilt and upgraded for security, without detracting from the pleasant atmosphere.

The background to the security upgrade was an attempted robbery at the building society's branch in Thatcham, in southern England, in 2005. Security at the branch had previously been higher, but in the early 2000s the building society, like many other companies, adopted a more relaxed environment without visible security systems. At the time, alarm buttons under the hand-crafted counters were the only security system in place.

FOLLOWING THE ATTEMPTED robbery a thorough police review was carried out, and several changes were recommended to the building society. Above all the report showed that the high, unprotected wooden counters were particularly inviting for armed attacks of the type that had occurred. It was therefore

high time to change to protective bullet-resistant screens at the counters and bullet-resistant doors.

Newbury Building Society chose Gunnebo as its supplier. To date six of the nine branches have had their security increased and another will be reviewed during the year.

"We are very pleased with the collaboration. Despite the high security requirements we wanted to maintain the nice open environment at our branches, and Gunnebo has managed to achieve that. Gunnebo's personnel are also helpful, receptive and efficient. This is something we particularly appreciate as we have small branches. We can't really close down for rebuilding work, we have to maintain our business hours," says Sharon Golding, Premises Health and Safety Manager, Newbury Building Society.

EACH BRANCH HAS THREE or four employees, mostly women. The attempted robbery in Thatcham was a harrowing experience for personnel.

"They had never been involved in anything like it before and felt very vulnerable afterwards. They feel more secure in

FACTS

Newbury Building Society is owned by its members. It offers banking and other financial services, particularly loans. The building society was founded in 1856 and currently has nine branches in southern England.

the renovated premises, and the meeting with customers is also more natural. Customers used to have to stand up during their visit because the counters were chest-high. Now everyone can sit in comfort and conduct their business in peace and quiet, which is especially appreciated by our older customers."

Sharon Golding believes the building society's security upgrade will now be sufficient for many years to come. But should a further increase in security ever be necessary, Gunnebo will be the first port of call. ■

TEXT: KARIN MARKS

Crédit Lyonnais in France invests in 400 SafeBags



The French bank Le Crédit Lyonnais chose SafeBag for its deposit system. The order is for 400 units in the first year.

What is the best way to go from offline to online when it comes to deposit machines? The question was brought to a head when a leading French bank LCL (Le Crédit Lyonnais) was looking to modify its existing deposit system. The solution was Gunnebo SafeBag (ADX-N).

Reducing cash handling inside a bank branch is a common way of reducing the risk of robbery. Like so many other banks, LCL has used deposit machines, which make it easy for customers to make deposits while also avoiding cash being handed over the counter. Gunnebo has delivered deposit systems to LCL before, but now the customer wanted to modify the existing product.

"They already had 400 deposit machines from Gunnebo, but they

wanted to upgrade to an online solution. The aim was to increase their ability to identify who had made a deposit and into which account number," says Sandra Ponvienne, Automation Manager at Gunnebo France.

THE CHALLENGE FOR GUNNEBO was to move from an offline to an online deposit solution, capitalising on the mechanical or oldest installed base sold by the Group in the past and its customers' expectations to deal with traceability and card holder identification.

"To connect to the network, the system has to comply with an international standard platform and with the bank host specification, which involved quite an investment for Gunnebo. We offer online solutions on the French market,"

Sandra Ponvienne explains.

The solution Gunnebo finally presented entailed easy handling for the customer.

"All deposit solutions, old and new, are divided into two parts. With our product the bank only had to replace the concealed part and avoided having to do any external rebuilding, which saved both time and money. In addition a helpful co-operation between the Gunnebo France Customer Centre and Competence Centre Secure Storage was also a big part of the success of this order," says Ponvienne.

THE SAFE BAG ORDER from LCL is for 400 units in the first year.

"Because we had begun developing a similar solution for another French bank a few years ago, we had a good foundation of experience to draw from. Consequently we could begin the first installations very quickly," says Marius Bauer, Product Line Manager for SafeBag.

The contract is an important one for Gunnebo as the solution is compatible with another leading French bank's host network.

"We are showing that we are a player to be reckoned with in the French bank market. The order will be an important reference for other customers that already have existing deposit machines from Gunnebo (offline solutions) installed in different banks. I'm not saying all of them will definitely be replaced by our online solution, but there's certainly a chance that many of them could be thanks to ADX-N's added value for the banks and the end user," Sandra Ponvienne concludes. ■

TEXT: ERIK SKÖRDÄKER

Sales increases in Croatia



Because Gunnebo can supply SafeBags for both outdoor and indoor environments, more and more banks in Croatia have chosen to install them.

READ MORE
ABOUT SAFE BAG:
www.gunnebo.com/safebag

Five years ago Gunnebo delivered the first SafeBag systems in Croatia.

Since then sales have increased. In recent years over 70 SafeBags have been installed in banks all over Croatia.

SafeBag is a modern, operationally reliable deposit system for business customers who want to deposit their daily takings at the bank. The aim is to reduce cash handling and consequently the risk of robbery. The SafeBag system can either be fitted for deposits straight from the street or, for example, in a bank lobby or business centre.

THE FIRST SAFE BAG MACHINE in Croatia was installed back in 2004, and since then sales have grown rapidly. The system has also become a success in neighbouring Bosnia and Herzegovina, and Serbia.

“One reason behind the success is the

integration of the SafeControl software which enables the customer to track each day’s takings all the way from the store to the counting centre,” explains Jacques Roozendaal, Export Manager at Gunnebo.

“This network system, with online connection, also helps our customers to outsource non-core business and reduce their costs.”

IN 2007, A NEED also emerged for deposit systems for indoor use, which can be



freestanding inside a building.

“Alongside one of the leading banks in Croatia and our distributor, we developed a front-feed machine,” says Marius Bauer, Product Line Manager for SafeBag.

“This type of system is the most efficient solution for small bank branches, for example, which are unable to place the unit next to a wall.”

It will now undergo several months of testing before being launched on the market.

“We expect to sell between 10 and 15 units of the new system this year alone.” ■

TEXT: KARIN SPJUTH

Intermarché creates safer working environment for its personnel

To improve security for personnel, the retail group Intermarché has installed SafePay™ in a number of its stores.

In addition, cash handling has been simplified and personnel have been given more time for customer service.

Mr and Mrs Miranda, who run the modern, innovative Intermarché store in Boissise, attach a great deal of importance to security. SafePay was the obvious choice for them.

"We are interested in innovative new products and solutions that run smoothly. Approximately 25 per cent of payments in our stores are in cash. Optimised cash management simplifies our day-to-day work considerably. SafePay eliminates cash differences while at the same time protecting our personnel and our cash," explains Mrs Miranda.

SHE NOTES THAT SafePay is a very user-friendly payment system which even the store's older customers have

quickly taken to. Customers are given their change promptly and can easily get rid of their loose change.

"Our aim has been to optimise our shop floor with a fast, smoothly running, user-friendly solution. Self-scanning was not an option for us, as it's more difficult for customers to use and also requires rigorous supervision. We want to nurture our image as a friendly retail business where personnel are available."

MRS MIRANDA SAYS that installing SafePay has not only improved security, but has also made the personnel's work easier. There is less stress and checkout staff enjoy an improved working environment.

"Because cash transactions are now far quicker, personnel have more time to help our customers."

The fact that the float is in a locked unit connected to the checkout system makes staff change-overs far simpler. The system throws out counterfeit notes and coins, and cash differences are a thing of the past.

"SafePay has improved security and reduced the risk of robbery as cash is no longer read-

ily accessible. And what's more, personnel no longer have to count cash in the evening and can finish a bit earlier." ■

TEXT: LEENA SEKKAT



25 per cent of payments in Intermarché stores are in cash. A reliable, secure cash handling system was therefore a necessity. The customer chose SafePay™.

READ MORE ABOUT
CLOSED CASH HANDLING:
www.gunnebo.com/safepay

FACTS

- The France-based Intermarché Group is an association of independent retailers under ten or so different brand names, including Netto and Ecomarché.
- The Group has a total of 3 000 franchisees and 4 080 sales outlets, of which approximately 3 400 are in France. Other stores are located in Belgium, Spain, Portugal, Poland, Romania and Serbia.
- The Group has around 130 000 employees and turnover in 2008 was approximately 34.8 billion euros.



Gunnebo's SafePay™ cash handling system is gaining ground in the retail sector. The familia superstore in Wechloy, northern Germany, has had 33 SafePay units installed.

Biggest SafePay installation in Europe

– 33 units in German familia XXL

German superstore chain, familia, is investing heavily in the SafePay™ cash handling system. One of their stores has recently been fitted with 33 SafePay units, making it the largest installation of the system Gunnebo has ever carried out in Europe.

In northern Germany familia is a well-known name among consumers. Its largest store, familia XXL, is located in Wechloy, just outside Oldenburg in north-west Germany, and this is where the SafePay system was installed.

“The main problem that they wanted to solve was how to optimise the cash handling process. This is especially important in such a big store with high fluctuation and a lot of cashiers that have to open and close the checkouts,” says Wolfgang Amann, Business Line Manager for Retail at Gunnebo Germany.

SAFEPAY OFFERS MANY benefits. For instance cash handling is far more secure since SafePay is a closed system, and it also makes life easier for personnel.

“The main advantage is that it’s simpler and takes less time to open or close

checkouts and change staff. Furthermore, there are no longer any problems with cash differences at the end of the day,” says Wolfgang Amann.

Installation of the 33 units took two weeks and was carried out during the day while the store was open.

“We thought that installation and system start-up would be a major challenge as so many units were involved, but it all went without a problem. To minimise disruption we fitted a few units at a time. We also spent three days checking the system worked smoothly and training staff,” Amann explains.

THE SAFEPAY UNITS are mainly concentrated at the checkouts near the main

exit. However, familia chose to install six units at the servicepoints inside the store, including in the electronics and cosmetics departments, and three units in the mobile checkouts. The latter are used at Christmas or during special sales events, for example.

Gunnebo and familia – part of the Bunting Group – have worked together in the past. Gunnebo has so far installed over 100 SafePay units in the familia stores.

“The familia management is very satisfied with the system – they see the benefits and that the system is running smoothly,” says Wolfgang Amann. ■

TEXT: MARIA LARSSON PHOTO: FAMILA

FACTS

German superstore chain, familia, is owned by Bunting Group, which also includes Combi food stores. There are currently around 20 familia stores in northern Germany. Bunting Group had sales of €1.2 billion in 2006.





One of Finland's largest infrastructure projects in a long time is now complete: a relocation at the Port of Helsinki. Increased security requirements were one of the reasons behind the port reorganisation.

New port in Helsinki stream

November 2008 saw the completion of a new port in Helsinki, Finland, a project worth almost a billion euros. However, the investment has also led to better flows, larger spaces and above all, a more secure port.

In 2003, Finland set out on one of its biggest ever infrastructure projects: to build a new port in Helsinki. The old port had several drawbacks: not only was it too cramped with limited potential for expansion, it was also in the city centre which was a serious obstacle to a smooth flow of traffic.

The solution was to move cargo traffic to a new location: Vuosaari Harbour, 15 kilometres from the old site. This partly entailed building a brand new fairway from the sea to the port, as well as laying

railway tracks and planning new motorways. The new port was to be a modern intermodal hub.

THOUGH NOT VERY far, the move was certainly necessary. Because the port is the main gateway for Finland's foreign trade and serves trade and industry nationwide, the flows needed to be improved and there had to be greater potential to bring together several modes of transport.

"All in all the project has cost almost a billion euros," says Kari Noroviita, Director of the Vuosaari Harbour Centre.

One important aspect of the new port was the high security requirements. Since the 9/11 attacks, US ports have introduced stricter requirements, which also apply to ports sending cargo to the US. There are

also EC regulations on port security.

"Not that we have had problems with sabotage before or indeed now, but security requirements are becoming increasingly stringent in the transport industry. We also want to offer the best possible service," explains Noroviita.

THE PORT OF HELSINKI has worked with Gunnebo before and was happy to bring the Swedish security group in again. The brief was to supply gates and boombarriers, and to ensure that the functionality behind the technical systems worked.

"We took great pains to define which functions we wanted and ended up with a whole list of features and quite a sophisticated IT system. We presented it to Gunnebo, who have done the job



“Security requirements are becoming increasingly stringent in the transport industry.”



New fairways, roads and railways were a necessary part of the project. In total the new port covers an area of 200 hectares. Gunnebo has developed a system that enables a loading and unloading speed of 30 km an hour.

Online cargo traffic

completely in line with our wishes,” Noroviita continues.

THE PORT COVERS an area of 200 hectares/500 acres, and almost 60 per cent is enclosed within a perimeter fence. This called for almost 50 boombarriers and 30 or so automated gates.

For the port’s functionality requirements in entrance control, flows and monitoring, Gunnebo built a programmable control system known as a PLC (Programmable Logic Controller). Among other things, this enables automatic access control. The port operator receives data for a database regarding lorries and containers due for arrival, and this is sent on to the access point. As a vehicle approaches the gate a camera photographs its registration plate and cargo

unit, and forwards the image to the computer for identification. Assuming the vehicle and its load have been entered in the database, the boombarriers open automatically and the vehicle can enter straight away at a speed of 30 km/h.

“One demand was that vehicles could travel at that speed, because it’s crucial that things flow smoothly in the harbour. That’s why we also provide back-up systems,” says Marko Heiskanen, Country Manager Gunnebo Finland, adding that the contract is their largest to date. Gunnebo Finland has carried out work totalling 800 000 euros for the Port of Helsinki.

THE NEW PORT came into service in November 2008. Some 2 000 lorries load and unload in the area on a daily

basis, and a quarter of the value of all Finland’s foreign trade passes through the port.

“We now have an integrated port for cargo transport, which we are very pleased about. We have improved flows, increased security and generally streamlined the logistics around the harbour. We can also expand, at least doubling our traffic,” Kari Noroviita concludes. ■

TEXT: KARIN SPJUTH

PHOTO: SKYPHOTO, PORT OF HELSINKI

READ MORE ABOUT
GUNNEBO’S SOLUTIONS
FOR THE LOGISTIC SECTOR:
www.gunnebo.com/logistics

READ MORE ABOUT
GUNNEBO'S OFFER
FOR METRO:
www.gunnebo.com/metro

Metro a growing market in China

– Orders for 4.5 million euros in 2009 alone



The metro in China is rapidly expanding, and Gunnebo automatic pedestrian gates are chosen for a good passenger flow at several locations.

which create panic, such as a power cut, the gates open immediately. Together with the gates' strength and durability, this is an important feature for all metro authorities, particularly in China.

Gunnebo has become the world's leading specialist in entrance control solutions for metro gates. And the market is growing, despite the economic crisis. In China alone, Gunnebo has received orders worth 4.5 million euros in 2009.

Gunnebo's first success in China was in 2003, when the company supplied gates for a huge railway project in Hong Kong.

"In the period of 2002 to 2003, we supplied some 516 gates for the Hong Kong KCRC West and East rail project. Since then Gunnebo has developed a lot of strong business in the country, particularly in Beijing. All the expansion of lines running up to the Olympic Games are based on the Hong Kong model," says Stephen Bates, Business Development Manager at Gunnebo Entrance Control.

Orders received by Gunnebo in 2009 for product supply in China amount to 4.5 million euros for new metro lines in Shenzhen, Guangzhou, Shanghai and Shenyang, with additional orders on the way.

Moreover, Beijing municipal govern-

ment has recently announced a new traffic infrastructure budget for the period up to 2012. This includes three new metro lines to add to the existing network. A sum of 44 billion euros is set for the construction of these new lines, linking the suburbs across the city and ranging in length from 24–46 kilometres.

GUNNEBO'S FOCUS ON entrance gates for public transport has been successful because many countries around the world are currently installing automatic fare collection systems. Many older ticketing systems are being converted and automated, as fast-growing economies expand their public transport networks and develop their infrastructure. This is a process which is still going on despite the global credit crisis, since these projects are seen as an important part of the countries' development and growth.

The demand for better safety is increasing due to more and more people passing through the different systems every day. Gunnebo's products are all supplied with different kinds of functions to ensure a safe exit in case of emergencies like fire. In situations

GUNNEBO HAS UNDERTAKEN metro projects all over the world, including in Singapore, Montreal, Toulouse, Guangzhou, Shanghai, Beijing, Taipei, Barcelona, Nanjing, Shenyang, Stockholm, Shenzhen, Bangkok, Dubai, New Delhi, Seoul, Bogotá, Jakarta, Hong Kong and Tehran.

"The market opportunities for Gunnebo automatic pedestrian gates are growing as is the need to provide efficient transport systems using e-ticketing. These types of systems benefit the operator and the passenger. We see tremendous potential for this market sector," says Stephen Bates. ■

TEXT: THOMAS PORQUET

FACTS

- Public mass transit generates the lowest carbon footprint compared to other means of travel.
- High energy costs and congestion discourage individuals from traveling by car and encourage them to use public mass transit as a quick and cost-effective means of transport.
- Emerging countries invest heavily in the development of infrastructure.
- Due to increasing populations and more urbanisation, there is a trend towards migrating into cities, particularly in emerging countries.

Easy to sabotage water supply

– Botkyrka invests in improved security



By investing in fencing around the reservoir, Botkyrka Municipality has tightened security and eradicated graffiti problems.



A town can easily be rendered helpless if its water facilities are sabotaged. Yet they are often relatively unprotected. Botkyrka Municipality, south of Stockholm, is now taking these dangers seriously.

“We wanted to improve security,” explains Ronny Lyberg, Construction and Project Manager in the municipality.

The situation regarding Botkyrka’s water facilities was problematic. Not only did people enter the area to put graffiti on the towers, but the perimeter security was so poor that the fencing could be cut with the most basic pliers. The municipality therefore decided to increase security and Gunnebo was contacted for advice and installation.

“We have planned to improve security over several years. There are also regulations from Sweden’s National Food

Administration which require municipalities to take measures to prevent unauthorised access to water facilities,” Lyberg explains.

TO RAISE SECURITY around the waterworks and water towers, the municipality had Gunnebo Secure fencing installed, which is a strong eight millimetre mesh, fitted with a Gunnebo Power Fence electric alarm. The Power Fence is 9 000 volts (the fencing around animal enclosures is usually 1 800 volts). If anyone touches the fence an alarm is also sent to the municipality’s water and sewage call-out team and security company, and the police are alerted.

“Today, no unauthorised individuals can enter the area at all,” says Lyberg proudly.

INSTALLATION BEGAN IN September 2008 and six months later the final inspection was carried out.

“The co-operation with Gunnebo has been very good. I think they have good products and are true professionals. Everything has run faultlessly and it feels good to work with a stable company.” ■

TEXT: KARIN SPJUTH

PHOTO: BENGT SPJUTH

FACTS

- Gunnebo Security Power Fence uses high-voltage impulses in the alarm wires, giving would-be intruders a painful, but harmless, shock. If anyone attempts to force, cut or climb the power fence an alarm also goes off.
- The contract in Botkyrka was worth approximately €300 000 in all.



The vatican state is visited by thousands of people every day. Security is therefore very important.

The Vatican Apostolic Library chooses access control by Gunnebo

Over 150 000 manuscripts and more than 1 600 000 printed books are contained in the Vatican's Apostolic Library, which makes it a book-lover's paradise – or, at any rate, as close as one can get to that on earth.

At the end of the sixteenth century, the books, that had become too numerous for the rooms which hosted them, were moved by Sixtus the Fifth to their new home, where they are still to be found.

The evident importance of the Library's collection means that the technology used to take care of them must be constantly updated. This includes access control ensuring that the books may only be consulted by authorised individuals is a first important step towards guaranteeing their safety, as well as of

course the safety of persons studying and working in the Library itself.

AESTHETICS IN THIS CASE is at least as important as security.

To fully comply with these requirements, the barrier of choice was Hidden Gate. Its glass panels are transparent and thus do not take light from the site where they are installed; at the same time they are extremely strong.

THE OPENING AND closing of the motorised panels are also practically inaudible, an important aspect in such a place as the Vatican's Apostolic Library. Installed at the entrance to the Library, Hidden Gate will provide discreet presence control. It is also durable enough to cope with the heavy flow of people.

With this installation, the Vatican Apostolic Library joins the long list of important institutions that have granted their approval to Gunnebo's solutions. ■

TEXT: MAURO BONETTO

PHOTO: PATRICK LEAHY



Motorised panels were chosen for access control to the Apostolic Library.



Sales increase fivefold in Romania

When Eutron Invest took over as Gunnebo's distributor in Romania, Gunnebo held a fairly modest position in the country. Five years later, the situation has improved dramatically. Gunnebo's products can now be found in both the bank and retail sector.

Romania, with a population of almost 22 million, has changed considerably since the turn of the millennium. Between

2002 and 2007, for example, economic growth averaged 5 per cent. As a result people have more money at their disposal, the state has increased its tax revenues and investment has increased.

In other words, Gunnebo saw a highly interesting zone when it was looking for a new distributor in Romania in 2003.

Gunnebo finally settled on Eutron Invest Romania, a privately owned company that supplies security solutions and equipment for cash handling.

EUTRON'S RANGE OF Gunnebo products initially focused on secure storage, such as fireproof and burglary-resistant safes.

However, as business developed their range and customer base grew. Today the distributor also sells Gunnebo's safe deposit lockers, data media safes, filing cabinets and document cabinets, for example. Buyers include banks and financial companies, service stations, cash-in-transit companies and retailers.

"Customers rely on Gunnebo's products because they offer reliable, secure storage," explains Dan Tone, General Director of Eutron Invest Romania.

THE FACT THAT business has expanded is especially evident in the annual accounts. In 2003 Eutron Invest Romania sold Gunnebo products to a value of 170 000 euros. In 2008 the figure was closer to 1 million euros.

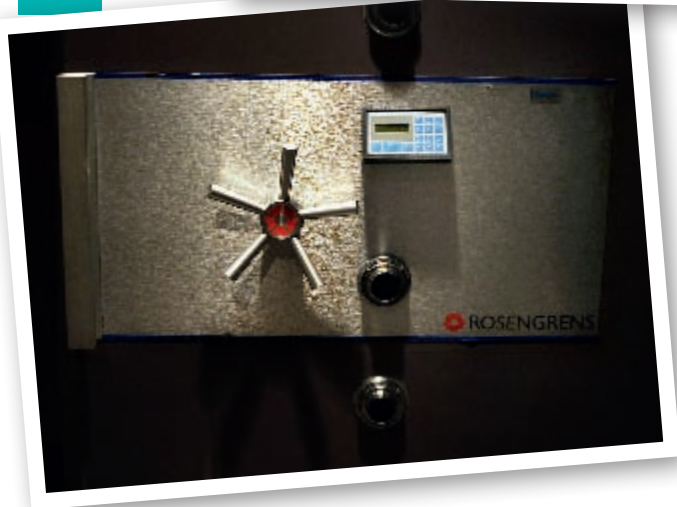
It remains to be seen if growth can continue at the same rate. The global financial crisis has affected Romania as well, but this need not have an adverse impact on Eutron Invest's business, according to Tone.

"Generally speaking the market for security products in Romania is very price-sensitive. But despite the financial situation we are seeing increased interest in security solutions," Dan Tone concludes. ■

TEXT: KARIN SPJUTH

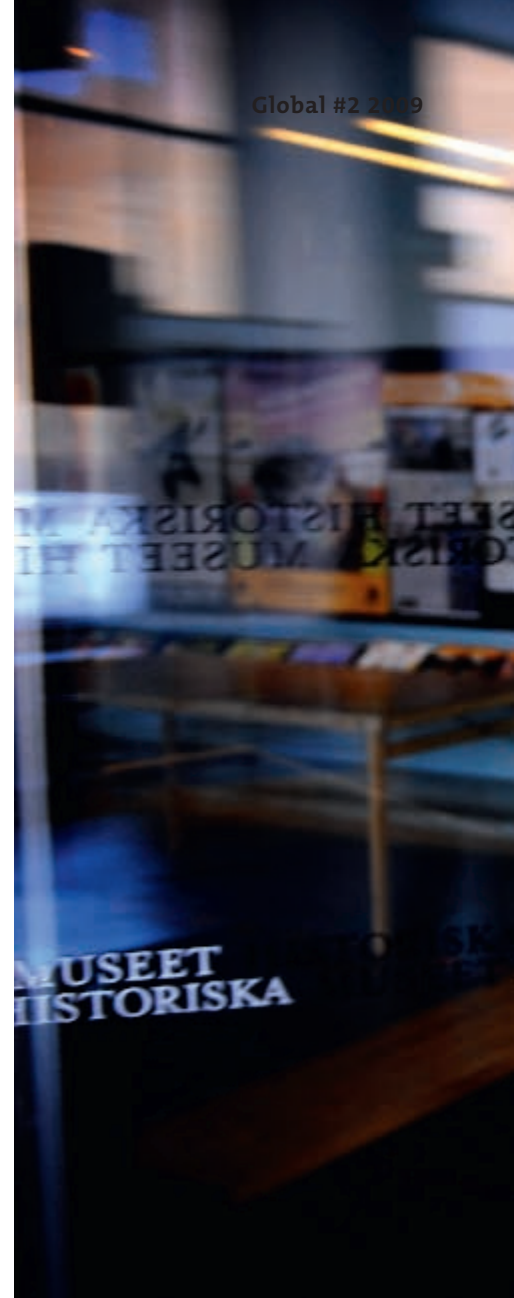
Dan Tone, General Director of Eutron Invest Romania, can look back on a fivefold increase in sales of Gunnebo products in Romania, where the market for security products seems to be increasing year on year.





Invaluable gold and silver treasure from Sweden's history is kept in the Gold Room. A move from mechanical to electronic high-security locks has enabled the Museum of National Antiquities to increase flexibility and control.

Stefan Anderberg (pictured right) is delighted with the installation.



Locks from Gunnebo protect

The priceless gold treasures in the Museum of National Antiquities' Gold Room in Stockholm are protected by electronic high-security locks from Gunnebo. The new Safelock 3 with functions such as logging, user hierarchies, delayed opening and a 'four-eyes function' has increased the museum's security and flexibility, as well as its level of control.

The Gold Room attracts 150 000 visitors a year and contains 300 kg of unique, priceless gold and silver objects from antiquity, including three magnificent

gold collars, along with Sweden's largest preserved gold treasure, the Timboholm treasure, which comprises seven kilograms of pure 24 carat gold.

THE RICHES ARE KEPT in one of the most secure rooms in Northern Europe. The Gold Room was built in 1994 and is approximately 700 m². It is blasted into the rock beneath the Museum of National Antiquities and is made of heavily reinforced concrete with double bank vault standard.

"When the museum began drawing plans for the room in 1992, the objects

had been locked in vaults for many years. The decision to lock up the finest pieces was taken after several objects of historical importance were stolen from other museums around Sweden, but in the long run it was not really feasible to keep them locked up. The objects are a cultural heritage that belong to the Swedish people," says Head of Security Stefan Anderberg.

He adds that museum security is one of the most difficult things to get right.

"On the one hand we are talking about incredible pieces of treasure, while on the other we want as many people as



READ MORE ABOUT LOCKS:
www.gunnebo.com/safelock

unique cultural heritage

possible to get as close as they can. The difficulty lies in concealing the security and emphasising the beauty," Anderberg explains.

THE DISPLAY CASES ARE specially made from very thick steel and extremely thick Optiwhite glass. The room is also fitted with CCTV, alarms and burglary-resistant ventilation. The decision to change the locks on the room's three doors was taken in the summer of 2008.

"The room is opened and closed every day for visitors, and the locks were beginning to get slightly worn.

"We also wanted to bring the locks into the 21st century with new functions such as logging, multiple users and alarm control, while also spreading security between more people," says Anderberg.

THE MUSEUM FINALLY settled on SafeLock 3, following a recommendation from Gunnebo.

"We liked the fact that SafeLock 3 offers triple-aspect security. A person cannot influence or enter their code unless another has activated the scanner. It is also possible to use a physical key with the code," Anderberg explains.

Several people now have access to the safe with different levels of authorisation.

"The new locks are far smoother and easier than the old rattling ones, and as Head of Security I have better control and greater flexibility. It used to be both complex and time-consuming to add or take away authorisations, now I can do it within an hour," Stefan Anderberg concludes. ■

TEXT: LEENA SEKKAT

PHOTO: ANNA HÄLLAMS

EU meetings demand security

From July 1, 2009, Sweden has the Presidency of the Council of the European Union, for six months. This means that during this period, Sweden leads the EU's work at all levels and represent the EU in the wider world. It also entails a hundred or so meetings between top-level European politicians in Sweden – open meetings that need to take place under secure conditions.

“The Secretariat is an organising body and overall responsibility for security rests with the Swedish Police,” says Peter von Sydow, Group Manager for Safety & Transport in the Secretariat for EU Meetings.

During Sweden's half-year Presidency, a total of around 112 meetings will be held. The meetings take place at 20 or so locations around Sweden as a means of simultaneously showing off the country to foreign visitors.

“Our challenge as an organising body is to create open meetings under secure conditions. We are responsible for the meeting venues, for ensuring there is appropriate entrance control and that the right people are in the right place. The Swedish Police are responsible for everything outside of the premises and they are our major partner with whom we share information – and there are strict requirements for that,” says Peter.

Sweden's National Criminal Police, the Swedish Security Service and the local

police authorities collaborate during the Presidency to jointly achieve the goal of securing the open meetings.

FOR PETER, PREPARATIONS for Sweden's Presidency began more than a year ago when work commenced to recruit personnel for the Secretariat. Peter is the Group Manager, responsible for six people who deal with transport and security issues.

“In 2001, the Ministry for Foreign Affairs was responsible for these issues,

but because this time practical and logistical responsibility rests with the Secretariat, we are more independent and more like a separate government department ourselves, which makes our job easier. We have various areas of responsibility within the group such as media, technology, premises and preparation, transport, security, conference services and meeting co-ordination.”

The meetings vary from informal ministers' meetings to a great many meetings and conferences for senior officials and experts. Common to all of them are high security demands.

“THERE IS A STANDARD for how the premises should be built, and we take the security guard service we use in Stockholm with us when we travel round the country, so the confidence in our suppliers will be there from the word go,” Peter explains.

“Compared to the last time Sweden held the EU Presidency, in 2001, Europe is now a much calmer place. The main difference is that today there are 27 member states compared to 15 in 2001.”

In spring 2010 the Secretariat will officially be dissolved and Peter will return to his position with the Swedish National Police Board.

Sweden took over the Presidency from the Czech Republic and will hand over to Spain at the end of 2009. ■



PETER VON SYDOW

Age: 42

Family: Married with three children

Lives: In the country in the outskirts of Kungsängen, Stockholm.

Background: Graduated from Sweden's Police Academy in 1992, has worked in personal protection and security.

Employer: Currently the Government Offices of Sweden, on leave from the Swedish National Police Board.

TEXT & PHOTO: LINDA GÄRDLÖV

Peter von Sydow will make sure that all EU delegates are safe when Sweden takes over the Presidency in July 2009.



EU PRESIDENCY

The Presidency rotates every six months and the country holding the Presidency shall act as a driving force in the EU's legislative and political decision-making process.

On January 1, 2001 Sweden took over the Presidency of the Council for the first time. This meant that Swedish ministers chaired all the Council meetings and that Swedish government officials were responsible for the meetings in the work groups preparing the Council's business.

HOW THE EU IS ORGANISED

The EU Member States' collaboration is based on five institutions. These are the bodies that put forward proposals, take decisions and ensure that the EU's common rules are followed. The Council of the European Union, the European Parliament and the European Commission draw up the policies and laws which are applied. The Court of Justice and the Court of Auditors play no part in decision-making but are important in ensuring the quality of the EU's work. Together the five institutions have approximately 42 000 employees. In addition to the five institutions there are a number of consulting, regulatory and executive bodies.

Holders of the Presidency up to and including 2015:

- 2009 – Czech Republic, Sweden
- 2010 – Spain, Belgium
- 2011 – Hungary, Poland
- 2012 – Denmark, Cyprus
- 2013 – Republic of Ireland, Lithuania
- 2014 – Greece, Italy
- 2015 – Latvia, Luxembourg

FRANCE:

Portable ATM ideal for Eiffel Tower renovation

The legs of the Eiffel Tower are being renovated, turning the entire area where a fixed ATM was present for a long time into a building site. The ATM is now away from the highly frequented location, but customer catchment area.

“Gunnebo France suggested the customer a tailored solution in the shape of a turnkey portable unit. The unit can be moved around as renovation of the tower’s legs progresses,” says Thierry Pignon, Sales Engineer for key accounts

in BL Bank, CUFR.

“This solution also integrated the requirements related to this specific site (shade, setting-up...), its brand image and renown.”

It is worth remembering that the Eiffel Tower is celebrating its 120th anniversary this year. With more than seven million visitors a year, this new ATM, which came into service in early April, quickly regained its usual customer flow.



QATAR:

Strong demands for security when a new terminal is built for the royal family

Gunnebo Middle East has further strengthened its position as a security solution provider for airports. After Abu Dhabi and Bahrain International Airports, Doha International Airport can now be added to the exclusive project portfolio in the region.

At Doha Airport in Qatar, a new terminal is being built – The Emiri Terminal – which is separated from the passenger

complex. The purpose of the new terminal is to be an elegant gateway for the royal family, senior government officials and other important visitors to Qatar.

The Emiri Terminal will also include private quarters for the Emir, a press centre and a business centre. Of course significant security features are necessary, and these will be delivered by Gunnebo.

“The executive team responsible for the Emiri Terminal were quick to iden-

tify what they needed and gave us the responsibility to deliver it. We knew how important security was for this project and implemented our practices to deliver the best possible security solutions,” says Jacob Touma, General Manager Gunnebo Middle East.

Gunnebo will start the installation of custom-made gates, barriers and bollards in late 2009. In total the contract is worth over 718 000 euros.

ITALY:

Contract with major Italian bank for locks

In January 2009, Gunnebo Italy signed a new contract with one of the country’s largest banks, Banco Popolare.

The contract means that Gunnebo will deliver 20 Secur-Wave units, Gunnebo’s new generation of integrated security systems for banks, which was launched in 2008.

Banco Popolare chose Gunnebo since they considered the company to have the most qualified system.

Banco Popolare has more than 2 400 branches in Italy and has been one of Gunnebo Italy’s largest clients. Gunnebo has already supplied the bank with turnstiles and safes, for example.



CANADA:

Better surveillance for telecom chain

Gunnebo Canada is consolidating its position in the retail sector. A prime example of this is its growth with one of its most significant retail accounts: a national telecommunications company with some 300 plus locations across

Canada under several corporate banners. What began as a small contract three years ago, providing physical locking hardware and safe products, has grown to include IP-based intrusion monitoring and digital surveillance.

“We are proud to say the ‘total package’ we have created is now considered the standard for all new stores going forward, and all renovations of existing stores,” says John Haining, Country Manager for Gunnebo Canada.

GERMANY:

Bank increases access with SafeStore Auto

One of Germany’s largest savings banks has migrated to Gunnebo’s automated safe deposit locker system, SafeStore Auto. This not only increases accessibility for customers, but the bank now also has a single network for all its safe deposit systems.

The two banks Stadtsparkasse Hannover and Kreissparkasse Hannover merged to form the new Sparkasse Hannover in 2003. The move made it one of Germany’s largest savings banks.

“At the time of the merger Sparkasse Hannover had a total of more than 48 000 safe deposit lockers with 28 000 customers,” recalls Karl-Heinz Mensing, Deputy Head of Organisation at Sparkasse Hannover.

“The figures encouraged us to evolve our safe deposit locker solutions and update our existing systems. The prime goal was to move to automated systems.”

A RELIABLE PARTNER was sought to implement the ambitious project. Security experts Gunnebo were chosen as the bank had worked with them for many

years. Gunnebo was also the only company to offer an automated safe deposit locker system – SafeStore Auto – that works around the clock.

AN ANALYSIS AT THE time by Sparkasse Hannover revealed that the two banks worked under very different standards for their deposit locker systems.

Of the total of 98 safe deposit locker systems at Sparkasse Hannover, around a third were traditional systems where an employee accompanied customers to open the locker. These were to be replaced by automated systems.

The decision to introduce a shared solution was made in 2003. Six years later and the bank is enjoying results beyond its expectations. Sparkasse Hannover now has a more far-reaching solution than any other bank in the world.

“We now have a much better overview of the safe deposit lockers and their use,” says Karl-Heinz Mensing.

ONE CLEAR RESULT is that use of the automatic safe deposit locker systems has increased and has minimised the amount of work required by employees.

READ MORE ABOUT
SAFESTORE AUTO:
www.gunnebo.com/safestoreauto



Major new bank, Sparkasse Hannover, has had SafeStore Auto installed. This has led to more customers using safe deposit lockers and a reduction in the workload for bank personnel.

In addition, the safe deposit lockers are available around the clock and so are increasingly being used by corporate customers, since they have access to their locker’s contents outside their own business hours.

SPAIN:

Spanish airports choose PasSec from Gunnebo

Santander and Almería airports have chosen the Gunnebo PasSec anti-return gate to provide fast transit of passengers from the secure to the insecure airport zones.

The two airports have together more than 1.8 million passengers per year and

the figures are increasing annually, due to the growth of low cost airlines.

Spanish Airports and Air Navigation (AENA), which is in charge of the maintenance and management of public civil airports, selected Gunnebo as distributor because of Gunnebo Spain’s successful

installation of anti-return gates at the Zaragoza airport.

The PasSec model installed was PasSec 2 HSW (wide version of the anti-return gate). Both airports decided to install two units of the gate in order to facilitate passengers’ transit.



Artist produces Gunnebo's most expensive fencing – 16 000 euros for two square metres

Artist LG Lundberg painted fences for seven years but found very few buyers. One exhibition changed all that. Today the works are worth thousands of euros.

Could you imagine paying around 16 000 euros for a couple of square metres of Gunnebo fencing?

If the fencing is painted in oils and signed by artist LG Lundberg, that is the price you will have to pay.

Lundberg's fencing pictures are hot property among today's art collectors. But it's not that many years ago that he used to throw away these very articles of value.

In 1972, artist LG Lundberg painted his very first Gunnebo fence. He was fascinated by the pattern of the fencing and chose it as a motif for an oil painting. This marked the beginning of Lundberg's 'fence period' between 1973 and 1980, during which he painted fences, virtually to the exclusion of anything else. The motif was the same but the size of the canvas varied from small pictures to

gigantic paintings several metres high and wide.

THERE ARE TWO fascinating and interesting aspects to this story. Firstly that LG chose to paint a single motif for seven years, and secondly that he stuck to this despite hardly selling any pictures at all.

"That's probably why I persevered and painted fences for so many years. A lot of people said 'How can Lundberg paint fencing when he's actually a good artist?'. Because of that, I couldn't stop," says LG, explaining that the fence period was preceded by a period of realistic motifs that people had really taken to.

IT ALL CHANGED in the early 2000s when Magasin 3 Stockholm Konsthall contacted LG. Konsthall, one of the leading stages in the art world, wanted to put on

a special exhibition of LG's fence paintings. The artist himself was sceptical about the idea and was quite prepared for a flop. However, the exhibition was a roaring success. Interest in the fence paintings grew to a tremendous level and many of the hundreds of paintings that had been gathering dust for decades now sold for tens of thousands of euros – each.

"It was something of a redemption for me. The lean years of the 1970s, when I could barely pay the rent, paid off retroactively," LG comments.

So are there any new fence paintings in the pipeline?

"No, there won't be any more. The only things I've added are a few etchings and lithographs." ■

TEXT & PHOTO: BENGT SPIJTH