After an enormous amount of work, the “Zlote Tarasy”, or golden terraces, were opened in Warsaw in February 2007. This gigantic multifunction complex offers year-round entertainment, leisure and shopping facilities for the inhabitants of Poland’s capital. Read more in our article on page 14.

Customer needs are our top priority: our new products and technologies often directly reflect these needs. For instance, our customers wanted access control which was as secure, as flexible and also as financially efficient as possible. CardLink is our response to this. Find out how this innovative solution works and how it has been received on the market in the Trends report on pages 24 to 26. It is our partner to 1.248 million of CHF.

Our customers are beneficiaries of this growth. One example is Swiss Post. Under WTO commissioning rules, it sought forward-looking access control and time recording solutions – networked across Switzerland and centrally managed – for its eleven new PostMail centers. Kaba won the contract. You may read about the solutions provided and about how the project managers at Swiss Post have found the experience of working with Kaba on pages 10 to 13. Without giving too much away, there are still success stories to be told. Kaba and Swiss Post is one of them.

I wish you an enjoyable read.

Jean-Luc Ferrazzini, Chief Communications Officer

Kaba is a leader in technology. In the space of just ten years, the Group has successfully grown from being a regional producer of mechanical locking systems to one of the world’s leading providers of integrated security solutions. Over this period, net sales have expanded from CHF 210 million to CHF 1,248 million.

Our customers are beneficiaries of this growth. One example is Swiss Post. Under WTO commissioning rules, it sought forward-looking access control and time recording solutions – networked across Switzerland and centrally managed – for its eleven new PostMail centers. Kaba won the contract. You may read about the solutions provided and about how the project managers at Swiss Post have found the experience of working with Kaba on pages 10 to 13. Without giving too much away, there are still success stories to be told. Kaba and Swiss Post is one of them.

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Jean-Luc Ferrazzini
“Negotiations can only be successful if there is also a possibility of failure”

What is the significance of security in the context of an international aid organization? Rudolf Weber meets Jakob Kellenberger, President of the International Committee of the Red Cross (ICRC). They talk about risk management, motivation and the question of what makes a good CEO.

Rudolf Weber (RW) Kaba, too, has a decentralized management structure. We define the relevant framework at Group headquarters and set the strategy. Specific implementation is then adapted to local needs.

JK Yes, including in the field. The basic principles are determined at headquarters, but the specific security requirements are drawn up locally in the individual countries.

RW Kaba can operate entirely independently of political conflicts of interest. As a provider of security solutions — including for government institutions — absolute political neutrality is one of the prerequisites for business success. And so it shall remain in the future. — Something else that interests me: the ICRC employs around 12,000 people worldwide. What basic values guide your leadership of the organization?

JK Well, that is relatively straightforward for an organization like the ICRC — and I like it that way. Our aim is to work for life and human dignity in the places where these values are most endangered. This work pays off. There are no motivation problems. Obviously, we continually come up against new suffering. But I am a person who believes in action. I have a task and I fulfil it as well as I can. What is most important for me is what we can achieve so that people’s lives are better. For example, we can provide them with water, food and medicines.

“Negotiations can only be successful if there is also a possibility of failure”

“Negotiations can only be successful if there is also a possibility of failure”

A CEO needs to have a very human touch.”

JK Indeed, they are. That is one of the reasons why I travel to all areas where our staff work and try to get a feel for the situation on the ground. Many ICRC staff work under precarious security circumstances. It is therefore important to me to gain my own impression of these circumstances.

RW In this respect, there are some parallels with our business — even though the security risks are obviously not the same. If problems come up at a subsidiary, I also like to go and get a first-hand impression of the situation. I would never take an important decision as a pure desk exercise.

JK We are obviously different from Kaba in terms of risk potential. We differ from other institutions in that we accept no protection from the police or military forces, so that our independence and neutrality cannot be called into question. Our work takes place on the basis that our presence and our activities are accepted by all parties involved in the conflict. In Darfur, for instance, this means that we maintain a dialog with all parties — with the government, the Arab militia and all rebel groups, irrespective of whether they have signed the peace agreement or not. Because we are seen to be neutral and independent, we generally enjoy a high level of acceptance. But that doesn’t protect us from criminal attacks.

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FORUM

“Kaba is seen as one of Switzerland’s favorite employers.”

RW A powerful motivation, including for your staff, I imagine?

JK Yes, we don’t really have to do motivation work – we get about 7,000 applications a year for around 250 vacancies, which speaks for itself. The humanitarian drive is obviously the main, but not the only thing. There is nothing mysterious about aid organizations. We have 230 representative offices in over 80 countries around the world, our logistics operations have over 3,000 vehicles – in many respects we function in a similar way to a company. The ICRC is also an attractive employer and offers good salaries and employment conditions. How does it work at Kaba?

RW Kaba is seen as one of Switzerland’s favorite employers, and we have very low staff turnover. I firmly believe that if a company treats its staff well they will stay. We hardly have any large restructurings or relocations, and our staff have interesting jobs. Mechanical equipment, electronics, software, these are all exciting areas with tangible products. People enjoy these things. Also, the Kaba Group is independent. We find there is a great deal of trust in the company and in the management which has kept the Group on a successful and stable path for decades. Staff are able to identify a lot with the company. Even in a commercial operation, emotional factors like these decide the outcome at the end of the day. – The ICRC was set up around 150 years ago at the initiative of a Swiss citizen, Henry Dunant. Do these Swiss roots still influence the organization?

JK Well, tradition naturally has a certain significance. The ICRC was founded in Geneva and the headquarters are still there. At the same time, the organization has become very international since then. More than half of about 1,500 staff who work internationally are not Swiss. Fifteen years ago it was different. However, the organization is still governed exclusively by Swiss citizens.

RW We used to have a clause in our governance rules requiring that an overwhelming majority of the Board of Directors had a Swiss passport, but this clause was removed some years ago. We are by now a globally active company, but, in my opinion, Kaba is still very Swiss at its core. Security and Switzerland go together very well. Products developed by Swiss engineers have an international reputation for outstanding quality. – Another thing I would like to talk about: before you were elected President of the ICRC in 2000, you worked in the diplomatic service for over 25 years. What makes a good diplomat?

JK A good diplomat is someone who is able to consider the perspectives of others and at the same time not to lose sight of the interests he has to represent. Negotiations can only be successful if there is also a possibility of failure – this, in my opinion, is another important principle. If someone has too much of a need for harmony and is too much in love with one’s own results and cannot countenance failure, then it won’t work. What makes a good CEO?

RW A CEO is mainly judged on figures. If the share price and the financial figures are rising, then the shareholders are happy and the CEO is praised, although this is no guarantee that he is actually a good CEO. Further, a CEO also needs to be something of a diplomat. He needs to have a very human touch and has to take on board the suggestions coming from around him, whether from staff or customers, and to be able to evaluate this input. I think, the exciting thing about being a CEO is leading people and achieving something together, thereby pursuing a vision, a shared goal. It would be true to say that we have made some progress in this way since I have been in charge.

JK The International Committee of the Red Cross, founded in 1863, is the oldest internationally active humanitarian organisation. Its worldwide activities include mediating between warring parties, assisting victims of conflict and protecting the civilian population. The Committee employs approximately 12,000 staff, of whom around 800 work at the Geneva headquarters.

Dr. Jakob Kellenberger was born in 1944 in Heiden, Switzerland. He joined Switzerland’s diplomatic service in 1974 and held several posts within Europe. From 1992 to 1999, he was permanent Undersecretary for Foreign Affairs. As chief negotiator he led Switzerland’s negotiations with the European Union for the Bilateral Agreement. Since 2000, he has been President of the International Committee of the Red Cross (ICRC). Jakob Kellenberger is married and has two daughters.

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Raring to go in India

In April 2007, Kaba signed a joint venture agreement with Mars Industries, a company associated with the Indian Minda Group. Kaba will thereby enhance its presence in the fast-growing Indian market. The new company is called Dorset Kaba Security Systems.

Having expanded in China in 2006, Kaba will also have a stronger presence in India, Asia’s second-biggest growth market. In April 2007, it entered into a joint venture agreement with Mars Industries.

Mars Industries Pvt. Ltd. is one of the leading Indian manufacturers of mechanical security solutions for door applications. As well as offering a comprehensive portfolio of locks and cylinders, marketed under the well-established Dorset brand, it also has a broad distribution network of specialist partners in India and the surrounding countries. Kaba brings sophisticated technology, attractive products, process expertise and its strong brand to the new partnership. The new company is called Dorset Kaba Security Systems Pvt. Ltd. “Our aim is to establish Dorset Kaba as a leading provider of mechanical and mechatronic access systems in the mid- and top-range market segments,” explains Gerhard Wenger, Head of Competence Center Mechanic + Mechatronic. Combining the specialist skills of both partners opens up very promising prospects.

The Dorset Kaba sales office is in New Delhi, while the production site is in Haridwar, located also in the north of India. At the official opening of the production facility at the end of April, eleven trees were planted as part of a traditional Hindu ceremony, symbolizing the hope that the new site will grow and flourish. The press conference on 26 April with more than 300 guests took place at the Swiss embassy in New Delhi in the presence of the ambassador Dominique Dreyer and his wife.

Kaba in the United Arab Emirates

Sweeping down an artificial ski slope in the morning, sunbathing on the beach in the afternoon – nothing is impossible in Dubai. The region is booming and has seen extensive and spectacular construction work like nowhere else in recent years. Kaba is turning its existing representative office into a regional marketing and distribution company.

Kaba aims at building a regional market organization in Dubai, providing first-class services and a product portfolio centered on the Total Access strategy. As in Europe, and in line with Kaba’s “One face to the Customer” approach, all services are offered from a single source. The target markets are the United Arab Emirates and the surrounding countries, known as the Gulf Cooperation Council (GCC).

Nowhere else in the world have there been so many sensational construction projects as in Dubai in the last few years. Luxurious hotel complexes, airports and huge real estate developments have hit the headlines worldwide. The emirate’s boom is founded on rich oil reserves, enabling massive investment despite low taxes. Nonetheless, the oil reserves are finite; it is estimated that they will be exhausted between 2015 and 2030. Therefore, Dubai is placing increased emphasis on trade, finance and tourism. According to estimates, around 30,000 new hotel rooms will be built by 2010. In this rapidly expanding market, the need for comprehensive security is growing constantly. Lasting, high-quality solutions and services from established providers are increasingly sought after, and demand is also growing in the upgrade business.

For many years, the Kaba Group served the Middle East from Europe. In 2004, however, with project inquiries from the Dubai region multiplying, and in response to the difficulty of providing professional advice and service from a distance, Kaba opened its own representative office in Dubai Internet City. Serving clients from a local base – around the clock, 365 days a year – has borne fruit. Initial project successes and a positive reception on the market in general led to the decision at the beginning of this year to expand the Dubai operation. Management of the distribution company will be in the hands of Dr. Reinhard Schramm and Patrik Eggemann.
Swiss Post banks on Kaba

Swiss Post has its sights set forward. And not only when it comes to delivering about 15 million letters a day to Swiss households and companies. In its security solutions, too, it is setting standards.

A major collaborative project – called REMA (Re-Engineering Mail processing) – was initiated in 2005. Swiss Post sought a provider, under WTO commissioning rules, to supply access control and time recording solutions for eleven new Post-Mail centers because the existing technology was in need of replacement. Kaba won the commission. Today, the central medium is the new ID-Post staff badge with integrated Legic chip: it is already used by 15,000 of a total of around 55,000 Swiss Post staff and partners. The badge gives them access to buildings and enables them to record their working hours and to pay for food and drink in the staff restaurant and at vending machines. “Staff soon notice how practical it is to use just one medium for several different applications,” says Tobias Jakob. “This appeals to more and more areas.”

An attractive set of solutions

There was a collaborative relationship long before the REMA project: for years, Swiss Post has had automatic and security doors, safe locks and mechanical access solutions provided by Kaba. REMA has brought closer collaboration, extending to other areas. “Kaba offers an attractive set of solutions based on Total Access,” explains Philippe Sibold, Head of Security Projects at Swiss Post. “We have picked out quite a few. The multifunctional staff badge was a central element from the outset. We started two years ago with access control and time recording, then came biometrics and mechatronics, and, finally, in a pilot project at PostLogistics, CardLink – a brilliant complement to the online system.” Plans are already in the pipeline to equip a number of Swiss Post premises with CardLink components. “We are looking ahead, thus our solutions are to be state-of-the-art,” adds Tobias Jakob.

Guaranteed investment security

In projects of this size, protecting your investment is of central importance. From the start, it was clear to Swiss Post that future systems would have to be interoperable with the old ones. “If we fail to keep in step with modern technology and cannot continually develop and extend our systems, we will suddenly find ourselves on the sidelines,” explains Tobias Jakob. Kaba Group’s Total Access philosophy ensures investment security and interoperability.

Convenience is essential

It is clear from day-to-day working experience that security installations need to be easy to use, otherwise they will not be used. “Our staff are required to work efficiently. So we cannot hamper them with security hurdles,” says Philippe Sibold. Security rules stipulate, for example, that the gates in the mail centers remain closed at all times. In order to enable this, Kaba integrated a remote reading booster into the Kaba exos 9300 system. This allows forklift truck drivers to open the gates from a distance of ten meters simply by using their staff badge. After passing, they close again automatically. “I am constantly amazed at the responses which our requirements produce,” says Philippe Sibold. “That’s what I call taking customer needs seriously.”

1 The Kaba exos 9300 access control system enables simple and efficient issuing of visitor badges.
2 In addition to mechanical, mechatronic and online locking systems, in future stand-alone components, such as the Kaba elolegic c-lever, will also be used.
3 More than 500 readers are used to manage staff access to over 40 Swiss Post premises.
4 Plans are in progress for further locations.
5 Approximately 20,000 new post boxes are being equipped with Kaba locks.
“Kaba has exceeded our expectations”

2005 saw the start of close collaboration between Kaba and Swiss Post as part of a major project called REMA (Re-Engineering Mailprocessing). What has been the experience of Swiss Post in working with Kaba on the individual projects? Have its expectations been fulfilled? A conversation with Philippe Sibold and Tobias Jakob, REMA project managers at Swiss Post.

What requirements do you place on your partners?
Philippe Sibold (PS): For us, quality, service and reliability are central. And the feeling that you’re taken seriously as a customer. Since the REMA project began, we have been working very closely with Kaba – I am happy to say that we are very satisfied.

What factors were important in your decision to entrust this major project to Kaba?
Tobias Jakob (TJ): The best offer won the day! Kaba fulfilled the WTO commissioning rules and came with a solid track record. The collaboration has gone very smoothly and the challenges involved have been tackled constructively.

What were your expectations exactly?
TJ: Our aim was a well-adapted system, sound quality and technology to meet today’s requirements.

Have your expectations been met?
TJ: Well, in some cases they have even been exceeded. We very much like the solutions we have been working very closely with Kaba, that is certain. Here and there some sleep has been lost. Indeed, we have problems arisen.

How are the individual projects going?
TJ: We are making some big demands on Kaba, that is certain. Here and there some sleep has been lost. Indeed, we started with a complex application. The process of modernizing the systems has gone smoothly and the challenges involved have been tackled constructively.

Have problems arisen?
PS: Hardly at all. And if they have, Kaba has always responded with energy and expertise. We feel we are in good hands.

Correos de Suiza confía en Kaba | La Compañía de Correos de Suiza es pionera en cuanto a soluciones en materia de seguridad. En el marco del macroproyecto REMA (Re-Engineering Mailprocessing) Kaba fue elegida como empresa cooperadora para el área de seguridad: en la fase final Correos dispone de un sistema centralizado de control de acceso y horario, después se amplió con biometría y mecatrónica. El proyecto comenzó hace dos años con el control de acceso y horario, después se amplió con biométrica y mecatrónica y finalmente, en un proyecto piloto de PostLogistics, con CardLink. Unos 15.000 empleados, de los aproximadamente 55.000 que tiene Correos, utilizan hoy ya la tarjeta de personal ID-Post con chip Logic, mientras que unos 5.000 lectores gestionan el acceso y 230 terminales registran el horario de presencia de los empleados, Correos de Suiza y Kaba – una historia con éxito.

1 Controlled access: around 500 entrances — including sliding and automatic doors, barriers and gates for individual entry — are made secure with integrated Kaba products. They are managed using the Kaba exos 9000 access control system.
2 Remote-controlled security: Kaba integrated a special solution for the forklift trucks in the new mail centers. The remote reading booster enables the gates to be opened from a distance of ten meters while driving.

Philippe Sibold, Head of Security Projects, and Tobias Jakob, Head of the Real Estate Committee at Swiss Post, in conversation with Marcel Schär, Key Account Manager Kaba.
The golden terraces of Warsaw

In February 2007, the “Zlote Tarasy”, or golden terraces, were opened in Warsaw with much ado: a huge multifunctional complex, one of the biggest in Europe. The new center will provide the inhabitants of Poland’s capital with year-round shopping and entertainment facilities.

The “Zlote Tarasy”, the golden terraces in the heart of Warsaw, leave no wish unfulfilled: the city’s new landmark building, extending over around 225,000 m², combines offices, retail space and restaurants as well as Poland’s first Hard Rock Cafe, a range of leisure facilities, a hotel, twelve cinemas and a four-story underground car park. Twelve million visitors are anticipated in the opening year, and eleven Talos carousel doors of varying diameter and height control visitor flows and provide convenient access to the building. With their use of glass, the doors fit harmoniously into the huge complex, which has already won awards and in 2006 was judged to be the best project in the “Retail and Leisure” category at the MIPIM Architectural Review Future Project Awards.

Well prepared for the experience: eleven carousel doors of varying dimensions provided by Kaba will regulate the expected rush of twelve million visitors a year.

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Sydney Airport is Australia’s premier international gateway and one of the country’s most important transport facilities. It notched up record passenger numbers of 28.3 million last year and over 286,000 aircraft movements. No wonder that the airport management is currently developing new plans for upgrading the international and domestic terminals. The objective is to make Sydney one of the best airports in the world – and not just with regard to efficiency and customer service, but also in terms of security.

When a new terminal extension was built in 1992, Sydney Airport decided to install the newest master key system: Kaba quattro convinced with nearly unlimited expansion potential. Ten years later, Sydney Airport Corporation acquired the second terminal. When the terminal was integrated into the hub, more than 7,000 doors were equipped with the Kaba experT system.

Now, another five years on, security requirements at airports have tightened further as a result of global politics. Sydney Airport is currently introducing the Kaba c­lever electronic door fitting reader solution at entrances to particularly sensitive areas which require additional monitoring functions such as time and audit controls.

Because all Kaba products are interoperable – this is a basic pillar of the Total Access strategy – the new installations are integrated very easily into the existing master key system and will ensure the very best in security where it is most required.

La entrada a las antípodas | El aeropuerto de Sydney confía desde hace años en soluciones de seguridad Kaba. La instalación de un sistema de cierre Kaba quattro en 1992 sentó la base para la cooperación posterior. En 2002 se equiparon más de 7,000 puertas con el sistema Kaba experT. Hoy en día se precisa una mayor protección de las entradas a zonas especialmente sensibles del edificio, por lo que se han instalado lectores Kaba c­lever. Al igual que todos los productos Kaba, son compatibles con el sistema Masterkey existente.

Secure hub: Sydney Airport is upgrading — Kaba system solutions ensure the very latest security standards in South Pacific air travel.
Protection for the world’s largest chemical plant

With 95,000 staff on five continents, BASF is the world’s leading chemical company. The main production site is located on the Rhine in Ludwigshafen (Germany): about 2,000 buildings extend over an area of more than 10 km², comprising the world’s largest chemical plant.

Security plays an essential role for BASF. Around 50,000 people stream daily onto the Ludwigshafen production site. Thus, it is imperative to ensure that only authorized persons gain access.

“We have systematically secured our site boundaries,” says Klaus Altmeyer, Head of Security Technology and Information Protection at BASF.

At all entrances, including the main entrance for visitors, both staff and visitors pass through controlled single-file access. Those arriving by train at the entrance to the site. A total of over a hundred Kaba Kerberos tripod barriers and eight Kentaur turnstiles are installed. And because thousands of staff arrive daily onto the Ludwigshafen production site, it is imperative to ensure that only authorized persons gain access. Those arriving by train at the central office, which is staffed round the clock. “We have been a Kaba customer for a long time now and are very satisfied with the installations overall,” reflects Klaus Altmeyer. “Down the years, we have had very little trouble with the technology and no accidents. Reliable operation, professional service and well-developed technology were particularly important factors in our decision-making. Kaba has never disappointed us in this respect and has always provided us with good advice and customer service in our many system extensions.”

info@kaba.de

There are some hotels which, during the course of your stay, you come to appreciate for their professionalism and consistent quality. Yet, some hotels enchant you by their atmosphere and feel the minute you walk through their door. It is to this latter category that Le Vieux Manoir au Lac in Murten, Switzerland, belongs: its aura captivates the guests immediately. Situated in extensive parkland with splendid trees and a lakeside view, things do not get more dreamy.

This half-timbered country house with Norman elements was built as a summer residence for a French general at the beginning of the last century. And it still exudes a sense of coziness and well-being. But even the general would hardly have dreamt of the luxury of automatic doors – either the folding wing door at the main entrance, leading into the imposing entrance hall, or the specially constructed door to the terrace, where the general would have liked to stand and gaze out over Lake Murten. Such convenience would doubtless have been appreciated then just as much as it is now by guests. For the catering staff, it is the unhindered access in and out of the kitchen that is most important.

A romantic little harbor and a private beach are an irresistible invitation to guests to while away their time by the lake. Back at the hotel, they enjoy an exclusive interior designed with flair and great attention to detail and the view from their designer room or their suite out over the vineyards of Mount Vully...

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Lakeside gem

An idyllic location on the shores of Lake Murten and a cozy and welcoming atmosphere lend a very special charm to the hotel Le Vieux Manoir au Lac. Guests at this venerable old country house enjoy utmost comfort and convenience.

Una joya a orillas del lago... 
La ubicación en un paraje romántico, en un parque a orillas del lago Murten, confiere al hotel Le Vieux Manoir un encanto especial. Hoy, como antaño, la antigua residencia de verano de un general francés destila un ambiente de lujo y confort. Pero en aquella época nadie contaba con la comodidad que hoy proporcionan las puertas automáticas, instaladas en la entrada del hotel y en la magnífica terraza panorámica, a la que se accede por una puerta de hojas plegables.

Access to idyllic vacatons made easy: a French general’s old summer residence on Lake Murten offers very special charm.

Manoir au Lac in Murten, Switzerland, is to this latter category. Guests at this venerable old country house enjoy special charm to the hotel. Guests at this venerable old country house enjoy utmost comfort and convenience.
Back ing the right horse

Ascot Racecourse, south of Windsor in the English county of Berkshire, is a place steeped in history and tradition: it was here, about 300 years ago, on 11 August 1711, that the first horse race took place, at the initiative of Queen Anne. In 2004, the starting gun went for a major redevelopment of the racecourse. A superior security solution was also required.

Royal Ascot, the most famous horse racing event in the world, still takes place under royal patronage to this day. Since the summer of 2006, the racecourse has been completely transformed into a modern world-class facility, while the millinery creations are also a place to see and be seen.

The Royal Ascot Racecourse is a politician on the social calendar, not just a sporting occasion but also an event of international stature. Royal Ascot are legendary.

The dress code is morning suits for the gentlemen, while the millinery creations also shine with new splendor: after a two-year redevelopment lasting around two years, Ascot is once again a major racing event in the world, still takes place under royal patronage to this day. Since the initiative of Queen Anne, in 2004, the starting gun went for a major redevelopment of the racecourse.

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Biometrics in cargo handling

At Germany’s largest seaport terminal for coal and ores in Hamburg, Hansaport GmbH transships millions of tonnes of bulk cargo every year. A biometric access control system provides security for the huge site.

At Germany’s largest seaport terminal for coal and ores in Hamburg, Hansaport GmbH transships millions of tonnes of bulk cargo every year. A biometric access control system provides security for the huge site.

Up to 15 million tonnes of bulk cargo are handled by Hansaport GmbH every year, most of which is stored at the Hamburg port on a site measuring over 350,000 m². In 2004, in order to fulfill the security requirements stipulated by the International Ship and Port Facility Security Code (ISPS), a new access control system was commissioned. Hansaport wanted a system which would function using only biometric identification without any additional media. The order went to Kaba with its fingerprint system.

Today, the Hansaport site has implemented the ISPS (International Ship and Port Facility Security) Code for every truck, which drivers have to enter at the gates to the terminal. Once the code has served its purpose it expires automatically – used PINs are blocked. Providing security advice for the ISPS requirements as well as delivery and installation of the whole system were the responsibility of long-standing Kaba partner Friedrich Marx GmbH & Co. KG in Hamburg; they now also look after maintenance of the system. “From the very outset, the system worked to the complete satisfaction of our client Hansaport,” says Dirk Kromatowski, Head of Sales at Marx.

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Today, the Hansaport site has Bedient 92 2D access management combined with 92 2D Fingerprint terminals as well as an enrolment station where employees input their fingerprint data for the first time. These data are read in centrally and distributed to the various terminals for the purpose of identification. The whole system is connected up to the access management. The integrated solution for access control was installed by Kaba and its partners.

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**SOHO – live and work the modern way**

Situated along the Singapore River in the center of the city is a highly impressive new building complex: Central. An extremely popular destination, it is the first development in Singapore to combine living, working, lifestyle and easy transport connections in a seamless fashion. Kaba is responsible for designing and implementing the access control system within Central.

Central in Singapore reflects the spirit of our age. The mixed development includes one 25 story office tower as well as two towers of 227 SOHO units. These “Small Office Home Office” units flexibly serve the dual function of office and residential living; moreover, they may also be used exclusively for either purpose with the need for additional approval from the authorities. The SOHO concept is thus perfectly attuned to modern needs. Beneath the three office towers, Central boasts around 20,000 m² of retail and dining space, framed by recreational facilities and a sky garden – all within easy reach via the integrated commuter hub. Singapore's largest private property developer, Far East Organization, is responsible for the development. The nature of the building meant that access control was a particular challenge. Kaba Com-ID (Common Identification) was the ideal solution: a single medium – a badge – provides different users with controlled access to the various zones of the complex and guarantees security. A Kaba exos 9300 system controls access to the public areas. It provides centralized management of 14 elevators, 230 access points, 2,500 access media, all emergency exits as well as visitor access. The office space and SOHO units are equipped with Kaba elolegic digital cylinders: their sophisticated time programming capability enables management of the spaces based on the time of day. This ensures, for instance, that after office hours the SOHO units may be accessed only by those who live there.

Secure lifestyle: at Central, a badge provides access to the modern way of living and working as well as entertainment and shopping.

**Green access control**

Our climate is changing, experts and laity by now agree on that. With this, there is an ever more pressing call to do something to counter the warming of the Earth's atmosphere. The Orchard Garden Hotel in San Francisco is showing the way; it is committed to environmental protection and sustainability – including in its choice of access control system.

The Orchard Garden Hotel in San Francisco combines environmental thinking and sustainability with first-class convenience and security. It was designed to the green building standards developed by the U.S. Green Building Council and, in January 2007, became the first hotel in California to receive “Leadership in Energy & Environmental Design (LEED)” certification.

The fact that the furniture is made of wood from sustainably managed forests, that the bathrooms use less water and that energy-saving light bulbs are used throughout the hotel is not something you would immediately notice. The differences between this hotel and a more conventional one do not therefore strike you at first sight – but they mean that energy consumption is reduced by about a quarter.

When looking into security systems, Kaba was chosen as provider because of its commitment to sustainability in the development of new products. The Solitaire 710-II electronic door locks offer state-of-the-art security and are also compliant with RoHS – the Restriction of Hazardous Substances guidelines for the manufacture of electrical and electronic equipment. The Solitaire locking system also helps to save energy: the lights and air conditioning are automatically switched off again by means of a sensor. The front desk unit allows the door locks to be programmed from the reception desk; it is compatible with most property management systems and is also RoHS-compliant.

Control de acceso ecológico | El Orchard Garden de San Francisco recibió en enero de 2007 el certificado “Leadership in Energy & Environmental Design (LEED)”. En cuanto al sistema de acceso, Kaba fue el proveedor elegido, ya que su declaración a favor del desarrollo sostenible a la hora de crear nuevos productos convenció a los responsables. Las cerraduras electrónicas Solitaire 710-II ofrecen no solamente el más avanzado nivel de seguridad, sino que además son conformes con RoHS (Restricción de Hazardous Substances).
Successful cooperation

With 400 hypermarkets and 700 supermarkets, Auchan Group is the world’s twelfth largest retail distribution group, serving the needs of around 1.3 billion customers every year in 12 countries. Recently, all retail sites in France have been equipped with a centralized solution for access control and time management.

“In 2004, the management decided to upgrade its hardware and to reorganize access control and time management of the individual retail sites – both had previously been a local responsibility. It was a three-year job to install more than 1,000 terminals across France, in combination with around 50,000 badges. Today, Auchan boasts a system which handles access control and time management across all sites centrally. In 1961, Gérard Mulliez opened a small grocery store in Roubaix, next to the Belgian border in France’s Nord department. He could hardly have imagined that one day it would become a retail empire; or, indeed, that all retail sites in France would be equipped with such a sophisticated access control and time management system...”

info@kbf.kaba.com

Cooperación con resultados | Auchan France, uno de los mayores grupos de distribución del mundo, cuenta hoy en día con 400 hipermercados y 700 supermercados distribuidos en doce países. La empresa decidió en 2004 centralizar la organización del control de acceso y control horario de todos los establecimientos, que hasta entonces se administraba a nivel local. El proceso de reforma duró tres años. Hoy en día hay más de 1,000 terminales instaladas en toda Francia y unas 50,000 tarjetas de personal en circulación.

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Secure in extreme conditions

ATCO Structures, a world leader in pre-manufactured modular building systems, will be counting on Kaba Lodging Systems to provide locks for its new worker dormitory rooms for the Shell Oil Company in northern Canada. Phase Two of this project started in spring 2007.

“Fort McMurray in north-east Alberta is one of Canada’s central oil-producing regions. The city has seen a huge boom in recent years, driven by oil sand exploitation. In spring 2007, the oil group Shell commissioned ATCO Structures to build new dormitory rooms for its workers at its Fort McMurray site. Kaba Lodging Systems is ATCO’s partner on the security side.”

All-round security: so that Shell’s staff at Fort McMurray feel secure, the accommodation units from ATCO Structures are equipped with electronic Kaba locks.

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Seguridad en condiciones extremas | La empresa ATCO Structures, líder mundial en sistemas modulares prefabricados de construcción, confía en Kaba Lodging Systems a la hora de equipar con cerraduras los nuevos alojamientos de un campamento de la Shell Oil Company en el norte de Canadá. El hecho de haber elegido el modelo E760 de la serie Generation es una muestra de su fiabilidad y resistencia, incluso en condiciones climáticas extremas. Las 2.800 cerraduras del campamento se administrarán mediante un sistema centralizado ATLAS (Advanced Technology Lodging Access System).
In the business world, online access systems have become standard by now. But some companies do not want the expense of across-the-board installation. This is where CardLink comes in: it integrates the various electronically secured doors into a central authorization management system — irrespective of whether they are wired (online) or not (stand-alone). For internal door locks, with CardLink individual authorization is stored on a badge and is read and verified at the access point.

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**Online and stand-alone systems cleverly combined**

Modern access systems not only provide top security but also regulate the flow of people at a company. CardLink represents a new chapter in the history of access control, opening up undreamed-of possibilities. This innovative concept combines electronic stand-alone locks with online systems — without the need for wiring.

**As much security as required**

Online systems are still the measure of all things when it comes to heavily used entrances and external security in 24-hour operations. For areas which require detailed monitoring and analysis at all times — for example, the main entrance and doors to elevators and different floors — an online system offers top-level convenience and security. But if the main requirement is flexibility and selective authorization for internal access, then digital stand-alone components represent an ideal solution. CardLink combines the advantages of both solutions.

**CardLink means efficiency and security for the company — convenience, flexibility and ease of use for the staff.**

**Integrated authorization management: CardLink combines stand-alone and online access control, irrespective of whether the doors in a building are online (green = wired) or stand-alone (orange = not wired), they can all be opened using a single badge and may be managed centrally.**

**Combinación inteligente de los sistemas online y stand-alone | Los sistemas modernos de acceso no sólo ofrecen el más alto nivel de seguridad, sino que además regulan el flujo de personas en la empresa. Con CardLink empieza un nuevo capítulo en la historia del control de acceso. CardLink combina los entornos online y stand-alone del control de acceso: no importa si las puertas del edificio se encuentran online (verde = conectadas por cables) o stand-alone (naranja = no conectadas por cables). CardLink integra a través del badge todos los componentes en un sistema central de gestión de autorizaciones. El resultado es mayor economía y seguridad para la empresa, y a la vez confort y facilidad de uso para los empleados.**
Workforce Management at Kaba.

*Mike Segmüller, Senior Vice President, Total Access in fact.

Our customers asked for access control which is as flexible as possible. Thus, the main priorities in developing CardLink were installation and operating costs, convenience and straightforward management of access rights.

How do you see the prospects for CardLink?

We see great potential for the future — and not only for CardLink, but for Total Access as a whole. CardLink can be scaled up endlessly and not only for CardLink, but for Total Access components on offer. And, obviously, the ease of installation and deployment of staff as well as complex order processes. In particular, the B-Net 95 60 also enables machine data to be recorded.

This inexpensive and robust terminal is equipped with twenty function keys and six soft keys for special functions. It thereby covers the most varied of client requirements and can also be operated easily even with gloves on.

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With the new B-Net 95 60 terminal, Kaba completes its family of data collection products, which ranges from small, simple devices to PC-based high-end terminals for multifunctional use.

The new terminal is used to record enterprise data and to monitor overall processes. In addition, it also allows for reliable recording and monitoring of machine setup periods, the presence and deployment of staff as well as complex order processes. In particular, the B-Net 95 60 also enables machine data to be recorded.

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Kaba elo manager is the name of the central management software for the Kaba eloopic and Kaba elostar stand-alone locking systems. Version V3 of the software was successfully introduced and is currently available in 15 languages.

Now, an even more advanced software is coming onto the market, making the programming of Kaba eloopic installations even more user-friendly and clear. New functions for cupboard locks or for the Kaba c-ever door fitting solution will be easy to configure. And, for solutions where a locking system needs to be managed from more than one workstation, a new network-capable multiple-workstation version will now be available.

Kaba elo manager V3 will operate with Microsoft VISTA, Windows XP and 2000 and is expected to be available on the market in the fourth quarter of 2007.

Comodidad de uso y versatilidad por encima de todo | Kaba elo manager es el nuevo software de gestión para administrar los sistemas independientes de cierre Kaba eloopic und Kaba elostar. La versión 3.1, que facilita aún más la gestión de las instalaciones de Kaba eloopic, saldrá al mercado en el cuarto trimestre de 2007. Será compatible con Microsoft VISTA, Windows XP y 2000 y estará también disponible en una nueva “versión de mayor capacidad” adaptable a la red.

Despite being transparent, the WK2 sliding wall system offers an enhanced level of protection against forced entry. It has passed all static and dynamic tests and successfully withstood attempts with tools at resistance classification level 2.

The automatic bolting system FLAP-VERI, a strengthened sliding leaf setup containing security glass and a secure floor-ledge, is the new “version of greater capacity” adaptable to the grid. Soft VISTA, Windows XP and 2000 and will also be available in a new “version of greater capacity” adaptable to the red.

User-friendliness and versatility are key

When Kaba toyed with the idea, about thirty years ago, of automating the calculation of locking plans, the computer program which was specially designed to do this was quickly scrapped. “The computer will never be able to replace the human mind. It cannot think ahead or include possible extensions to the system in its calculations,” explains Viktor Niffenegger, Head of Business Unit at Kaba Wetzikon. Thus, locking plans are still largely worked out by hand – or rather “by head”. Nonetheless, since the beginning of the 1980s, computers have been used to carry out certain individual steps and to check the plans, making the job of permutation a little easier.

“The locking plan for an apartment block is relatively easy to work out, at least for a permutation professional,” says Anita Helbling, Team Leader Permutation. “But when it comes to a major site with several thousand locks, somewhere like Zurich Airport, then people’s heads soon start to hurt.” It is a bit like a Sudoku master class. They will puzzle over it for days, juggling numbers and different combinations, until it is finally worked out. The permutation codes are then sent securely to the production equipment and the keys and cylinders are manufactured in-house. The combinations used remain permanently blocked for other installations.

In theory, there are around 18 quadrillion possible permutations for the system Kaba star. “In order to ensure optimum security, we have set ourselves very high standards, deliberately using only some of the possibilities,” Viktor Niffenegger continues. It is stipulated, for instance, that a Kaba star cylinder must have a minimum of tumbler pins. The depth of the different depressions arranged on the key is also precisely defined. In addition, baffles are built into the cylinder. All these components make Kaba cylinders what they are: a nightmare for burglars.

What is permutation? Permutation refers to the calculation of different possible combinations as to how the small depressions on the surface of a key are to be arranged. The two sides of the key give a left-hand and right-hand hole pattern. There are also additional, inclined holes and ones on the edge of the key, all in variable depths and arrangements. In theory, around 18 quadrillion permutations are possible in the Kaba star system. However, the high standards which Kaba sets limit the range of possibilities – for the sake of greater security.

Permutation: Sudoku master class

In an apartment block, every key must fit the main entrance, the cellar and the garage, but at the same time must open only one apartment and its mailbox. How do you ensure that a key only opens the right doors? The magic word is permutation.

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Success at CeBIT

It was positively buzzing at the exhibition center in Hanover: 480,000 visitors—an increase of over 10% against last year—and a range of innovations for business clients, the public sector and private use were to be seen at CeBIT 2007, held on 15 to 21 March. As one of more than 6,000 exhibitors from 79 countries, Kaba had a prominent two-floor stand and boasted a 15% increase in visitor numbers. “We are very satisfied,” said Michael Hensel, General Manager of Kaba Dreieich. “For Kaba and its software partners, CeBIT was once again a complete success. The active interest shown in our systems will provide an additional impetus to growth.”

Oettinger recabó información sobre Kaba.
Weber, CEO del Grupo Kaba, y con Michael Hensel, Presidente de la Comunidad de Baden-Württemberg. Conversando con Rudolf Weber, el director general de Kaba Dreieich. “Para Kaba y sus socios en software, CeBIT fue una vez más un completo éxito. El interés activo mostrado en nuestros sistemas proporcionará un impulso adicional para el crecimiento.”

Distinguished collaboration

Alstom Transport has selected Kaba as its “Preferred Supplier” for access control solutions across Europe. Prior to being awarded this distinction, products and processes underwent a two-day audit at the end of March to ensure they met the client’s quality requirements.

For a number of years now, Kaba has been supplying Alstom Transport with locking technology for rail transport, including for the TGV Eurostar. Kaba cylinders are used in release mechanisms in the train power supply systems and are subject to the most stringent of safety requirements. With 25,600 staff in over 60 countries, Alstom Transport is one of the world’s leading providers of solutions for rail transport.

Major project in Paris

In spring 2007, Kaba Gilgen was commissioned by the RATP (Régie Autonome des Transports Parisiens), which operates the Paris Métro, for Europe’s first and biggest modernization project installing platform screen doors, a project totaling CHF 70 million.

By 2011, lines 1 and 13 will be equipped on a stage-by-stage basis with 2,000 fully automatic platform screen door systems. They separate the platform from the track, which not only provides enhanced comfort and safety for passengers, but also enables service capacity to be increased significantly. For this project, Kaba has designed special “bijou” PSDH which—thanks to their transparent construction—will combine in an optimal fashion with the historic architecture of the Paris underground system.

After successfully completing large-scale projects in New York and Hong Kong and with ongoing projects in Kaohsiung, Tokyo, Shanghai and Beijing, Kaba Gilgen now also breaks into the European market.

Trade shows

Malplus 2007
19.9—22.9.2007
Kuala Lumpur

Salon Solutions
3.10—4.10.2007
Geneva

Inter Airport Europe
9.10—12.10.2007
Munich

KIOSKCOM East
10.10—11.10.2007
New York

ATA Management Conference
20.10—23.10.2007
Orlando

Systems
23.10—26.10.2007
Munich

Safety & Security Asia
31.10—2.11.2007
Singapore

China Public Security Expo
4.11.2007
Shenzhen

Glass Technology India
15.11—18.11.2007
Mumbai

Int’l Hotel/Motel & Restaurant Show
11.11—13.11.2007
New York

Sicherheit
11.11—13.11.2007
Zurich

Intersec
13.1—15.1.2008
Dubai

Hotel World
25.2—27.2.2008
Las Vegas

CeBIT
4.3—9.3.2008
Hanover