

Welcome to the latest issue of DORMA news

The recent revelation that DORMA New Zealand has achieved unprecedented sales for 2006/7 is great news for our company, our staff and our clients.

The fact is that this pleasing result is the combined effort of DORMA's commitment to providing exceptional products that can be trusted to perform long term, as well as our own staff's personal commitment to offering exceptionally high customer service standards.

This newsletters shows off some of our product applications around the world.

We are also pleased to release new marketing material to support our products, and in the near future will in fact release additional new products to our range. Watch out for further news on these coming soon.

And in closing it was pleasing to host the annual DORMA conference in Rotorua in August. After weeks of rain we were pleased to be able to show off our beautiful country and its culture under clear blue skies. It is always great to remember how fortunate we are to live where we do while having the international exposure through a company such as DORMA. Enjoy reading about this and more.

Geoff Cope
General Manager

innovative

Aged care group rely on DORMA

Safety, security and ease of accessibility are essential qualities when designing an aged care facility. So when Qualcare – one of New Zealand's leading providers of rest homes, hospitals and retirement villages – wanted a reliable service provider to maintain and repair its automatic and manual door systems throughout its 22 facilities nationwide, DORMA was the natural choice.

Now every three months, DORMA's service technicians attend every

Qualcare facility in New Zealand to ensure all of its automatic door operating systems and door closers are in excellent working order.

Meeting users' needs

There could be from one to a dozen automatic doors, plus a range of manual door closing devices at each site," explains Stuart Anderson, DORMA's Service Manager. He explains why these types of environments benefit from a door solution that is sensitive to users' needs: "As the elderly and frail tend to move quite slowly, it is important that an automatic door allows sufficient time for them to safely pass through a doorway. To facilitate this, we can extend the duration of a door staying open, as well as adjust the speed in which it opens and closes."

This is an important point, as highlighted by Qualcare's Property Manager, Derek Chisnall. He says: "Many of our residents rely on electric wheelchairs or walkers and it's essential that they are able to move easily around their

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New aged care and disability brochure

Creating safe and accessible environments for the aged care and disability population is a highly specialised area that DORMA has vast experience in.

As such, we have recently produced a full colour eight page brochure outlining DORMA's range of door control and automatic door solutions that suit environments used by people with disabilities or the elderly.

Relevant case studies, practical advice, along with product descriptions are featured in this useful publication. To receive a free copy, contact DORMA on 09 573 1999.



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accommodation without doors slamming into them.” It is also key that Qualcare has an around-the-clock door repair service agreement in place. “Our staff are on hand 24 hours a day, so if there is a problem with one of the doors, then it’s reassuring to know that they can call up a DORMA engineer at any time,” says Derek, who has been delighted with DORMA’s service performance so far, saying “it’s probably one of our smoothest supplier

contracts in place – it seems to just run automatically without any problems.”

DORMA is a leading specialist in the supply of door accessibility products for aged care and disabled facilities. As well as producing and maintaining tailor-made automatic door solutions, it has a range of door control products that adheres to stringent building codes for fire safety yet are extremely light to operate.

First green office building has DORMA walls

pioneering

The Meridian Energy Building at Wellington’s waterfront is New Zealand’s first major project to be completed using the guidelines of the Green Star Building Rating System – a rating initiative, which is gaining popularity in Australasia, designed to promote sustainable development, green building programmes, technologies, design practices and operations.

After being approached by the architects and developers of the proposed new ‘green’ building, which is in the Kumutoto area of the waterfront precinct, DORMA has recently installed two Hueppe movable walls in the conference and meeting area.

These room-changing walls measure 2.8m high x 7.0m long and 2.8m high x 7.5m long, and are used to transform internal space i.e. when retracted, they create one large area which can accommodate up to 75 people.

Alternatively, they can be configured into three separate smaller rooms using the Hueppe’s unique multi-directional rollers.

The adjoining panels have three ways of reducing sound due to shape, magnetic friction and rubber gaskets

– a unique feature available only in the Hueppe brand. With a stylish vinyl finish and 49 STC (Sound Transmission Control) the Hueppe wall was the obvious choice because of its low maintenance and ease of operation.

Senior Sales Consultant Movable Walls, Gomathi Nayagam, says DORMA is keen



to align itself with ‘Green’ developments, and offers a range of products that meet environment-friendly criteria. “From initial consultation to installation, the process went very smoothly. We’ve received great feedback from the developers,” comments Gomathi.

It’s been a busy time for DORMA’s Movable Walls division with a number of projects on the go throughout New Zealand. Major clients include NZ Oil and Gas, Wellington Airport, Deutsche Bank and the Department of Internal Affairs each employing the skills, expertise and high quality products that DORMA offer.

International awards



We're not the only ones who think our products are exceptional. Design Institutes from around the world have long been fans of our products, bestowing their awards to DORMA on an annual basis. The latest include the venerable "Institut Français du Design" – an organisation which recognises products exhibiting exceptional creativity and innovation. The award was for the CONTUR design as applied to the TS 97, TS 93, TS 92, TS 91 and CD 80.

Regional conference hosted in Rotorua

quality

Rotorua was the chosen location for DORMA's Australasian annual sales and marketing conference at the end of August. Over 100 staff hailing from DORMA's offices throughout Australia and New Zealand attended the five-day gathering, where the theme was Te Wero - the challenge.

Geoff Cope, General Manager of DORMA New Zealand, says: "The emphasis throughout the conference was how DORMA can maintain its market leading position; how staff can meet Te Wero; and what opportunities are ahead in a changing market."



Michael Smith, DORMA's Regional Manager Australasia accepts Te Wero on behalf of Team DORMA at DORMA's 2007 annual sales and marketing conference



DORMA is 'the real thing'

Just like the world's favourite soft drink, DORMA products are the real thing. While others try to mimic the appearance of our products, they are no match when it comes to quality, reliability and performance design.

In China – where production of counterfeit products is widespread - the authorities recently issued a clear warning message to all product pirate companies. The Chinese

trading standards investigatory authority orchestrated a "public destruction" of previously confiscated forgeries. Counterfeit DORMA packages were burned and DORMA logos were prised off confiscated products – door closers for the most part – which the Chinese media filmed.



Star building

In a national architectural competition, DORMA in Bulgaria garnered second prize for the most beautiful industrial building in 2006. The new production and administration building complex in Sofia uses a wide range of DORMA products to help demonstrate DORMA's wide range of applications, the technical sophistication and the aesthetic appeal of our portfolio.

functional

added value



New faces at DORMA

Continued growth and a commitment to providing exceptional customer service levels have resulted in several new staff appointments in DORMA New Zealand recently.

Greg Bisphan takes the role of DORMA Door Control Architectural Consultant. Greg provides an important point of contact for all distributor enquiries and technical support. He comes to DORMA with a strong track record in sales gained from calling on a wide variety of end users, engineers and specific customer groups.

Donna Sudfeldt, in her position as Customer Services Coordinator, represents all of DORMA's divisions, including door control, automatic doors, movable walls and glass. Donna works

with David Gorny to further enhance customer service levels to our growing client base.

On the technical front, Fred Neicho takes up the newly created position of Technical Supervisor. Fred's expert knowledge across DORMA's multi-product range comes from over 12 years working in the door industry. If you've got a technical questions, Fred can offer advice over the phone or in person.

Another valuable appointment to the team is Aaron Lodder as DORMA Automatics Consultant. Based in Wellington, Aaron represents a single point of contact for DORMA's complete range of door control, glass fixtures and fittings and movable wall products. His role entails door schedule writing, compiling specifications and keeping clients up to date with the latest product

developments from DORMA.

Our expanding Service division welcomes two new members to the team: John Evans as Operations Manager, and Glennis Turner as Administrative Assistant.



Glennis Turner

John is responsible for scheduling service visits for our team of technicians throughout New Zealand, as well as providing service and repair quotes to clients. Previously, John worked as one of DORMA's top service technicians out on the road, so is highly experienced in the mechanical workings of doors. Meanwhile, Glennis fulfils an essential role at DORMA, processing



John Evans

IQP applications and ensuring all the paperwork for automatic door installations adhere to 12a building compliance.



L to R: Donna Sudfeldt, Aaron Lodder, Greg Bisphan and Fred Neicho.

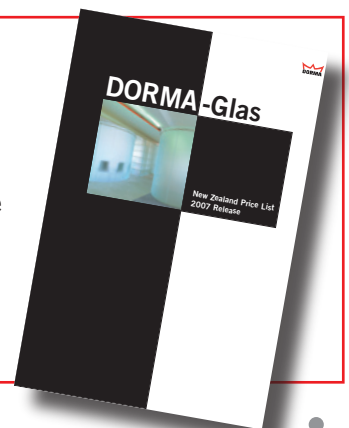
New price book from Glas

Look out for the latest price book from DORMA-Glas. This updated book includes detailed product listings, drawings and prices from our extensive Glass division, encompassing MANET, rails, sliding door hardware, shower hinge hardware and much more.

One of the key changes in the book is the revised priced patch fitting rang. "This new glass hardware range is now

much more competitively priced," explains Darren Finlay, Senior Sales Consultant for DORMA-Glas.

In case you have not received your copy of the 2007 DORMA-Glas price book, contact Darren Finlay on 09 573 2723 or email darren.finlay@dorma.co.nz



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reliable



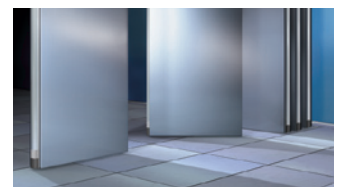
Door Control



Automatics



Glass Fittings and Accessories



Movable Walls