



From the Team at DORMA I present you with our latest newsletter, a communication document that I

believe really does show how DORMA set themselves apart from others in our complex industry.

This edition highlights our ability to customise the design of our products for individual applications and needs. Whether it be a one-off product requirement, a difficult installation or application, or just satisfying some of the most demanding conditions globally, DORMA is proud to have the products and people to meet these demands.

In New Zealand we have been developing those skills in recent years. This has resulted in us having some of the best people in our field (an unbiased comment of course J). So I would encourage you to contact one of our team, no matter how daunting you may feel your project requirements are. Our experience has certainly been one of tremendous growth, based on our fine products and the ability to service our customers. All this with stable pricing, good lead times and absolute customer focus.

Thank you for your continued support - I hope you can use our experience in the future.

Geoff Cope
General Manager

innovative

An Australasian first for Door Control

When faced with a particular challenge, DORMA's Door Control division will do all it can to come up with a solution – even if it means developing a completely new product or system.

This was the case recently when DORMA was approached by Adams Steel Guard – manufacturers of fire rated and non-fire rated steel windows and doors - regarding a unique application at New Zealand's busiest transport centre, the Britomart in Auckland's CBD.

Thinking outside the square

The requirement entailed holding open double fire doors at 180°, and door coordination to ensure each leaf closed in the correct sequence. After extensive research, DORMA devised an Australasian first: a unique floor spring solution called the EMB80/BSR and weld-on offset pivots, which allow doors to hold open during the day while also being able to automatically release and close in the event of a fire alarm or at the end of the day. Fitted with 3° Offset Spindles the EMB80 returns and holds each leaf to the closed position under a positive pressure, essential for the doors to seal and

engage the electric locking devices properly every time.

Considering that up to 17,000 passengers can pass through these doors at any one day, the solution had to be completely reliable and robust. "The various design and aesthetic elements in play always meant this was going to be a unique installation. While the individual components of the EMB80, BSR and various Offset systems are nothing new, the combination required to achieve the desired result is something only DORMA is able to offer," explains DORMA Senior Sales Consultant, Steve Piner.

The solution complies neatly with design of the doors plus the heritage order covering works to the building according to Adams Steel Guard's Project Coordinator, Graeme Knowles. He says, "It was a challenging time for us because we had to work within the strict guidelines set out by the renewal project while creating a whole new product. Ultimately, the system DORMA devised was a clever combination of at least two systems wrapped into one package."



DORMA devised a unique solution for the doors at New Zealand's busiest transport centre.

Wahid's clockwork systems for Automatics

Two years ago Wahid Ghamry (pictured) joined DORMA as the Automatics Team Leader for Production and Assembly of Units. Since then, his role has changed considerably. His fresh thinking has helped DORMA raise its efficiency and productivity levels in the busy Mt Wellington warehouse: he's been instrumental in streamlining processes within the company's Automatics warehouse, as well as optimising the factory layout, improving tooling and purchasing consumable items.

Like a 111 call – but for automatic doors

Every day, Wahid and the rest of the Automatics team receive a number of orders which need to be prepared and dispatched to customers. Processing

urgent orders is an important part of the role: if an automatic door is out of action, and a DORMA service engineer requires a specific part to be able to repair the door, Wahid co-ordinates the whole fulfilment process: "I liaise with relevant DORMA staff to ensure we provide a solution as quickly as possible."

Having worked in the refrigeration industry for 22 years prior to starting at DORMA, Wahid brings with him a range of warehousing experience that he's transferred to his current role at DORMA.

Wahid has seen several positive new product developments within the Automatics division since he joined, offering exciting new prospects for customers.



Wahid Ghamry

Challenging installation results in success

Deciphering how to transport 26 Modernfold wall panels, each weighing 120kgs, to the 17th floor of a down-town Wellington high-rise building posed DORMA's Movable Walls division with its most challenging installation yet.

Because the building was near completion the only lifts available to transport the Operable wall components up the sky-rise were the interior lifts, which proved too narrow for the specially designed panels. Using a helicopter in the windy capital city was out of the question, so Senior Sales Consultant, Gomathi Nayagam and his installation team were challenged to come up with other workable options.

The solution

On 12th January, a mammoth 84m tall crane (pictured) was used to hoist the heavy wall panels to the top of the 18 story building, where they were dismantled and carried down to the 17th floor. Once there, the movable walls would enable the client - established legal firm Chapman Tripp - to cater for its many meetings and conferences that take place on a daily basis.

The job needed to be completed in a very short window of time, as Gomathi explains: "We had only two days after the Operable wall panels had entered the building to complete the installation – and with the help of Fletcher Interiors we finished the job on time."

The Modernfold brand, exclusive to DORMA, was chosen



for its superior sound control, quality and versatility. Depending on requirements, Chapman

Tripp can now create a maximum of six meeting rooms, with each space holding 20 people. Alternatively, it can compress the walls to create much larger rooms to accommodate more people.

Pleased with the final results, Gomathi says: "It's been the most complex job we have faced so far, but I love a challenge and it now means we have even more experience in tackling tricky installations in the future."

pioneering



DORMA chosen for world's tallest building

DORMA together with its distributor, Häfele will be supplying products for what is destined to be the world's tallest building, the Burj Dubai in the United Arab Emirates.

The total contract value amounts to US\$6.5 million and the various sales agreements between DORMA and the client Emaar Properties PJSC, Dubai, provide for the supply of a range of items including door closers, panic exit devices and lever handles for the soaring skyscraper now under construction.

Also selected was a special bespoke door lever handle, to be supplied by DORMA subsidiary OGRO of Velbert/Germany, which was originally designed and applied for the Armani Hotel in Dubai.

"At over 700 metres, Burj Dubai will not only be the tallest building in the world but also one of the biggest projects in DORMA's history," commented a delighted DORMA CEO, Dr. Michael Schädlich.

So far the building has reached 'a mere' 330 metres, corresponding to its 95th floor (over 160 floors has been planned for).

DORMA was able to beat off some very strong competition to obtain this first batch of orders for the prestigious project, an achievement that further underlines its credentials as a



Reach for the sky:
DORMA scoops a major contract to supply product into the world's tallest skyscraper.

single-source supplier of products, systems and services. DORMA also offers the significant benefits of an international network of subsidiaries offering essential expertise at the local level.

About the Burj Dubai

This amazing building will house a hotel (up to the 39th floor), a large number of luxury apartments (up to floor no. 108) and several impressive office complexes (up to floor no. 153). The scheduled completion date is the end of 2008, giving a construction period of just 47 months. The building's footprint at ground level measures around 280,000 square metres. The cost of the project is said to be about US\$876 million.

DORMA raises the bar in 'Rack & Pinion' closers

Two of DORMA's best-selling door closers, the TS 73 and TS 83 have been further developed to meet the changing needs of the market. These enhanced models – available from March/April 2007 – comprise the following specifications:

- All hydraulic valve positions moved to the face of the closer (previously TS 73 had these on the end of the body)
- 'Delayed Action' as standard on both TS 73 & TS 83 (previously not available in TS 73)
- TS 73 strength changes from EN2-4 to EN1-4

- TS83 strength changes from EN2-6 to EN3-6
- Uniform adjustment ranges 180°-15° & 15°-0°
- Arm configurations remain the same TS 73 –Threaded Arm & TS 83 Flat Form Arm
- Uniform body size 245Lx 46Dx 60H
- New body size retains standard DIN fixing pattern and position for both models

Please note, there is no change in the current pricing for these updated models. **For more information, contact Steve Piner on 09 573 1999 or email steve.piner@dorma.com.au**

All change



Kylie Reid

Continued business expansion at DORMA has resulted in the promotion of frontline star, David Gorny. Since the start of 2007, David has moved from his previous customer services / reception role to focus exclusively on door control specification, alongside Steve Piner.

Contact David on david.gorny@dorma.co.nz

Meanwhile, stepping into the role of lead receptionist is Kylie Reid (above), who joins DORMA with a wealth of experience in reception duties and accounting. She says: "This is an exciting opportunity. Being part of a team like DORMA allows me to grow professionally – with the support of great people."

Star Service



Ensuring automatic doors undergo regular maintenance will help increase longevity. A high-use door may open and close once a minute on average 365 days a year. That's half a million cycles of about two metres each, which means the door is clocking up more than 1,000 km! DORMA's highly trained Service division is available seven days a week and extends to other manufacturers' brands – not just DORMA. Call our service hotline 0800 788 688 for details.

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functional



New systems from Glas

Coming soon from DORMA Glas are two innovative and stylish products that will appeal to every interior design perfectionist.

Concealed for our cleanest look yet



VISUR creates a virtually invisible door for a perfect line of vision into and out of any room.

VISUR offers glass pivot doors free from fittings, delivering an elegant yet robust solution, clean lines, with maximum transparency and light. The complete absence of visible hardware creates a smooth, uninterrupted appearance: there are no components cluttering the outline of the door leaf. This patented design entails special glass 'tongues', carved as an integral part of the door leaf, which provide the top and bottom connections both beneath finished floor levels and within ceiling spaces. They are covertly clamped in the pivot assemblies – one in a floor-flush recessed casing and the other in a transom box containing the DORMA RTS85 Concealed Overhead Closer.

Satin style for new sliding door system

Derived from the immensely popular MANET Stainless Steel range of Sliding Door Hardware, but born from Aluminium - the new RSP 80 boasts a chic satin finish. The roller carriers enable the door to literally glide along the track, which features a rubber profile clipped into the aluminium rail for minimal operational noise and extra smooth travel. Adjustable stops limit door travel distance to the precise end points required.



RSP 80 – fast fixing and lightweight.

For more information, contact Darren Finlay on 09 573 1999 or email darren.finlay@dorma.co.nz

reliable



Door Control



Automatics



Glass Fittings and Accessories



Movable Walls