

**1908**

Stages of Development

**2008**

**DORMA**

**STORY**







**Dear Readers,**

Exactly 100 years ago, two pioneering spirits – our co-founders – planted a seed which today has grown into a fully fledged success story. Now, with this book, we would like to open the doors on each chapter of DORMA's history in order to provide you with a clear insight into our company in all its the multifaceted aspects.

In the mirror of time, we reveal the path that has taken DORMA to where it is today, negotiating all the highs and lows of socio-political development along the way.

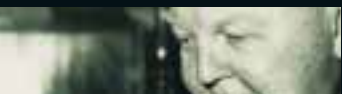
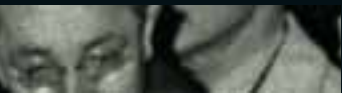
Now you too can be a witness of those times, reliving a story which we can proudly claim has been crowned with success – for our employees, for our partners, for our customers and for the DORMA brand.

Let the future come – we look forward to sharing it with you.

A handwritten signature in black ink, appearing to read 'Karl-Rudolf Mankel', written in a cursive style.

Sincerely yours,  
Karl-Rudolf Mankel

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# 1908–1945

## 1927

On May 20, 1927, the American mail pilot Charles Lindbergh took off on the first solo flight across the Atlantic. When he landed in Paris 33 hours and 29 minutes later, he was an international hero and the most popular man of the year.

Like most manufacturing companies, Dörken&Mankel KG was greatly dependent on the available technology. This is one of the first machines used in duplicate production at Dörken&Mankel KG.

# Learning to Walk.





**1.7.1908**

**Founding of Dörken & Mankel KG by Rudolf Mankel and Wilhelm Dörken on the Quabecke in Voerde.**

On July 1, 1908, Rudolf Mankel and his brother-in-law Wilhelm Dörken took a decisive step towards independence and founded Dörken & Mankel KG. Their search for a suitable production site ended when they found an old vacant smithy for rent located on the Quabecke in Voerde.



Rudolf Mankel Sr.



**Production of spring hinges and cut thread screws.**

The start-up capital of 8,500 reichsmarks came, mostly, from the founders themselves. Rudolf Mankel had heard of the double-action spring hinge, which was widely used in the United States, and believed that it could also be successful on the German market. So the two founders decided to make this their main product. To have a second source of income for the company, it was also decided to manufacture cut thread screws. During this early phase, it became clear that the two co-founders had talents in differing areas. While Wilhelm Dörken looked after the administrative side of the business, Rudolf Mankel devoted himself to the actual craft. In so doing, he himself always demanded the highest quality in his products, thus helping the company to quickly expand its clientele. The principle that already applied then – “better to sell the best at a good price than to disappoint customers” – was to have a strong influence on the future development of the company.

1908

**Founding of Dörken & Mankel KG.**

Advent of the Model T Ford heralds the beginning of assembly-line mass production in the automotive industry.

1909

1910



On December 14, Roald Amundsen and four companions become the first humans to reach the geographic South Pole.

1911

1912



Employees in the first  
production building  
of Dörken & Mankel KG  
on the Quabecke.

**1913**

**Move to the present site as the old smithy had become too small.**

By 1913, the company had grown to such an extent that a larger site and building were needed. A new location was found in Breckerfelder Strasse in the town of Ennepetal.

The new single-story structure (500 m<sup>2</sup>) housed a punching shop, a printing shop, a grinding room, a galvanizing unit, a paint shop and a packing room.



**Production of double-action spring hinges, heel springs and cabinet sliding door gear.**

As the company grew, so did the product range. Heel springs, cabinet sliding door gear and running gear for sliding glass doors were added.



1913

Move to the present site as the old smithy had become too small.

1914

Production at DORMA continues through World War I.

1915

1916



The theory of relativity by Albert Einstein is published on March 20 in the scientific journal "Annals of Physics" in Berlin.

1917

The Pulitzer Prize is awarded for the first time.

1918



**Rudolf Mankel is drafted. His brother-in-law keeps the company going.**

Dörken & Mankel KG continued to operate through World War I. Although Rudolf Mankel was conscripted, production was maintained under the management of Wilhelm Dörken with the help of some skilled teenagers.

**First expansion.**

In 1919, after the end of the war and the return of Rudolf Mankel, the building in Breckerfelder Strasse was enlarged for the first time by 400 m<sup>2</sup> to enable the company to meet growing demand.

**Businessman Ernst Hackenbroich begins his trips abroad for the company. This leads to the first export orders.**

Those years also saw the company take its first steps in what had hitherto been uncharted waters: exporting. With the help of businessman Ernst Hackenbroich Dörken & Mankel KG's products also became known outside the country. On his numerous trips, Hackenbroich established many new, long-term business contacts. The outstanding quality of the products proved to be the most important selling proposition. It was these international customers, in particular, who, through their payments in hard currencies, helped the company to survive the years of hyperinflation more or less unscathed.

**Construction of a transformer building and three new sheds.**

The continued growth of the company's customer base soon made further additions to the plant inevitable. In 1923, three new sheds and a transformer building were built.

1914–18

1919

1921



1923

1919

First expansion of premises.



In Weimar (Germany), Walter Gropius founds the Bauhaus design studio, an avant-garde movement famed for its classic modernism.

1920

1921

Businessman Ernst Hackenbroich begins his travels abroad as the company's foreign sales representative.

1922

1923

DORMA builds a transformer house and three further sheds.

The first "talkie" – talking movie – celebrates its première.



**1927**

**The DORMA trade mark is officially registered with the Patent Office.**

A short, easy-to-remember name was needed for the company's products. In the early '20s, the brand name DORMA was created from the company name Dörken & Mankel. On December 21, 1927, it was officially registered with the Reich Patent Office. However, the corporate name Dörken & Mankel was to be retained until well into the '70s.

1924

1925

1926

1927

1928



Josephine Baker makes the Charleston dance popular in Europe.

**Official registration of the DORMA trade mark at the Patent Office.**

# DORMA

1929



The first presentation of the Oscars takes place in Los Angeles on May 16.

1930

1931



Inaugurated on May 1, the Empire State Building replaces the Chrysler Building as the world's highest skyscraper.

1932



1933

DORMA celebrates  
its 25<sup>th</sup> anniversary.

1934



On May 26, the first diesel-operated locomotive, the Pioneer Zephyr, takes 13 hours to make the trip from Denver to Chicago, reaching a maximum speed of 181 km/h.

1935





### Celebrating 25 years.

1933

On July 1, 1933, Dörken & Mankel KG celebrated its 25<sup>th</sup> anniversary. A quarter of a century after its establishment, the company's workforce had grown to almost 40, and Dörken & Mankel KG had become a medium-sized enterprise. Index springs and regulating valves were now added to the product range.



In 1934, the new shipping department was built perpendicular to the sheds but retained the old name of "packing room".

1934

**1936**

**The Mankel family acquires Wilhelm Dörken's share of the company; he retires for personal reasons.**

The year 1936 was especially significant in the company's history. Wilhelm Dörken retired for personal reasons. His interest was acquired by the Mankel family. Rudolf Mankel was now solely responsible for running the company.

**1939**

**Construction of a new office building.**

**1941**

**Rudolf Mankel Jr. takes over as managing director.**

**1939–45**

**During the Second World War, Dörken & Mankel KG was obliged to switch production to machine parts for the armaments and aircraft industry. The German armed forces established a test centre within the plant.**

With the start of the Second World War, Dörken & Mankel, like so many engineering firms, was obliged to manufacture defence components for the Third Reich. Supplying machine parts for the armaments and aircraft industry dominated the production activities of the company and gradually took over all of its resources, including its apprentices' workshop.

The factory itself survived the air attacks undamaged. However, in the months that followed capitulation it suffered from looting, ransacking and destruction. It was not until the end of the year that clearing work could begin. However, because the office building continued to be used as a military hospital until the spring of 1946, and Villa Mankel (the Mankel family residence) was being used to house doctors and hospital staff, production remained at a standstill for almost a year. During this period, the Mankel family lived in the plant together with the family of the then production manager Adolf Dörken.

1936

The Mankel family acquires Wilhelm Dörken's shares in DORMA.

1937



Opening of the Golden Gate Bridge in San Francisco, USA.

1938

The Bugatti model 57G wins the 24-hour Le Mans endurance race.

1939

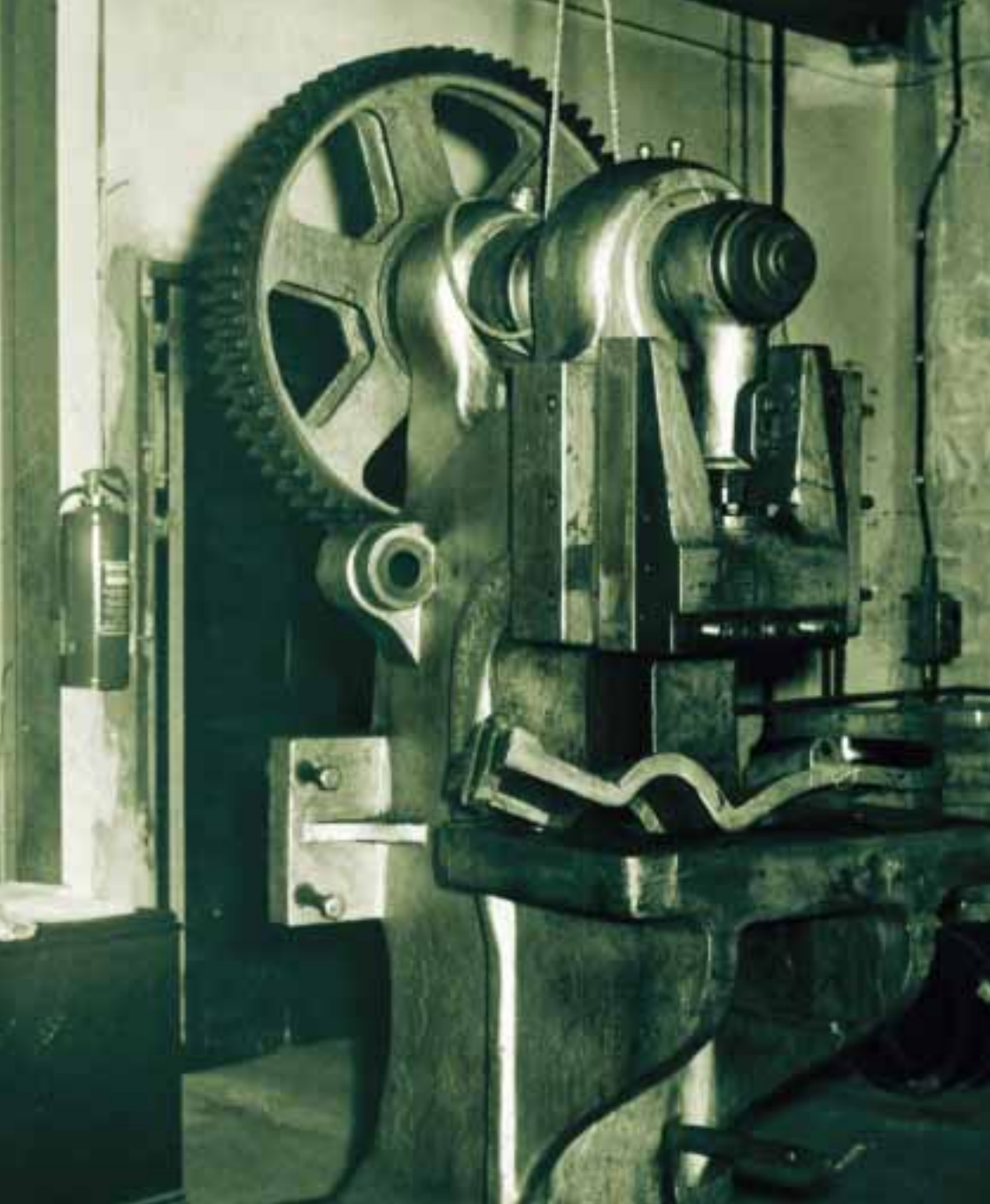
Construction of a new office building.

From 1939 to 1945, Dörken und Mankel KG are required to manufacture machine components.

1940

The Guggenheim Museum, New York, is inaugurated. Architect: Frank Lloyd Wright.

# Formative Years



Eccentric press for making semi-finished products.

1941

Rudolf Mankel Jr. takes over as managing director.

1942

1943

The first edition of Antoine de Saint-Exupéry's tale of "The Little Prince" appears in New York city.

1944

1945



Signing of the United Nations Charter in New York.

1908–1945





# 1946 – 1952

The collapse of the German currency made a reform necessary to revive the country's economy and boost production. Despite the opposition of the Soviet military government, the revaluation took place as planned on June 20, 1948.



The “Mekanik” construction kit was the only toy produced by Dörken & Mankel KG.

# A New Beginning.



1946

**Production is resumed following the end of the occupation of the company and the Mankel family home.**

Dörken & Mankel KG, under the direction of Rudolf Mankel Jr. since 1941, was one of the first companies in the area to receive the coveted permit from the occupying powers to resume production. Creativity and flexibility were now required. Along with the normal products (spring hinges, door springs and cabinet sliding door gear), the available materials and machines were used to manufacture plumb bobs, brass ashtrays and oil seed rape mills.



**A metal construction kit, initially for a major customer, was soon being produced for general sale.**

It was at that time – the workforce had again risen to almost 100 – that the “Mekanik” metal construction kit was developed. Manufactured initially for a major customer, it was soon produced for general sale. By the time production ceased in 1961 due to the growing number of competing products such as “LEGO”, further diversification of this product line had led to numerous variations of the basic set.

**A second line is launched with the development of semi-finished products for the radio and television industry (e.g. loudspeaker cones).**

1947 saw the addition of so-called semi-finished products to the traditional building hardware lines. These were punched parts for the radio and television industry. Loudspeaker cones and radio and TV chassis were initially the most important products in this field. As technical development progressed, anti-implosion frames for television tubes and shielding caps for colour TV sets were manufactured. Many big-name companies in the television industry such as Telefunken and Grundig bought their products from Dörken & Mankel KG. In the end, the company practically had a monopoly in this area with an output of 5,500 units per day.

1946

Production is resumed following the end of the occupation.

1947

The “Mekanik” metal construction kit is produced.

A second source of income is established with the development of semi-finished products for the radio and television industry, and also metal construction kits.

1948

1949



An American Boeing B-50 completes the first non-stop circumnavigation of the world.

**1950**

**In 1950, Dörken & Mankel KG entered the segment in which today it is the world market leader: the door closer business.**

Although door closers had found increasing use in the USA in the '30s, they were not introduced in Europe until after the Second World War. A Swiss engineer named Murbach offered DORMA an overhead door closer for production which, after some modification, was marketed as the TS 50. This first model, however, had a certain sluggishness and lack of reliability and only about 5,000 were sold.

**Construction of an iron warehouse, a galvanizing shop and a spot-welding shop.**

**1950**

**Entry into the door closer business.**

**DORMA builds an iron warehouse, a galvanising shop and a spot-welding shop.**

**1951**

The first TV show in colour is broadcast in the USA.



**MONTAGE-BEISPIELE TS 50**

Abb. 1

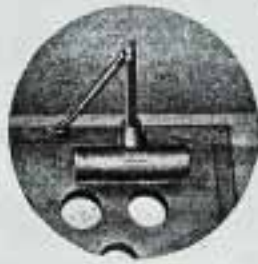


Abb. 1a

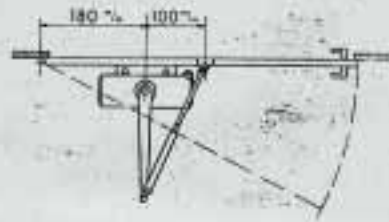


Abb. 7

Abb. 13



**NORMAL-MONTAGE**

Abb. 2



Abb. 8

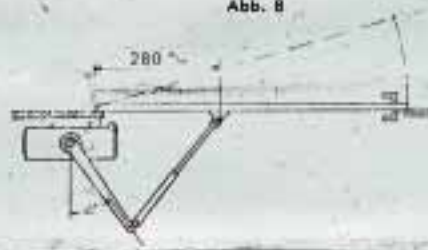


Abb. 13



**SEITLICH AUF RAHMEN**

Abb. 3



Abb. 9

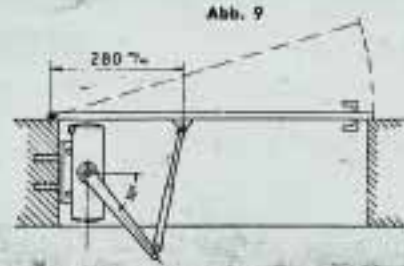


Abb. 14



Abb. 13



**IN LEIBUNG**

Abb. 4

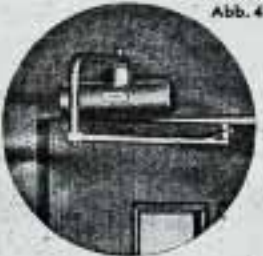


Abb. 4a



Abb. 10

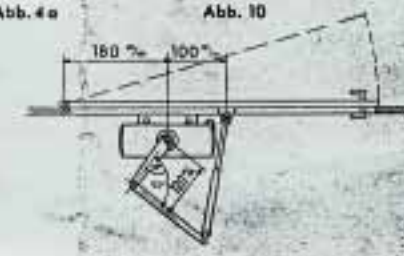


Abb. 15



GH-60

**MIT GEKROPFTEM HEBELARM GH-60**

Abb. 5



Abb. 11

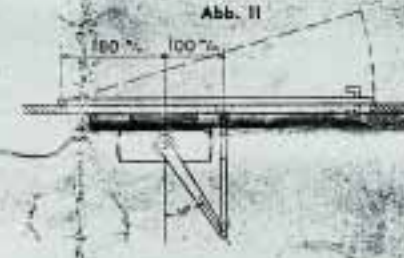


Abb. 16



FK-61

**MIT FLACHKONSOLE FK-61**

Abb. 6



Abb. 12

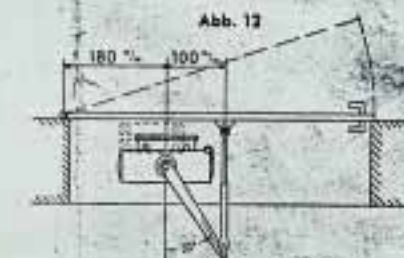


Abb. 17



WK-62

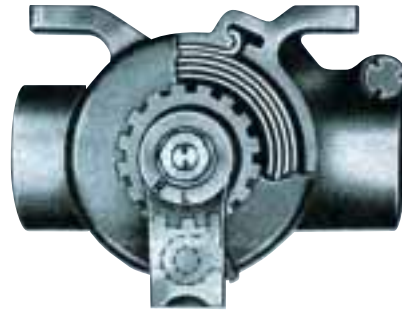
**MIT WINKELKONSOLE WK-62**

The TS 50 was the first product in a segment in which DORMA today is the world market leader.

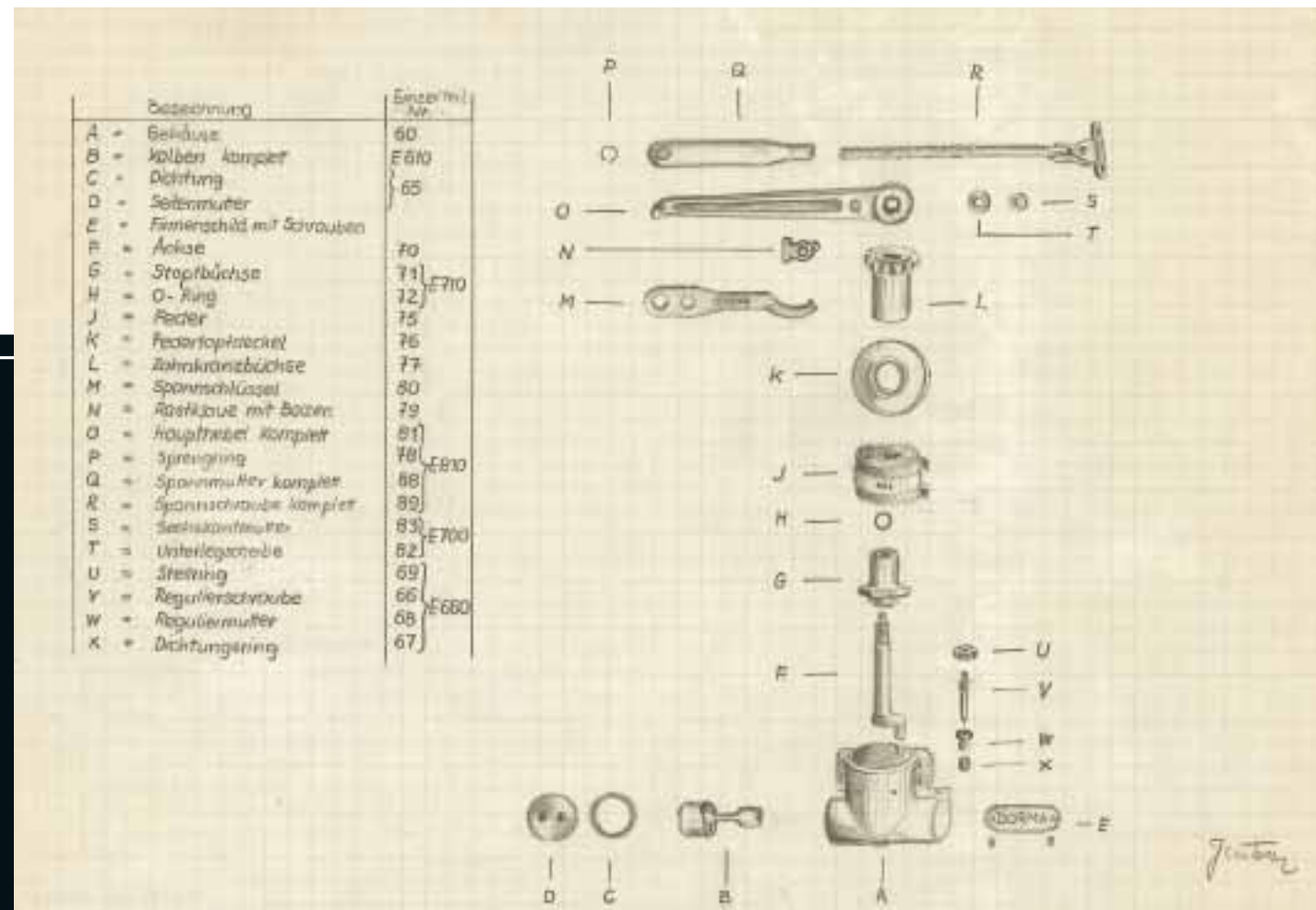
1952

Production of the TS 52; the technology is based on an American system developed in 1898. The TS 52 sells exceptionally well.

Rudolf Mankel Jr. persevered in seeking a solution that was commensurate with the company's quality standards. He found it in a tried-and-tested door closer system that had been invented by a Mr. Blount in 1898 and since then had enjoyed widespread application in the USA. This mechanism was used in the production of the TS 52. The new model proved a runaway success, and its growing popularity was reflected in steadily rising production figures.



Components of the TS 52. Free-hand drawing by the then Head of Development Dietrich Jentsch.





Thanks to its stability and durability, the TS 52 can still be found on many doors today.

#### **Introduction of comprehensive fringe benefits.**

Production was not the only thing to increase. The fringe benefits available to employees – the workforce had now grown to almost 300 – were also steadily improved. The company had already followed the practice of sending the entire workforce on holiday, transporting them in company-owned vehicles to nearby recreational areas. As early as 1952, employees were given a holiday bonus as well as a generous pension.

In paying its employees a fixed sum, the company endeavoured to accommodate the growing desire for individual holidays. The other fringe benefits granted by the company included the payment of a Christmas bonus, financial assistance in autumn to stock up for the winter (potatoes, coal etc.), sick pay, plus numerous outings for apprentices and also employees celebrating service anniversaries.

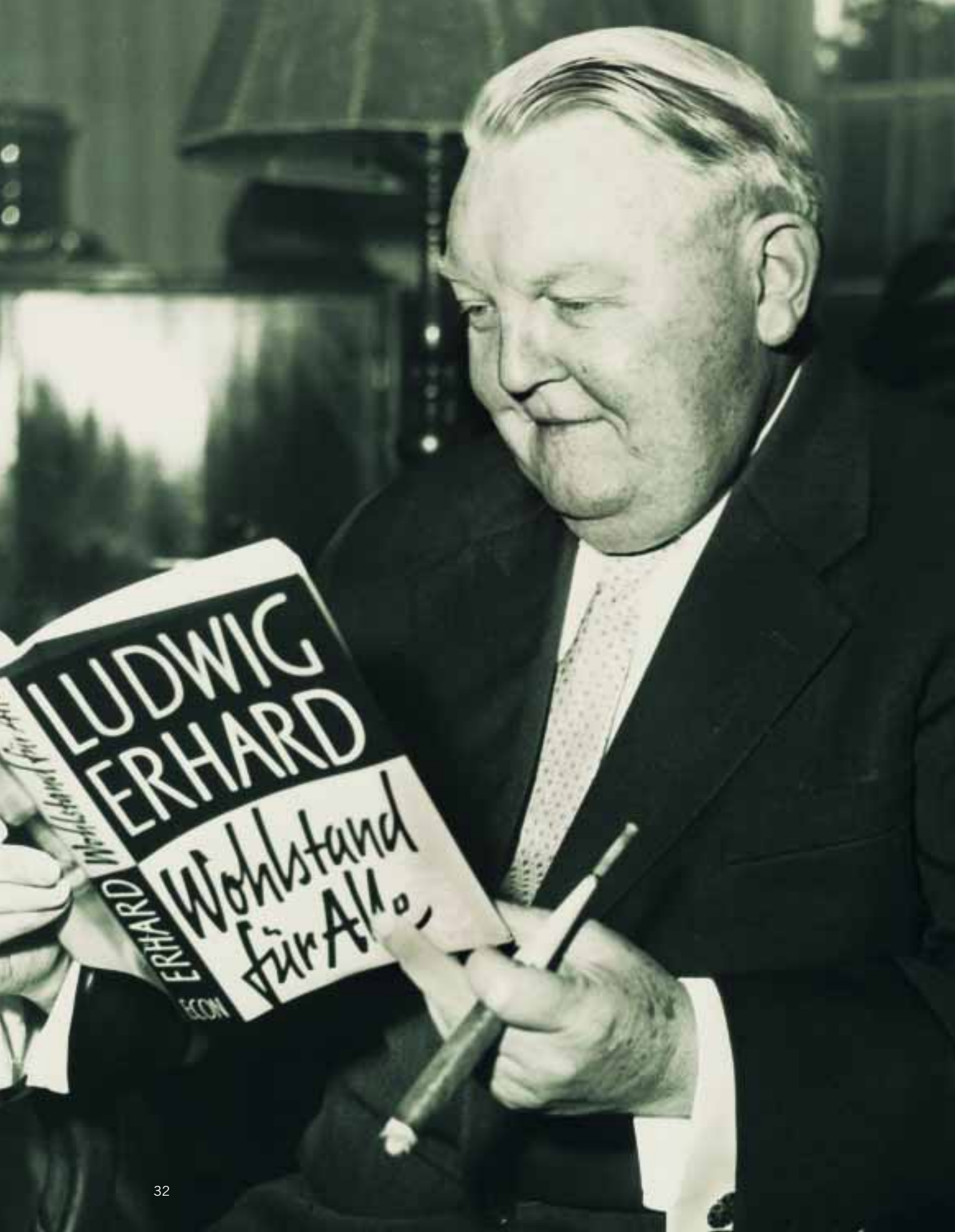
1952

Production of the TS 52.

Introduction of a comprehensive social welfare system.

1946–1952





# 1953–1965

No other politician is associated with the “Wirtschaftswunder” as frequently or intimately as Ludwig Erhard. On October 16, 1963, the long-serving Economics Minister was elected to succeed Konrad Adenauer as Chancellor.

Technical advances also led Dörken & Mankel KG to move more and more towards mass production. This was urgently needed in order to meet the growing demand.

# Coming of Age.



**1954**

**Addition of a storey to the south wing.**

By the mid-'50s, the initial successes in the door closer business together with the high sales figures for semi-finished products again made it necessary to enlarge the plant. A new drying oven and the galvanising department, for which a detoxification plant was installed at the end of the decade, were accommodated by adding a further storey to the south wing. A raw materials warehouse with a full-sized basement was built in 1956, making the company more independent of suppliers and delivery dates.

**1954 – 55**

**Start of production of the first floor springs.**

Following its successful entry into the door closer business (in 1954/55, the first floor springs were added to the range under the name BTS 500), Dörken & Mankel KG sought further ways to optimise its existing door closer system. Up to then, the company had utilized the ideas and experience of others, but by the late '50s, it became apparent that, with the know-how it had acquired, it could now commercialise and market a development of its own.



**1953**

New Zealander Edmund Hillary and Sherpa Tenzing Norgay conquer Mount Everest.

**1954**

**Addition of a storey to the south wing.**

**1954 – 55**

**Start of production of the first floor springs.**

Germany wins the football World Cup in the "Miracle of Bern".

**1955**



The Citroën DS is presented at the autumn Paris Motor Show.





**1958**

**Production of the TS 58, a new type of door closer (first low-profile design).**

In 1958, the year in which Dörken & Manke KG celebrated its 50th anniversary, a door closer was developed which combined truly compact dimensions with a constant closing force: the TS 58. This closer was to remain in production until 1983.

**50th anniversary.**

**Installation of modern production plant.**

**Death of Wilhelm Dörken.**

1956

1957



In New York, Leonard Bernstein's musical "West Side Story" hits Broadway.

1958

**Production of the TS 58 – a new type of door closer.**

**50th anniversary.**

**Installation of modern manufacturing facilities.**

**Death of Wilhelm Dörken.**

**1959**

**Death of Rudolf Mankel Sr.**

**1961**

**Production of the TS 59, an improved version of the TS 58 that is still being made today.**

Technical modifications in 1961 led to the development of the improved TS 59 (the designation TS 61 had already been given to the floor spring developed in the same year, the BTS 61). A workforce that had tripled since the end of the war helped this compact door closer to hold a dominant position in the market for decades. Its quality and reliability made it a big hit with sales reaching previously undreamed-of dimensions.

**1961**

**Creation of the DORMA Crown by graphic designer Alfred Schmidt from Wuppertal.**

At the end of 1961/beginning of 1962, the crown emblem still in use in modified form to this day was created. Together with the graphic designer Alfred Schmidt, the then managing director Paul Unterberg developed this symbol, which from then on was to function as a prime and instantly recognisable DORMA identifier.



1959



The Austin Mini heralds the advent of the compact car.

Death of Rudolf Mankel Sr.

1960



John F. Kennedy is elected president of the USA.

1961

Production of the TS 59.

Development of the DORMA Crown.



1961

**The production of metal construction kits and of some semi-finished products is discontinued for economic reasons. Dörken & Mankel KG refocuses on its core architectural hardware products.**

It soon became apparent that the space problem was becoming too big to be resolved through the enlargement of existing buildings. Consequently, a whole new shed complex was erected in 1958. This was built parallel to the south wing and housed the production of semi-finished products.

It was not possible to increase production with the workforce available. The fact that the potential manpower resources in the vicinity had been depleted made it necessary to seek other recruitment possibilities. Bussing workers to Ennepetal from the Ruhr district using company transport proved to be a good solution. Workers were also found for the production lines from neighbouring European countries. Adolf Dörken, then plant manager, even went as far as Yugoslavia and Italy to recruit skilled workers for the production processes in Ennepetal. Many of them found a new home in the workers' accommodation erected by the company in the early '60s.



BTS 61/62 floor spring.

1961

**Dörken & Mankel KG refocuses on its core architectural hardware products.**

**Manufacture of the BTS 61/62 floor spring.**

1962



The première of "Dr. No" heralds the start of the James Bond franchise, the most successful in the history of the cinema.

**Production of automatic operators.**

1963

**Production of anti-implosion frames.**

## Production of automatic operators.

The production range also underwent changes in the '60s. In 1961/62, the second generation of floor springs, the BTS 61/62, was introduced. They represented a significant improvement compared with the first series BTS 500. A high degree of functional safety quickly spread the product's fame and boosted sales.

1961–62

## Production of automatic operators.

1962

## Production of anti-implosion frames.

1963

## Construction of a central fuel oil storage facility and erection of a new production building for floor closers.

1965

More building activity followed in 1965. Along with the erection of a central fuel oil storage facility, a completely new building was constructed for the production of door closers, as every last corner of the existing production areas was already in use. What were then ultramodern processing machines and assembly line workstation facilities were installed in the new building. The paint shop, packaging department and a large storage room were accommodated in the basement.

1964



Cassius Clay becomes the new heavyweight boxing champion of the world.

1965

Construction of a central fuel oil storage facility.

Construction of a new production building for door closers.

1953–1965

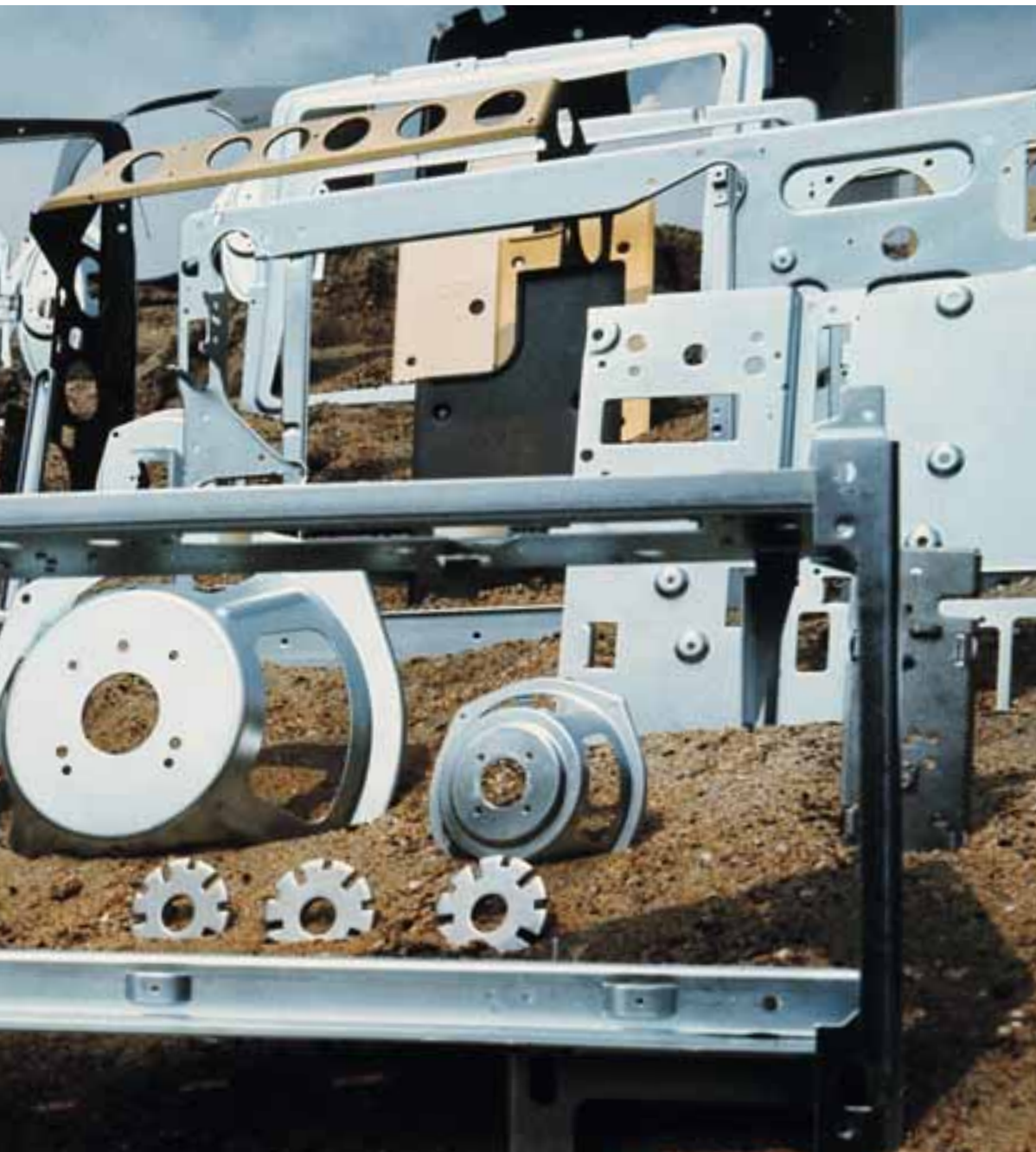


# 1966–1977

July 16, 1969 saw the launch of Apollo XI. It was to take human beings to the moon for the first time in history. The capsule made a successful landing on the evening of July 20<sup>th</sup>, and on the morning of July 21<sup>st</sup> came the historic moment: Neil Armstrong became the first man to set foot on the moon.

Before focusing on its core business, door hardware, Dörken & Mankel KG also manufactured a wide variety of parts for the radio and television industry.

# Progress Has a Name.





1966

**Development of a special closer with a rack and pinion mechanism for the USA. The TS 66 aluminium closer was subsequently sold in other English-speaking countries.**

1966 saw the advent of another product innovation: the TS 66 aluminium closer. This unit, fitted with a rack and pinion mechanism, was developed specifically for the American market to satisfy the needs of customers there. Originally designed specially for an American customer, the RTS 69 transom closer was also based on an American idea. Because of the door width for which it was conceived, however, it became very popular in both the USA and in the UK.

With this, the history of the company in a way came full circle. The USA, from where the idea for the door closer had made its way to Ennepetal, was becoming one of the most important export markets for Dörken & Mankel KG.

**Development of products for “preventive fire protection”.**



1966

**TS 66.**  
Development of a special closer with a rack and pinion mechanism for the USA.

Development of products for preventive fire protection.

1967



The keyboard becomes the standard data input device for computers.

1968

Construction of a Dexion rack stacking system.

Production of shielding caps for the new colour TVs.

Building of a new pressing shop and automatic lathe facility.

Foundation stone laid for the new administration building.

**Construction of a Dexion rack stacking system.**

The company continued to invest in its facility. The storage facility was modernized. A Dexion rack stacking system now ensured quick access to the required materials.

From 1968 on, an on-site incinerator also made it possible to dispose of waste on the premises. A new building was erected soon afterwards at the south end of the property.

**Production of shielding caps for the new colour TVs.****Building of new press shop and automatic lathe facility.**

There were still two major projects to be completed. A whole new building was to be erected to accommodate the press shop and the automatic lathe facility. With the help of an architect's office in nearby Gevelsberg, Dörken & Mankel KG found a way to avoid disrupting production that was as simple as it was ingenious. The new structure was built around the old sheds with the supports for the new roof construction being put in place at the weekends so that the roof could then be laid. This made it possible to complete the project during works holidays. The old sheds were torn down and the exterior walls of the new building completed.

**Laying the foundation stone for a new administration building.**

Another important decision was to erect a new office building. Because as production grew so did the number of administrative personnel. Consequently, the foundation stone for a new high-rise admin building was laid in 1968.





1969

**Grand opening of the new high-rise office building.**

The new administrative building was ready for occupancy in September 1969. Now the admin functions enjoyed the same standard that production at Dörken & Mankel KG had already achieved. Large offices, conference and meeting rooms along with a splendid reception area characterised the imposing new structure. An exhibition area displaying all the products manufactured by Dörken & Mankel KG was also included.

**Start of electronic data processing.**

In addition to these new buildings, there were also technical innovations within the company. A modern telephone system for internal and external calls was installed. The age of electronic data processing within the company was also launched with the advent of the Kienzle 6000 magnetic ledger card computer, which was used for all bookkeeping and payroll accounting functions.



1969

Grand opening of the new high-rise office building.

Inception of electronic data processing.

Expansion and refurbishment of the welfare building ("Long House").

1970

Dörken & Mankel KG becomes DORMA GmbH + Co. KG.

The Beatles announce that the band is breaking up.

1971

### Expansion of the welfare building (“Long House”).

The “Long House” which was vacated when the new office building was occupied, was also modernized and enlarged. A generously proportioned new employees’ canteen was created upstairs, while lockers and washrooms for the workers were installed in the basement. In addition, a ballroom fitted with high-quality wood panelling and carpeting was built and used from then on for many festive occasions. These projects concluded the large capital spending programme carried out in the second half of the ‘60s.

### Dörken & Mankel KG becomes DORMA GmbH + Co. KG.

The far-reaching changes in the company’s structure – the workforce had grown to 600 and annual sales had reached 50 million marks – necessitated a change in its legal form. To better meet the challenges of the future, the name was changed in 1970 to “DORMA Baubeschlag GmbH + Co. KG”. Dörken & Mankel KG was also retained and until 1993 functioned as lessor of the buildings and machinery. Thus, the link was made between the corporate name and the trademark DORMA that had been in use since 1927.

Karl-Rudolf Mankel, representing the third generation, joined the company in 1970. Ten years later, he assumed sole responsibility and played a major part in the global development of DORMA GmbH + Co. KG.

### Start of production of the TS 73, the first door closer in Germany for preventive fire protection to be manufactured with third-party quality surveillance.

The very first door closer to be developed after the change of name, the TS 73, was to become an absolute hit, for it was a real innovation in the field of “preventive fire protection”. With its interchangeable face plate, concealed fixings and compact dimensions, it started a whole new generation of door closers. These qualities pushed sales of this attractively designed door closer to magnitudes of millions of units.

In 1976 and 1980, improvements were made to the basic TS 73 model by adding first an electro-magnetic hold-open, and then an electro-magnetic hold-open with integrated smoke detector. Through these developments and the production of the BTS 74/75 floor springs, a lead of several years was gained over the competition.

1970

1973

1972



Mark Spitz wins seven swimming gold medals at the Munich Olympic Games, setting a new world record in each event.

1973

Start of production of Germany’s first door closers for preventive fire protection (TS 73) with manufacturing subject to third-party quality surveillance.

Opening of the Sydney Opera House, one of the most striking buildings of the 20th century.

1974



The Swedish pop group “ABBA” wins the Eurovision Song Contest with “Waterloo”.

**1975**

**Investment in ELDOR leads to start-up of automatic door production.**

The product range was again expanded in the mid-'70s. An investment in the firm ELDOR enabled DORMA to add automatic doors to its portfolio.

**1976**

**Glass door hardware and accessories are added DORMA's product range.**

The company entered the field of glass door hardware and accessories in 1976. To lend greater weight to this sector, the subsidiary DORMA-Glas was established one year later in Velbert-Heiligenhaus.

Once again, construction in Ennepetal became unavoidable. Initially, a high-bay warehouse was planned in order to make the best use of the property. However, the authorities refused to grant permission for this idea, and so a normal factory building was erected in 1977. From then on, it accommodated the warehouse and the shipping department.

This brought the major capital spending projects of the last two decades to an end. Whereas the building in the '60s was attributable to the generally favourable economic climate, by the mid-'70s it was clearly more the result of long-range planning and a continuous commitment to development. At a time when many companies were forced to reduce capacity and even lay off workers in many places, the words consolidation and rationalisation took on a different meaning at DORMA. By handling its many enquiries more efficiently, the company was able to withstand the pressure of costs. Thus, no one was made redundant, and the number of employees remained steady.

**1975**

**Start of production of automatic doors through acquisition of a participating interest in ELDOR.**

**1976**

**Glass door hardware and accessories become part of the DORMA range.**

Entry into service of the supersonic passenger airliner Concorde.

**1977**

**Establishment of the subsidiary company DORMA-Glas responsible for the production of glass door furniture and fittings.**

**Establishment of the first foreign sales subsidiary: DORMA France.**

Establishment of the subsidiary company DORMA-Glas responsible for the production of glass door furniture and fittings.

1977

Establishment of the first sales company abroad: DORMA France.

In order to remain competitive in the future, a number of further major decisions had to be made. Exports, which had always been important for the company, had to be given greater backing. To make DORMA products available to a wider circle of customers, it was decided to “go local”. The establishment of a sales subsidiary in France in January 1977 was the first step towards a worldwide presence.

It would take up too much space to list all the companies that have been integrated into the DORMA Group to date. From now on, therefore, we will mention only the most important changes in our corporate structure.



DORMA-Glas,  
Bad Salzuflen site.  
Situation in the '90s.

1966–1977





# 1978–1999

As ever more powerful computers and other modern means of communication are developed, the world is gradually becoming smaller. Information and data from all corners of the earth are becoming weapons in business competition. Man's mobility is no longer limited, any place in the world can be reached within 24 hours.

DORMA can be found wherever high standards and adaptability are in demand – such as here in the Hong Kong Convention & Exhibition Centre.



# Unlimited Growth.





1978

**Establishment of international production facilities.**

New sites were opened in the form of not only sales subsidiaries but also production facilities. Once again, DORMA demonstrated its far-sightedness: the first production plant abroad, DORMA Singapore, was set up in 1978 in one of the fastest growing regions in the world, to produce the TS 73 and TS 83 door closers. It was now possible to extensively supply the Pacific market.

Two years later, a production facility was acquired in Reamstown, Pennsylvania, with the aim of increasing sales of DORMA products in the USA.

The new subsidiary joined the Group as DORMA Door Controls Inc. DORMA products supplemented those of the former Reading Closer Corporation and enhanced their standing. In this way, DORMA was able to establish itself as a door control specialist on the North American market as well. In 1984, a third overseas production facility in the form of DORMA Sistemas de Controles para Portas in São Paulo, Brazil, further strengthened the company's international presence. From there, cheaper mass-produced closers were to conquer the South American market.





1978

Establishment of international production facilities in Singapore (1978), the USA (1980) and Brazil (1984).

1979

The first World Climate Conference is held in Geneva, Switzerland.

1980

1981



The compact disc (CD) is presented at the Berlin Radio Exhibition and quickly replaces the vinyl version.

**1982**

**1982 saw a reworking of the DORMA Crown, with the new design still today symbolising the DORMA brand.**

**ELDOR business operations taken over as the DORMA Automatic division.**

In 1982, the business operations of ELDOR were taken over completely. In 1985, the portfolio was further expanded through the addition of "tormatic" products for the gate operator market.

**1982**

**Redesign of the DORMA Crown to create the modern form seen today.**

**The ELDOR business is taken over as DORMA's Automatic division.**

Promoted by Jane Fonda, aerobics conquer the world.



**DORMA**



Situation in 1982/83

1983

DORMA acquires a global presence.

1984

Establishment of a production company in São Paulo, Brazil.

Launch of the Renault Espace heralds the era of the MPV in Europe.

1985



At just 17 years of age, Boris Becker becomes the first German to win the tennis Grand Slam in Wimbledon, England.

**DORMA's presence worldwide.**

The number of sales offices worldwide has been significantly increased since the early '80s. Full coverage has been achieved in Europe, and skilled personnel from the DORMA Group can now be found on four continents.

**1983**

**Establishment of a production company in São Paulo, Brazil.**

DORMA Sistemas de Controles para Portas, our third overseas production company, served to further strengthen the worldwide presence of DORMA with competitively priced mass-produced closers conquering the South American market.

**1984**



**1986**

**Start of production of a new generation of door closers: TS 93 and ITS (ITS 86 with rack and pinion mechanism).**

Launched in 1986, the TS 93 system represented a quantum leap in closer technology. It also offered extensive modularity with numerous variants available as adaptations of the basic design. This met customer requirements for a wide range of application capabilities without the need to stock large numbers of different products.

**The Automatic division moves into spacious production premises in Ennepetal.**

Once again, it became necessary to enlarge the company's headquarters in Ennepetal. In 1986 a large new building was erected for the production of complete door systems. This made it possible for the Automatic division to move into spacious production premises. A large canteen and an impressive ballroom were also accommodated in the new building.

In addition, from 1987 on the ITS 86, a fully concealed door closer, was sold in co-operation with a Japanese firm. Due to technical circumstances, it was not until 1993 that this concept could be effectively developed to a new standard of excellence, using DORMA's own cam action technology to create the ITS 96.

**1987**

**Portfolio expanded to include "SRT" security and emergency escape hardware.**

**Transfer of DORMA-Glas production plant and offices to Bad Salzuffen.**

In the same year, a new production facility and offices were built in Bad Salzuffen, which took over production from DORMA-Glas, Heiligenhaus.





**Take-over of Otto Großsteinbeck GmbH, subsequently renamed OGRO.**

In 1988 the acquisition of door hardware supplier OGRO in Velbert further expanded the DORMA Group's product range. Additional corporate take-overs in the mid-'80s led to successful entries into the areas of hospital technology, security and information systems.

1988

**DORMA becomes one of the first door control companies to receive ISO 9002 certification.**

In 1989, DORMA was certified as complying with the international quality management standard ISO 9002. DORMA regularly adjusted to the standard as it was progressively revised and supplemented, e.g. in the area of service. Several of our production plants and subsidiaries also received certification during this time.

1989

The purchase of the Swiss company H. Baumgartner in 1990 gave DORMA not only additional market share but also an important and promising product group: manually and automatically operated revolving doors. Two years later, the product range for the American market was further extended through a corporate acquisition which added security fittings for emergency exits and escape route doors to the portfolio.

1986

Start of production of a new generation of door closers: TS 93 and ITS (ITS 86 with rack and pinion mechanism).

The Automatic division moves into spacious production premises in Ennepetal.

1987

Expansion of the product range to include "SRT" security and emergency escape hardware.

Transfer of DORMA-Glas production plant and offices to Bad Salzflen.

1988

Take-over of Otto Großsteinbeck GmbH, subsequently renamed OGRO.

1989

DORMA becomes one of the first door control companies in mainland Europe to receive ISO 9002 certification.

1990



Germany celebrates reunification.



**1991**

**Establishment of a production site in Germany's new states.**

The collapse of the Berlin Wall in 1989 opened up a new market for DORMA. In order to be active at the local level and to be accessible to customers, DORMA Land Brandenburg was set up in November 1991. This ensured a fast and efficient supply of DORMA automatic products to the newly created states in the east.

Having an international presence was becoming increasingly important. The opening up of the eastern European market was achieved through the establishment of numerous sales offices in this region. DORMA was now represented in Poland, the Czech Republic, Bulgaria, Latvia and many other states of eastern Europe.

**1992**

**Acquisition of a majority interest in CODIC GmbH of Deisenhofen, and its Integration into the SRT division.**

In 1992, DORMA acquired a majority interest in CODIC GmbH in Deisenhofen, and added that company to its SRT division.

**Construction of the Round House (new office building).**

Capital investments also continued to be made at the Group's headquarters. Construction work began the same year on a new office building, whose unique architecture was determined in a competition. Officially opened in October 1993, the so-called Round House provided working space for 130 employees, its design promoting communication and team spirit among the staff.

1991

Establishment of a production site in the state of Brandenburg in former East Germany.

1992

Acquisition of a majority holding in CODIC GmbH, Deisenhofen, and its subsequent integration within the SRT division.

Construction of the Round House (new office building).

1993

Production of the ITS 96. A revolutionary design with a heart-shaped cam and slide channel.

1994



The Eurotunnel between Calais, France and Folkestone, England, is completed.



No matter how unusual the architecture is, DORMA is able to provide the perfect hardware match - as was the case here in the Luth Building, Kuala Lumpur.

Production of the ITS 96. A pioneering design with a heart-shaped cam and slide channel arm assembly.

1993



**1995**

**Take-over of Friedrich R. Brumme GmbH, subsequently renamed DORMA Schlosstechnik.**

**Purchase of BWN Industries Pty. Ltd. in Hallam, Victoria, Australia.**

**Construction of an aluminium foundry in Malaysia.**

More investment followed in 1995. DORMA Schlosstechnik (DORMA Locks) came about through the take-over of Friedrich Brumme GmbH; in Australia the company expanded its presence through the acquisition of BWN; and in Malaysia work began on the construction of an aluminium foundry.



## **DORMA 2000+ Programme.**

To make the company strong for the future and to ensure continued steady growth, the DORMA 2000+ Programme was launched in 1996. This programme consisted of projects covering all areas of the Group such as sales, logistics, management, information processing and development, i.e. improvements extending across departmental lines. The common objective was to serve customers faster, better and more cost-effectively with attractive products and outstanding service.

**1996**

**1995**

**Take-over of Friederich R. Brumme GmbH, later renamed DORMA Schloss-technik (DORMA Locks).**

**Acquisition of BWN Industries Pty. Ltd. in Hallam, Victoria, Australia.**

**Construction of an aluminium foundry in Malaysia.**

**1996**



The Petronas twin towers in the capital of Malaysia, Kuala Lumpur, become the tallest buildings in the world with a height of 452 m.

**DORMA 2000+ Programme.**



1997

**Official opening of foundry in Malaysia.**

The number of locations worldwide also increased. 1997 saw the opening of the foundry in Malaysia, which primarily makes casings for the production plant in Singapore and certain OGRO products.

As part of the restructuring of the Swiss production and sales network, DORMA acquired a majority interest in Bischof, subsequently renamed DORMA Türautomatik AG, which is responsible for the production of HSW partitions (Horizontal Sliding Walls).

**Establishment of DORMA Door Controls India Pvt. Ltd.**

In India, DORMA Door Controls India Pvt. Ltd. was established and in the United Arab Emirates, DORMA Gulf Door Controls FZE. Both companies are responsible for sales and service of DORMA products.

**Introduction of teamwork in production.**

There were also further innovations at the Group's headquarters in Ennepetal. Teamwork was introduced in production in order to give the individual employee greater responsibility and independence through the elimination of hierarchies and broadening of work areas. In addition, the steps in production were made more transparent.

**Redesign of the TS 93.**

The immensely popular TS 93 underwent an extensive redesign, and new products such as sliding folding doors, curved sliding doors and the CS "Compact Slide" were introduced. The CS is famed for its reduced dimensions and its attractive design profile.

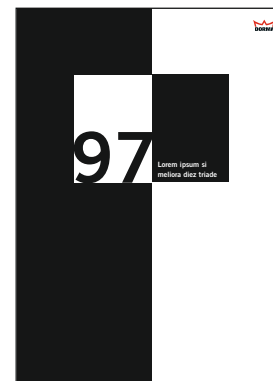
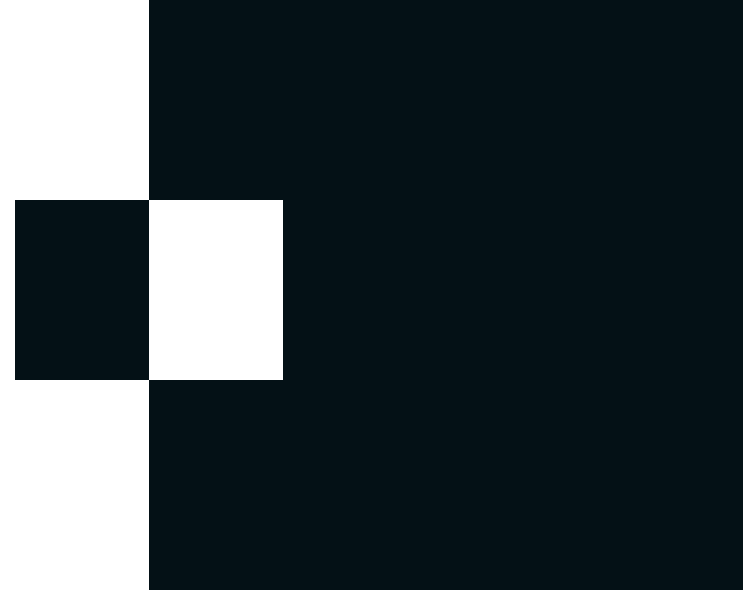
TS 93 door closer.



**Introduction of a unique and globally uniform corporate design.**

**The DORMA brand embodies the overall concept of “competence circling the door”. In order to give it a more forceful image in international competition, DORMA’s communications were given a new corporate design.**

The task was to design a typical, visual brand image that would convey DORMA’s overall concept, and that could also be used in a variety of communication media. This required an image that was as comprehensive as it was simple. The approach was to reduce everything to the essential. The basic idea of the new layout encapsulates the opening and closing of doors – precisely the function in which every DORMA product plays a part. This concept is realised in formal terms by opposing negative and positive rectangular panels – the “DORMECHANISM”. This clear language of shape underscores the high quality standards of DORMA products as well as the brand’s innovative strengths.



**1997**

**Official opening of the foundry in Malaysia.**

**Establishment of DORMA Door Controls India Pvt. Ltd.**

**Introduction of teamwork concept in production.**

**Redesign of the TS 93.**

**DORMA takes on a new corporate design.**

1998

**A new wave of opportunities.**

DORMA opens a new production centre in Suzhou, China.  
Launch of a new product family in the revolving door segment has just been completed.

**ISO 9001 certification.**

In February 1998, DORMA's ISO certification was extended to include ISO 9001, which includes the area of design control (development).

**Building extension for PQS.**

Further additions were made to the plant buildings. An extension that was completed in summer 1998 is for housing test rigs for the PQS department.

**Construction of new training centre (conversion of Villa Mankel).**

In view of the fact that in 1997 some 2,500 employees attended training seminars, the construction of a training centre constituted a sensible and necessary investment. For this purpose, the old Villa Mankel was converted and linked by means of an extension to the Round House. Along with various seminar rooms, the building would also contain an exhibition of the latest DORMA products.





#### **Service as a corporate philosophy.**

Quality and service have always been part of DORMA's ongoing corporate philosophy. All DORMA system components are thus subjected to a durability test prior to shipment – to guarantee the high quality standard of all products.

A dense dealer network with sales subsidiaries throughout the world ensures direct distribution and rapid logistics processes. Architects can consult local DORMA experts wherever they are. From advice through installation to maintenance and upgrades, customers can depend on a workforce that is always there to help.

The DORMA Customer Service department in Germany is the industry's largest. A support team is never more than 45 kilometres away and can provide assistance when an answering machine may be the only point of contact at other companies.

#### **DORMA equips the landmark Fairmont Dubai.**

A new landmark is being built in Dubai, calling for the highest international standards in terms of engineering, construction and fittings. DORMA products are the obvious choice as far as the door hardware is concerned. The range comprises KTC automatic revolving doors, CS compact sliding door operators, the concealed ITS 96 EMF overhead door closer at 32 locations, ED 200 automatic door operators for large and heavy doors in offices, EL 300 automatic door operators from DORMA BWN Automatics, Australia, for apartment entrances, fittings from DORMA Glass and sealing systems from GRAL for the 400-plus shower enclosures.

1999

Globalisation

1998

ISO 9000 series certification.

Building extension for PQS.

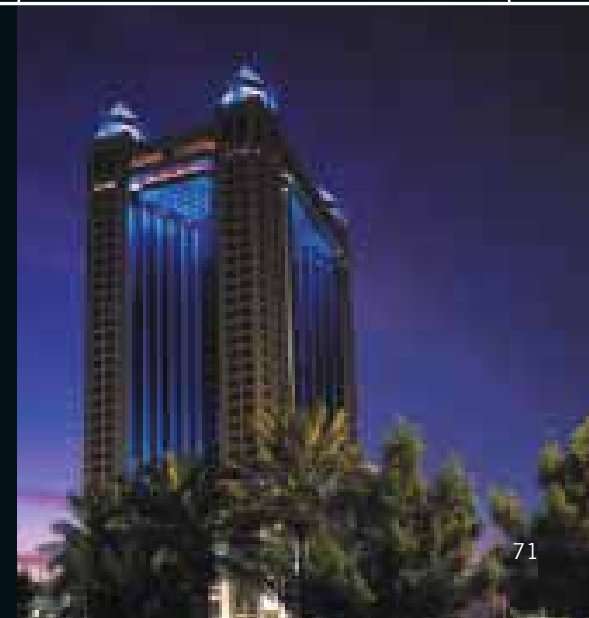
Construction of a new training centre (conversion of Villa Mankel).

Service adopted as a corporate philosophy.

The longest telephone cable in the world (17,000 km) – between Frankfurt and Singapore – is taken into service.

1999

DORMA equips the landmark Fairmont Dubai.



1978–1999



# 2000–2007

Mankind is on the threshold of the next millennium. How will the future unfold and what new technologies and discoveries lie before us? The answer rests with those who have the vision and those able to make that vision a reality.



DORMA made the new millennium its own – not least with respect to its business strategy – and, with a modified structure, established the ideal platform for visionary developments.

**Let the  
Future Come.**



2000

**Founding of DORMA Holding GmbH + Co. KGaA.**

DORMA kicked off the new millennium with a revised, modern and globally oriented management structure that included the foundation of the Group's umbrella company "DORMA Holding GmbH + Co. KGaA".

**New sales records mark the millennium.**

The success of the DORMA Group is also evident in its results. As the new millennium began, DORMA breached the sales threshold of one billion marks (DM). With around 4,200 employees, the company is the world market leader in door controls and closer systems. It has subsidiaries in 41 countries, other partnerships in 30 countries, and operates in a total of 130 countries.

**Establishment of the DORMA System-Partner customer loyalty programme.**

In establishing the DORMA System-Partner programme, DORMA made a clear statement in favour of cooperative partnerships with customers. The aim of the programme is to offer members active support in the market and to encourage dialogue and cooperation.



**Acquisition of MBB Gelma GmbH, Bonn.**

The acquisition of the specialists for access control and time recording – MBB Gelma GmbH, Bonn – allows DORMA to strengthen its business in these two areas and to provide digital, networked door solutions. The Security/Time and Access (STA) division offers all-round competence in the field of time management, access control and emergency exit and escape route technology.



2000

**Establishment of DORMA Holding GmbH + Co. KGaA.**

Sales revenues reach a new dimension with the start of the new millennium.

**Establishment of the DORMA System-Partner customer loyalty programme.**

**Acquisition of MBB Gelma GmbH, Bonn.**



"Expo 2000", the first world exposition to take place on German soil, is held under the slogan "People – Nature – Technology".

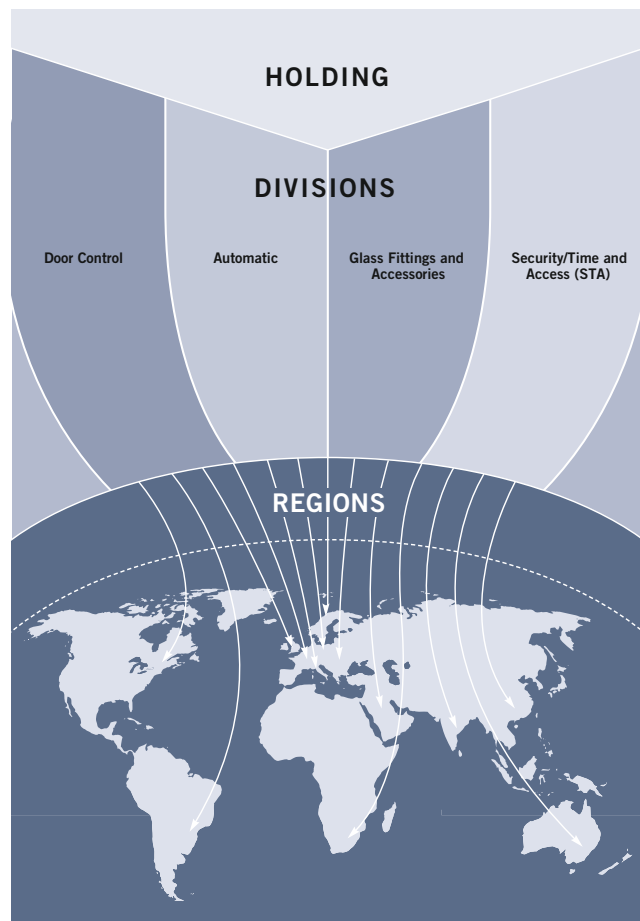
2001

**Implementation of the "Global" project.**

**Introduction of the TS 71 and TS 72.**

**Development of the CD 400 electromechanical swing door operator.**

**Complete realignment to digital, networked door solutions with formation of the STA division.**



#### Implementation of the “Global” project.

With the new management structure set up in 2000 providing the organisational basis, the “Global” project was launched several months later, involving the establishment of one holding company, and initially four divisions and 13 sales regions covering the world.

#### Launch of the TS 71 and TS 72 door closers.

The launch of the TS 71 and TS 72 overhead door closers enabled DORMA to offer enhanced convenience for almost every size of door – at competitive prices across the board.

#### CD 400 electromechanical swing door operator.

The CD 400 from DORMA automates swing doors. This innovative, electromechanical and thus virtually noiseless door operator with slide channel is defined by its universal applicability and dependable functionality.

2001

CD 400 swing door operator.





WMF communications centre.

2002

Acquisition of Hüppe Form Raumtrennsysteme (D) and Modernfold Inc. (USA).

The MANET Construct system garners numerous design awards.

Construction of "The Palm" artificial island group begins in Dubai.



The EURO is introduced as the currency of the European Currency Union, replacing many national currencies as legal tender.

**Acquisition of Hüppe Form Raumtrennsysteme (D) and Modernfold Inc. (USA).**

DORMA extended its existing activities, adding a further division to its portfolio: Movable Walls. The acquisition of the leading company in Europe, Hüppe Form Raumtrennsysteme, and the second company in the USA, Modernfold, means that DORMA – with its own activities included – is the world market leader in the area of operable partition systems.

**Multiple design awards for MANET CONSTRUCT.**

The design of the hardware system with single-point fixings for contemporary creative glass engineering – MANET CONSTRUCT – received a clutch of prizes: the Design Award of the Federal Republic of Germany, the iF design award and the “red dot design award”.

2002



reddot design award



design award







**2003**

**Market launch of the PHA 2000 and PHB 3000 panic hardware range compliant with EN 1125.**

DORMA unveiled its modular panic hardware system at BAU 2003. With a variety of applications, the system comprises a complete range of high-quality fittings with horizontal and vertical locks for emergency exit and escape route doors. Based on the given application, DORMA offers the PHA 2000 version with crossbar actuation and the PHB 3000 version with pushbar actuation, both compliant with EN 1125.

**DORMA receives the “TOP JOB 2003” award.**

Quality and partnership have always been part of DORMA’s corporate philosophy. An independent expert jury is duly impressed and awards DORMA the prize of “TOP JOB 2003”, which signifies that DORMA is one of the best employers among Germany’s small and medium-sized enterprises.



**Launch of the CD 80 swing door operator.**

In launching the CD 80, DORMA offers a swing door operator that is suitable for more applications than customary products. It is now possible to automate doors for which this measure was previously inconceivable – for instance in offices and homes.

2003

DORMA receives the “TOP JOB 2003” award.

Market launch of the PHA 2000 and PHB 3000 panic hardware range to EN 1125.

Introduction of the OGRO Create architectural hardware range.

Launch of the CD 80 swing door operator.

DORMA System 55 housing elements in compact design.

Introduction of Groom as a second brand.



#### **OGRO Create architectural range unveiled.**

DORMA revealed another innovation at BAU 2003. OGRO Create is a range developed specifically for architects, offering plenty of scope for unique and imaginative design. OGRO Create gives architects and designers the opportunity to create their own pull handles, lever handles and window handles. Individual and customised to their particular project.

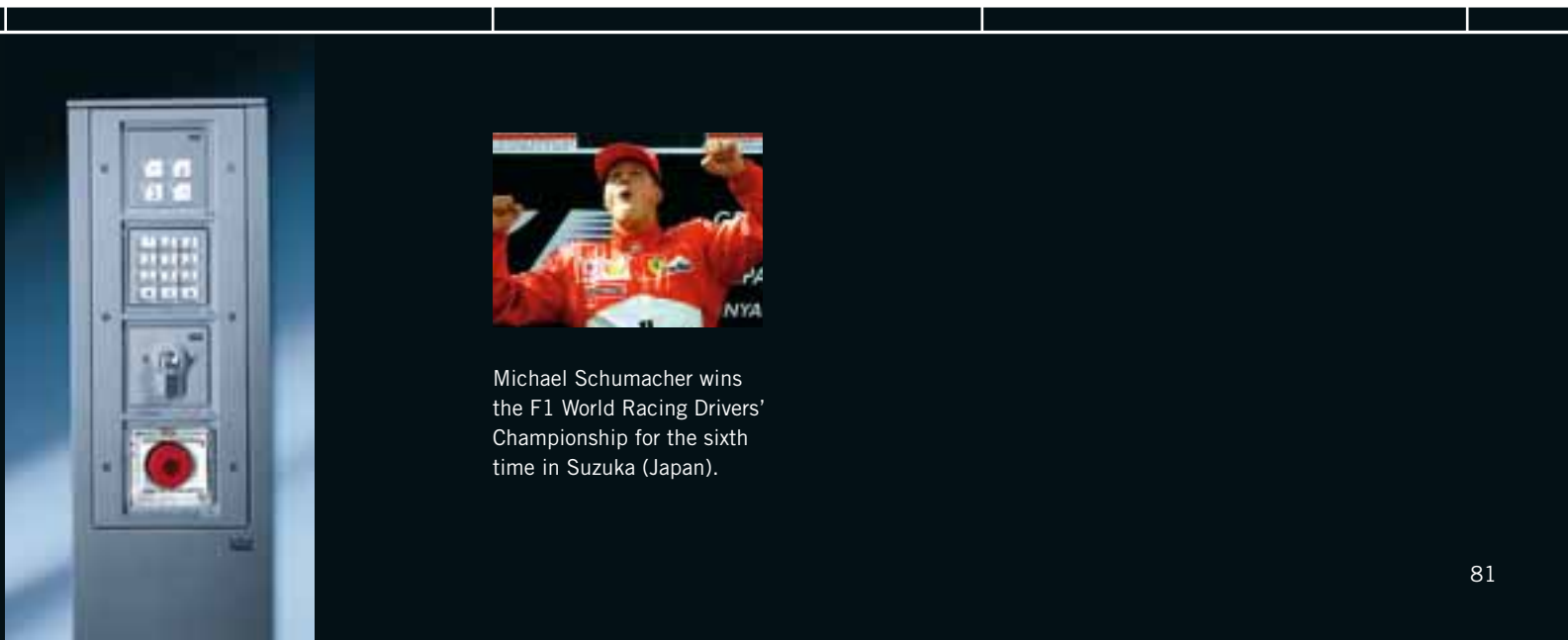
#### **Introduction of Groom as a second brand.**

Through its second brand, Groom, DORMA offers the hardware trade and installers an attractive alternative. The Groom product portfolio comprises door closers and a versatile range of accessories offering particularly good value for money.



#### **DORMA System 55 – Housing elements in a compact unit.**

System 55 from DORMA unites safety and aesthetic elegance in architecture. Compact and easy to install, the system enables a clustered and visually pleasing arrangement of all conventional housing elements. These have the same basic dimensions, shape and colour of light switches and sockets, resulting in an integrated overall appearance (see below).



Michael Schumacher wins the F1 World Racing Drivers' Championship for the sixth time in Suzuka (Japan).

2004

**New office building underlines commitment to German operation.**

With a new, extended office building in Ennepetal, officially inaugurated in the presence of German Federal Chancellor Gerhard Schröder after an 18-month construction period, DORMA made a clear statement – symbolically and architecturally – that, as a globally active systems supplier of door and allied products, it intended to continue to spearhead its activities from its Ennepetal location.

**Premiere for the TS 90 Impulse.**

At IEM 2004, DORMA unveiled a new standard closer that set a benchmark in both design and engineering. The economical TS 90 Impulse cam-action door closer with a spring strength of EN 3 employs proven DORMA heart-shaped cam technology.



2004

**New administrative building signals a clear commitment to the Ennepetal site.**

**Premiere for the TS 90 Impulse.**

Work commences on construction of what is to be the highest building in the world – the Burj Dubai is expected to reach 700 metres and to contain at least 154 floors.





2005

**“PREMIUM” programme safeguards the future of the Ennepetal location.**

Through “PREMIUM”, the company’s plan of action for the future, DORMA makes an explicit statement in favour of Germany and its home territory. The programme paves the way for the efficiency-enhancing modernisation of the Ennepetal parent plant up to the year 2008.



reddot design award

**“red dot design award 2005” for numerous new DORMA products.**

Not just one but several DORMA products receive one of the world’s most important product design accolades, the “red dot design award 2005”: the TS 97 architectural door closer, the “Cassini” automatic swing door operator for offices and homes, the “CELSIUS” automatic single-panel sliding door operator for offices, hotels and homes, and the “New Soft Design” for door closers.

**A trade show slogan that stands for innovative strength: “Future now”.**

Under the slogan “Future now”, DORMA presented 15 new developments – three of which were innovative visions – at BAU 2005. The message: DORMA is an innovative market leader offering complete systems boasting today the functionality of tomorrow. For instance, a new design series that ensures the visual harmony of door closers and automatic door operators for the very first time. The line-up of new developments was organised into standard products available immediately, prototypes with near-future feasibility, and studies and visions embodying development trends workable in the medium term.



2005



The Airbus A380, the world’s largest passenger aeroplane, is unveiled in Toulouse, southern France.

Launch of the “PREMIUM” programme for the future success of the Ennepetal site.

A total of five all new DORMA products receive the 2005 “red dot design award”.

Introduction of a trade show slogan representing DORMA’s innovative strength: “Future now”.

World innovation: TEGO System.

“Top Employer” award.

World innovation: MOVEO sets new standards.

Establishment of the “JUMP” and “SEIDO” employee development programmes.

Entry into the Japanese market.

#### **“Top Employer” award.**

DORMA is voted one of the leading ten companies in a competition to find the best employer in Germany, receiving top marks in categories including “Corporate development and image” and “Corporate culture and management” as well as for its ability to create individual “Development opportunities”.

#### **Establishment of the “JUMP” and “SEIDO” employee development programmes.**

DORMA demonstrates its cooperative corporate philosophy with dedicated support programmes for its workforce. “JUMP” prepares young employees for the leap into management, while “SEIDO” is a special international exchange programme for managers.

#### **Entry into the Japanese market.**

2005 was the year the DORMA Group completed its strategic entry into the Japanese market. It initially acquired a 25% stake in Daihatsu Diesel NHN, Co. Ltd., headquartered in Osaka, a subsidiary of Japanese corporate group Daihatsu Diesel MFG, Co. Ltd. Like DORMA, the company specialises in the manufacture, distribution and sale of products in the field of door closer systems and automatic door solutions.

#### **World innovation MOVEO sets new standards.**

The MOVEO system has revolutionised the world of operable partitions, setting new standards in terms of the planning, installation and operation of movable walls. The development process even made use of aircraft construction know-how in the application of sturdy, lightweight materials. The advantages for architects, installers and users of modern project buildings read: More speed. Reduced weight. Greater flexibility.





2006

### D3. The new formula for the sales organisation in Germany.

DORMA embarked on a project to pool the expertise of its specialist staff across segment boundaries. Integrated sales teams hold the key to the future. In DORMA's case, they comprise one member of the sales force from each individual DORMA division. These teams are attached to a fixed sales area. The organisation is structured into 22 newly defined sales territories throughout Germany.

### New product packaging.

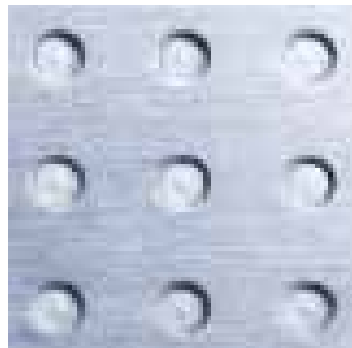
All DORMA packaging worldwide receives a new, standardised and thus uniform design.



reddot design award

### Launch of the new, standardised product design: DORMA Contur.

Through its Contur design, DORMA has established a uniform design idiom for a range of products. Clean, clear and unmistakable lines ensure a consistent visual appearance in project buildings in an innovative approach that meets with the approval of architects, designers and clients alike. The Contur design breaks new ground in satisfying the demands of discerning clients and offering a high level of functionality in one. In recognition of this original concept, DORMA received the globally coveted "red dot design award". One of the first DORMA product families to benefit from a style makeover and take on the Contur lines was the TS 93 door closer system.



2006

D3. Launch of a new sales and distribution structure in Germany.

Launch of a new, uniform product design: DORMA Contur.

New product packaging.

Acquisition of MAME Türendesign GmbH.

"POS Glass" sales concept for Central Europe.

"TOP 100" award.

Growth of the service organisation.



#### **Acquisition of MAME Türendesign GmbH.**

The acquisition of MAME Türendesign GmbH opens up a previously unexploited sales channel within the glass trade. The German glass door specialist is represented at some 2,000 shows and exhibitions throughout Europe via the timber and construction components trade sales channel. Now DORMA can offer extensive, integrated competence in hardware and glass.



#### **“POS Glass” sales concept for Central Europe.**

DORMA's new display, marketing and training concept, POS Glass, simplifies the provision of professional customer advice for glass fabricators – and ensures a high-quality corporate presentation. Products are showcased attractively in an especially designed display module, a medium that is not only extremely appealing but also underscores the exhibitor's competence with regard to glass doors and showers.

#### **“TOP 100” award.**

DORMA receives the “TOP 100” seal of quality for outstanding innovative achievement. The mark was awarded in conjunction with a nationwide comparison study of the same name and was presented to DORMA in recognition that “the success of the company is founded on ongoing technical innovations in combination with exceptional design; the company's management team have created an environment that purposefully encourages innovation.”

#### **Service organisation expansion.**

Customer satisfaction is at the heart of all DORMA's activities, as confirmed by the fact that, in 2006, every sixth DORMA employee worked in customer service. With more than 220 staff employed in this area in Germany, DORMA boasts the industry's largest service organisation.



The American Steve Fosset sets up a new long-distance flight record of 42,467 kilometres with his ultra-light aircraft.

2007

**One of the largest projects in DORMA's history:  
Contract for fitting out the world's tallest building, the Burj Dubai.**

This is the year that DORMA secured the contract to supply products for the world's tallest building, the Burj Dubai. The total value of the first tranche of the tender alone is approximately 6.5 million US dollars (around 5 million euros). The contract involves fitting out the skyscraper – under construction in the Emirate of Dubai – with products including door closers, panic hardware and lever handles. A further contract is awarded in respect of the OGRO Bendo lever handle, an architectural fitting designed specifically for the Armani Hotel, also part of the project.

**DORMA presents a range for discerning private customers at BAU 2007.**

DORMA used its "Private Home" topic area at BAU 2007 in Munich to focus for the first time on discerning private customers as a new target group, and in so doing responded to the trend towards high-quality solutions in private households. Enjoying the limelight on the DORMA trade show stand were the CELSIUS and PORTEO automatic door operators. DORMA also unveiled its entirely new VISUR glass door, a transparent solution with no visible fittings.

**Inauguration of a new production facility in Suzhou, China.**

Built with the aim of better serving the Asian market, a new plant with a production floor space of 16,000 m<sup>2</sup> is established in Suzhou, China, on a site plot measuring 30,000 m<sup>2</sup>. The plant is thus one of DORMA's largest.



2007

On the initiative of Al Gore, the Live Earth concert is held on all seven continents of the world.

**Order received to provide hardware and equipment for the tallest building in the world: the Burj Dubai.**

**DORMA presents a range of products for discerning private customers at the Munich construction fair BAU 2007.**

**Inauguration of the new production centre in Suzhou, China.**

**DORMA Gulf celebrates its tenth anniversary.**

**Inclusion in Langenscheidt's "German Standards" compendium of exemplary family-run companies.**

**Market launch of the newly developed PORTEO door assistant.**

### 10 years of DORMA Gulf.

The successful company DORMA Gulf celebrated its 10th anniversary with the opening of a new office and production building.

### Inclusion in Langenscheidt's "German Standards".

DORMA is included in the lexicon of exemplary German family-owned companies published by Langenscheidt, in which 100 companies report on their history and secrets to success. The translated title of the publication is "German Standards".

### Market launch of the innovative PORTEO.

DORMA caused a sensation at BAU 2007 with its PORTEO door assistant, an ideal solution for simplifying day-to-day life, particularly for older persons. In recognition of its excellent ease of use, it was awarded the renowned "Plus X Award" in the "Lifestyle Technology" product category. The PORTEO also received the "red dot" and "Janus" design awards.



New Era

Burj Dubai, the world's tallest building.



2000-2007





# 2008

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If, when looking back, you find that you have spent decades looking forward, then you know that you have been well prepared for the challenges of the future.



The purpose of architecture is to create contemporary living spaces on the basis of innovative ideas. The road to success is paved with smart solutions which make those ideas possible. In this respect, the contribution made by DORMA systems cannot be overstated.

**Future now.**



2008

**The “PREMIUM” programme for the future reaches a successful conclusion.**

With a total investment in excess of 10 million euros, DORMA concludes its “PREMIUM” programme designed to secure the future success of the Ennepetal site.



**Inclusion in the “German Brands Dictionary”.**

DORMA is included in the “German Brands Dictionary” published by Langenscheidt Verlag. In the publisher’s view, it counts among the 1,500 most significant brands in Germany.

**MBB Gelma is renamed DORMA Time + Access.**

MBB Gelma GmbH in Bonn is further integrated into the DORMA Group in branding terms and is now called DORMA Time + Access. The new name reflects the tighter integration of time and access systems technology with architectural hardware.

**“TOP JOB” award for personnel development.**

DORMA was awarded first prize in the category “Personnel Development and Prospects” for its exemplary personnel work in the “TOP JOB” competition. The company’s systematic and institutionalised training programme in particular helped secure this accolade. Beyond this category win, the company also received the “TOP JOB” seal of quality for outstanding personnel work, identifying DORMA as an especially attractive employer.



## 100 years of DORMA.

Rudolf Mankel and his brother-in-law Wilhelm Dörken founded Dörken & Mankel KG in a modest smithy in the small locality of Voerde in North Rhine-Westphalia on July 1, 1908.

A success story ensued. Today, with five divisions, the DORMA Group is the leading international systems supplier of door and related products. DORMA is the world market leader in door closers, glass fittings and accessories and movable wall systems as well as occupying second place in the global automatics segment.

100 years of DORMA – a success story that will continue into the future. The company is well positioned to face the challenges ahead, with stable global economic development at the present time providing a solid foundation. The company's goals include ongoing reorganisation projects designed to further enhance the efficiency of the DORMA Group as a whole. The premium-brand strategy is to be systematically maintained and further developed, with the primary focus on quality, supply availability, maintaining an attractive product range and ensuring the provision of expert advice.

Strategic analyses foresee evident potential for growth in all areas. Let the future come!

**100**  
**DORMA** YEARS  
ONE VISION. ONE PASSION. ONE FAMILY.

2008

“PREMIUM” programme designed to secure the future success of the Ennepetal site is successfully completed.

Inclusion in the “German Brands Dictionary”.

Renaming of MBB Gelma as DORMA Time + Access.

“TOP JOB” award for personnel development.

100 Years of DORMA.

2008

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