

## DORMA –The Company



DORMA Holding GMBH + Co. KgaA, Breckerrfelder Str. 42-48, 58256, Ennepetal, Germany

**DORMA is a globally active supplier of door technology systems, the world market leader in door hardware, movable walls and automatic door systems.**

**DORMA is subdivided structurally into five divisions: Door Control, Automatic, Glass, Security/Time and Access Control (STA) and Movable Walls. The DORMA Group maintains major production plants in several European countries, Singapore, Malaysia, China, the USA and Brazil. In fiscal 2003/04 (30th June), the DORMA Group generated sales of Euro 767 m. The DORMA workforce worldwide numbers approx. 6,200. The DORMA Group headquartered in Ennepetal, Germany, operates on a global scale with 66 wholly-owned companies in 45 different countries.**

**The regional Office of Dorma – ‘DORMA Gulf Door Controls FZE’ is a 100% owned subsidiary of the DORMA Group and the regional headquarters for the activities in the Middle East, North Africa and Gulf.**

### **DORMA: A long tradition - History**

Despite its rapid growth in the past few decades, DORMA has remained a family-owned company. The sole proprietor today is Karl- Rudolf Mankel, grandson of one of the company's co-founders.

Rudolf Mankel and his brother-in-law Wilhelm Dörken founded Dörken & Mankel KG in Ennepetal on 1 July, 1908. The first products to come out of the factory were double-action door hinges and milled screws. Right from the start, the two partners imposed the very highest quality standards on their products. The principle that applied even at that time – "Better the best at a good price than to disappoint our customers" - was destined to influence significantly the path adopted by the company, and it has indeed remained a constant right to this very day. The brand name DORMA, an acronym formed from the two surnames of the company founders, was registered with the German Patent Office in 1927. After the upheavals of the Second World War, the company launched the TS 50 door closer, heralding a significant move in a sector into which we are today the world market leader. In 1962, DORMA began production of a range of door operators and so took its first steps into the automatics market. In 1970, Dörken & Mankel KG was renamed DORMA GmbH & Co. KG and the third generation of the family joined the company in the person of Karl-Rudolf Mankel. The ensuing period saw increased emphasis on global alignment and further extensions to the product segments. In 1976, the company moved into the field of glass door furniture and fittings, and 1977 saw the creation of a subsidiary specialising in this sector, DORMA-Glas. Also in 1977, we established our first foreign sales company in the form of DORMA France.

DORMA's commitment to customer focus has remained vigorous throughout. Today it can can boast a truly worldwide network of dealerships, agencies and wholly-owned companies.

### **Portrait of DORMA Regional Office in Gulf**

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### **How DORMA started in the Middle East ?**

**Due the extraordinary market development in the Middle East, DORMA GmbH & Co. established itself in the region through its Export department located at the group headquarters in Ennepetal, Germany in the early 1980's. Initially starting in Egypt, Lebanon , Iran and Jordan the company expanded its activities throughout the rest of the Middle East and Gulf states in the early 1990's. As it became clear the region was growing at a fast rate DORMA established in 1997 the subsidiary DORMA Gulf Door Controls in the Jebel Ali Free Zone located in Dubai, UAE with initial responsibilities for the six countries of the GCC. In 2000 another company was started in the region, DORMA Arabia Automatic Doors , a strategic alliance joint venture between the DORMA group and the Saudi based A.H Al Zamil Group. DAAD is a production and distribution center for the region of DORMA Automatic Operators and doors. Thorough the establishment of a permanent base in the region DORMA sales are growing significantly and today DORMA Gulf and DORMA Arabia are well positioned to established and continue there Market leadership in the Middle East as well as Iran and the North African market.**

### **How DORMA Gulf is structured?**

**DORMA has recently adapted its management structure in order to meet even more successfully the requirements of its regional markets. The new organisation reflects our growth strategy. As its core, it is founded on the DORMA philosophy of flexibility and adaptability in relation to customer requirements. Our goal is to ensure that we are and remain attractive suppliers to all the major markets around the region. In hierarchical terms, this approach is based on the implemented through four basic corporate levels: a holding company ( DORMA Holding GmbH & Co. KgaA, Germany) responsible for the strategic management; the five divisions – Door Control, Automatic, Glass , STA ( Security, Time and Access) and movable walls; 13 customer-oriented regions ( DORMA Gulf is one of them) are each responsible for their own profitability.**

**The Door Control division comprises the units Door Control, Door Furniture and locks. Both is cam-action door closers with their rapidly decreasing opening force profile and the ITS 96 concealed door closer designed for integration in the door leave have set new standards. The division products are sold throughout the region via the builder's hardware trade and have has a decisive effect on DORMA's international image .**

**The Automatic division is an important source of growth. DORMA began to commit increasing resources to the automatics market in the 1970's and can now offer the most comprehensive and widely varied range of swing, sliding and revolving doors of any supplier. Having introduced further successful products such as HSW-EM sliding glass panel system and the adaptable ED 200 swing door operator.**

**Through the application of new technologies and the increasing bias towards electronics, the STA division ahs developed into a real innovation driver in the fields of security, time data acquisition and access control. DORMA has core competencies in the segment of**



emergency escape security systems and can boast strong positions in access control and attendance recording systems.

**The Glass divisions** focuses on the development and manufacturer of furniture and fitting for glass doors, and decorative and structural glass systems. In technological terms, DORMA leads the world in glass and hardware.

**The Movable Walls division** is the home of DORMA's extensive know-how in the relation to room dividing, partitioning and interior space configuring elements - Halls in major public facilities to room-in-room systems. DORMA is the world market leader in the moveable wall system segment