

Welcome to the latest issue of DORMA news, packed with interesting stories, products and comment from our industry-leading people.

Recent cold snaps have certainly highlighted the fact that winter is here – a time when our products are essential to keep in any warm air that can easily escape 'out the door'.

Have a read on how winter can also affect products in "A must for rust" – see page 3. DORMA New Zealand Limited, our new trading name from 1st July, recognises the importance of our red crown, on top of our other product and service brands.

Thank you for your continued support of DORMA and the package of solutions we bring to yours and your customers' market needs.

All the best.

Geoff Cope
General Manager

Service division goes national

There's no let up in DORMA's progress, and more so now with the service division expanding into the South Island.

Stuart Woodside has recently joined the Christchurch office as Service Technician. His role includes overseeing clients' maintenance and repair requirements for DORMA's full range of products such as automatic doors, manual doors (fitted with DORMA's door controls), commercial sliding and swing doors and movable walls.

As an IQP qualified registered electrician, Stuart ensures DORMA equipment meets the required industry standards. "My role is to check the machinery is adjusted correctly; that the appropriate safety features are in place for when people pass through a doorway; that all the mechanisms are clean and working correctly; plus other maintenance-related task," he says.

Emergency call-outs to lasting maintenance

"As well as adhering to building regulations, comprehensive servicing greatly extends product life and avoids premature wear and tear," explains Stuart. Furthermore, existing clients also benefit from priority attention in case of an emergency call-out, as highlighted recently: "One of our clients, a leading supermarket chain, had the doors of its Christchurch shop ram-raided in the early hours of Anzac Day. We were able to respond without delay enabling the store to return to 'business as usual' later that same day. If necessary we can manufacture a complete new unit in our Christchurch workshop for immediate installation."

While the Service Technician position might be a new one, Stuart is no stranger to the company: he's worked with DORMA's South Island Manager, Deane Martin, in a sub-contracting capacity for over a decade. Deane says: "It's great to have Stuart on the team. He

• Continued on page 2



Updated details

Please note our new mobile numbers

Philip Barrack	0275 364951
Darren Finlay	0275 485566
Theo Fryer	0275 818222
Deane Martin	0275 748392
Gomathi Nayagam	0275 544324
Kyle Openshaw	0275 897751
Steve Piner	0275 818223
Hollie Sharplin	0275 399790



Stuart Woodside, DORMA's new Service Technician, is based at the Christchurch office (above)



Safety beam eyes were part of the original design process

On display – automatic door control

An imaginative way to showcase one of DORMA's automatic door solutions is in action at Metro Glass Tech's brand new offices in Avondale, Auckland.

As one of New Zealand's leading providers of quality glass and glazing products, Metro Glass Tech have built a two-storey, architecturally-striking building featuring glass wherever possible; the walls, doors, staircase and even desks are made of glass!

"To complement the aesthetics of the building, Metro Glass Tech wanted the entire automatic door mechanisms to be clearly visible to all," explains Phil Barrack, DORMA's Senior Sales Consultant. "A clear

Below: A clear view of DORMA's automatic door control mechanism at Metro Glass Tech.

glass pelmut encases the hardware and componentry so you can literally see how the doors move into action!"

In accordance with regulatory

requirements NZ S4322 entranceway also included mounted at 100 and 70 essential safety features overlooked," explains New Zealand Building compliance schedule be possible in the design. Glass Tech have done.

“ You can literally see how the door control mechanism moves into action!”

To ensure a long-lasting performance of the automatic door, Metro Glass Tech has a service and maintenance agreement with DORMA's service division.

For more information, contact Phil on 09 573 1999 or email philip.barrack@metroglasstech.co.nz



Service division goes national

• Continued from page 1

comes with a great deal of knowledge and experience, and knows the industry and our products inside-out."

Deane – who's been with the company over 17 years himself - adds that this development fits in line with DORMA's overall global strategy: "By expanding the service base like this, it allows us to increase our capacity and geographical reach. As a result, we're able to provide a truly national service network, and win contracts such as NZ Schools [see story on right].

As well as offices based in Christchurch and Auckland, DORMA ABM has an established network of experienced service agents nationwide. This means customers can call freephone number 0800 788 688 anywhere in New Zealand, 24/7, for a prompt and efficient service.



Call DORMA now on 09 573 1999

Control

9, the eye-catching
des safety beam eyes
00 FFL. "This is an
that sometimes gets
Phil. "We encourage the
Code Handbook
be considered as early as
stage – just as Metro

erally see
doors move

ction! ”

g and smooth
o doors, Metro Glass
preventative
nt in place with
on ABM NZ Ltd.

3 1999
@dormahorizon.co.nz



A must for rust

Rust corrosion is one of the main culprits for destroying floor springs (underfloor door closers). Without protection, moisture and air seep under the cover plate and settle in the cement box, creating an ideal environment for corrosion. Ultimately this will greatly contribute to a future failure, and the need for replacement. The good news is that DORMA offers a simple, low-cost solution which can greatly extend the life of a floor spring.

David Gorny, Customer Services Manager at DORMA, explains: "Encasing the floor spring with DORMA's 2300 sealing compound at the time of installation is paramount to creating a long-lasting air- and-water-tight barrier against the elements."

Even after the two part epoxy gel compound has set, it's easy to modify the door closer setting simply by cutting through the soft gel, making the required adjustment, and then reinstating the original gel, checking to see there are no gaps.

"We recommend all floor springs be protected with this sealing compound, particularly in view of New Zealand's changeable weather and harsh marine climate!" says David.



functional

New trading name

As from 1st July 2006, every division within DORMA will now trade as DORMA New Zealand Limited. This means that all correspondence, including invoices and contracts will appear on the DORMA New Zealand letterhead. However, the importance in our product brands including Horizon, ABM, Modernfold, and of course DORMA will continue to be reflected in those products and services.

DORMA gains NZ schools contract

DORMA ABM has just been awarded the service contract for all automatic doors located throughout New Zealand schools. Starting 1st July, DORMA's nationwide network of service engineers will service and maintain over 100 automatic doors across the country.

From Bluff to Kaitia

Stuart Anderson (pictured), DORMA ABM Service Manager, says: "As you'd imagine, doors within a school environment can get a hard time! It's essential that the rollers and other moving parts are thoroughly checked

and maintained for lasting performance."

DORMA service staff will make quarterly visits to over 90 schools in locations ranging from Bluff to Kaitia, and will respond to emergency call-outs through its 0800 788 688 number.

Stuart explains why he thinks DORMA ABM was successful in securing the contract: "We're one of the few specialist door service companies that offer a truly national service network. Our great track record over 18 years combined with our constant communication and high levels of customer service are also much appreciated."

innovative



Behind the scenes

With such high demand for DORMA products, the role of monitoring and replenishing stock levels is a demanding one. But Julia Li, who oversees this division at DORMA's head office in Mount Wellington, handles it well. Her previous experience of working at an Auckland-based door-closer manufacturer coupled with her fabulous can-do attitude means she's well equipped to ensure the smooth running of this vital department.

Julia only joined DORMA three months ago but has already got to grips with the hundreds of product lines DORMA offers and the sophisticated SAP record system used for stock control. She says, "It's a great environment to work in - my colleagues are very professional and everyone is really helpful."

Up until recently, DORMA Australia took care of New Zealand's stock requirements, but now that this is managed locally, customers get to benefit directly. Geoff Cope, General Manager for DORMA NZ, says: "Effectively, we should always have every item in stock."



In store now!
Julia Li heads up DORMA's stock control division.

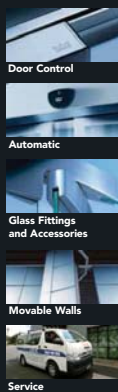
Totally DORMA

Did you know that DORMA is a world-leader in providing complete solutions for all your needs around the door? We specialise in the supply of door control, glass fittings, automatic doors and movable walls – all backed up with a comprehensive service network. DORMA – the door solution experts.



Creating space – with system solutions from DORMA.

Just like the teams competing in the current world cup, you need an effective system to be successful. Star players and the right approach are also a must. Now you can open up and close down space at will – with DORMA's dream team and our detailed single-source solutions to all your game plan problems. We offer the high-scoring skills of five divisions, working together towards your goal: Door Control, Automatics, Glass Fittings and Accessories, Moveable Walls, and a highly-trained Service team. Ensuring a perfect match, DORMA is able to give architects and fabricators room to develop their own tactics in the preparation and implementation of integrated projects.



New uniforms

Next time you meet a member of the DORMA team, you'll see their smart new uniforms. The black polo shirts bear the striking DORMA crown, as worn here by Deane Martin (left) and Stuart Woodside from the Christchurch office.



DORMA Horizon NZ Ltd
20 Sylvia Park Road
Mt Wellington, Auckland
Phone 09 573 1999

ABM (NZ) Ltd
Unit 7, Veronica Court
31 Veronica Street
New Lynn, Auckland
Phone 09 827 1265

