

Dorfner Group supplies high quality refined industrial minerals – kaolin, quartz, feldspar and more – for industrial use in paper, glass, ceramics, building materials, dispersion paints, adhesives, composite materials and plastics.



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*In motion with the future*

- **Philosophy** ..... Page 2/3
- **Product development** ..... Page 4/5
- **Paints** ..... Page 6/7
- **Flooring & Wall** ..... Page 8/9
- **Composite materials** ..... Page 10/11
- **Glass** ..... Page 12/13
- **Building materials** ..... Page 14/15
- **Paper** ..... Page 16/17
- **Quality** ..... Page 18/19



# Philosophy

**Motion**  
by motivation

## Visions and Chances

Dorfner is always in motion. As a future-oriented company the Dorfner Group takes up the challenge and **actively designs the future**. Due to the readiness to deal with continuously changing market conditions and processes, Dorfner rises to the challenge of “in motion with the future“ and uses its chances effectively.

Dorfner **promotes the courage to change** inside and outside. In this way, a culture is created which embraces the change process in society, economy and technology thus leading to the development of the company at all levels. Customers, suppliers and employees are actively integrated into this process.



Dorfner has obtained the power for change from its tradition spanning over more than 110 years, its raw materials and the motivation of its employees. This applies to the reliable supply of high quality, refined industrial minerals as well as to the business sectors of functional and decorative filler materials.



# Product development

## New paths

by innovation



### Successfully unusual

The path from the product idea to market introduction must be as customer-oriented and smooth as possible. This is the idea according to which the management at Dorfner took the unusual step of integrating research and development with the marketing department in order to instigate **real innovative marketing**.

Simple and clearly cut regulations accompany each product, starting from the idea up to innovation. Products can be developed so much quicker and be tailored to the needs of the customer, plus their chances for success in the market can be precisely estimated even before the start of development.

### A glance into the future

At Dorfner, product development is based on a future-oriented climate and, as clear **innovation management**, goes through all the processes and organizations of the group, e. g. in monitoring or project management. Decisions concerning the future are put to the test by the company management in a customer advisory committee with representatives from all branches.



# Paints

## Functionality

by understanding customer needs

### Exceeding requirements

The ability to understand that functionalities are especially necessary in the manufacture and processing of paints places Dorfner in a position to meet customer needs or even exceed them.

Whether it be simple processability, an improved rheology, the prevention of contamination migration when coating or any other requirement, Dorfner offers the **correct pigments** for almost any problem situation. In this respect, a saving potential is frequently created with other elements. A higher degree of whiteness as well as good coating capability go without saying when using Dorfner products.

Dorfner supplies products which, due to their **multi-functional capabilities**, simultaneously fulfill different customer requirements. Owing to **synergy effects**, resulting from the application of a number of Dorfner functional pigments, the functional effect is improved still further. The results of this are to be found in first-class paint products with outstanding features.





# Flooring & Wall

**Added value**  
by know-how



## High-tech from nature

With respect to purity, grain structure and hardness, each grain of sand represents a master piece created by nature. Many years of research and development work in close cooperation with customers enables Dorfner to create a complete product range of formulated filler systems made from natural sand for floors and walls.

For Dorfner customers this means that they have a material which gives them complete satisfaction in every respect, whether it be colouring, design, hardness, resilience or laying properties. **Intelligent sand products** currently represent the latest state of the art in development technology.

## Versatility as a strong point

For many years and with a lot of determination Dorfner has extended the application areas for sand products with respect to walls and floors. Starting from classical industrial applications via underground for display areas (e. g. vehicles) to floors in trendy fashionable colours, e. g. for department stores – in other words, in all sectors where the **high quality and durability** of coatings is a must, you will find Dorfner products being used.



# Composite materials

**Flexibility**  
by communication



## Common solutions on the pulse of time

Precisely in the kitchen, where cutting, cooking and washing takes place, high-quality materials are of decisive importance. From the very beginning, Dorfner has participated in the development of new sinks by an intensive, common **research and development** project together with the market leaders in the production of composite kitchen sinks. At present, these are mainly produced from Dorfner materials. The application of the materials decisively influences the filling degree, hardness, quality, design, surface quality and colouring.

Owing to **high production flexibility** it is possible for Dorfner to supply designers with the newest colour trends and to react very quickly to customer requirements.

The result and evidence of Dorfner's **consistent communication** with its customers can be seen by its market acceptance in the sector of composite materials for kitchen sinks. The continuous contact at all company levels enables Dorfner to promptly recognize requirements and to implement them with future durability.



# Glass

## Improvement

by dialog

### The correct mixture

On the basis of many years of discussion with customers from the field of glass production and processing, Dorfner developed a **revolutionary solution** for the glass sector – homogeneously mixed, „frozen“ ready-to-use glass batches. This produces an environmentally friendly saving of energy when melting and saves customers having to make expensive investments. The end result is always the **highest glass quality** which is, for instance, inevitable for the production of expensive wine glasses or fashionable accessories.

Whether it be the delivery of standard mixtures to glass artists or the development of customized mixing for glasses for the technical sector or the analysis and optimization of existing mixtures – Dorfner is the **competent partner for the glass industry**.

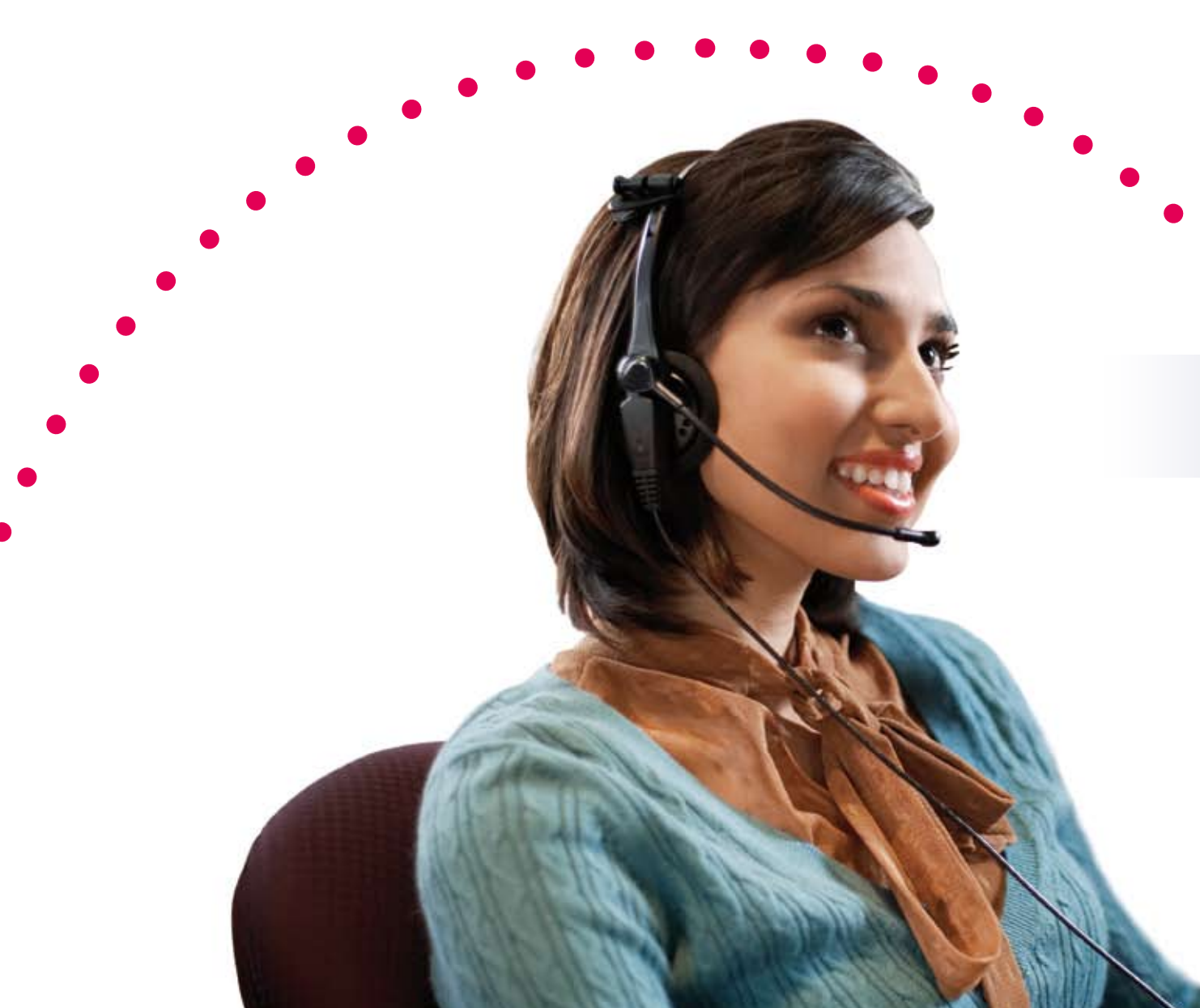
### Purity for the highest demands

Modern architecture frequently distinguishes itself by glass constructions ranging from creative to complicated structures. For this, **highly transmissive flat glass** is just as frequently used whose production requires a special low-iron content glass melting sand. Owing to the fact that highly transmissive flat glass is also an important component in the field of solar technology, Dorfner is proud of being able to make a significant contribution to energy generation in this field.

With intensive and open cooperation with customers, Dorfner developed **optimized facilities** as well as batch and logistics concepts for highly transmissive flat glass.

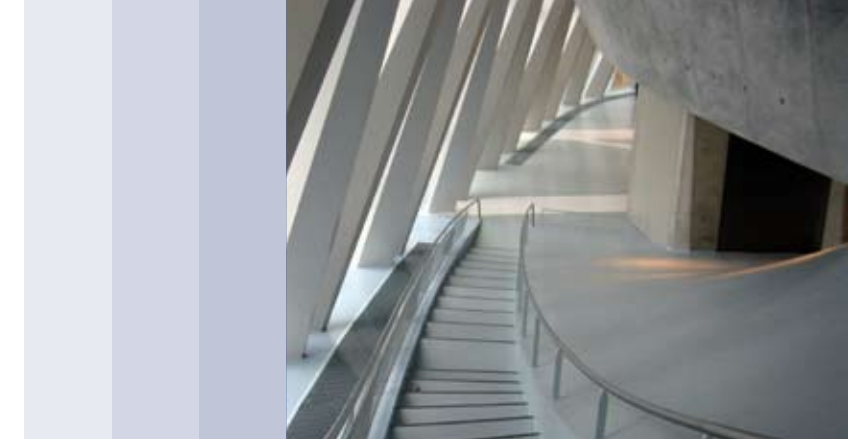


Foto: Flabeg



# Building materials

**Customer intimacy**  
by commitment



## The ideal partner

Intensive support for building material customers is achieved by Dorfner using a Customer Service Center set up to consistently handle customer needs as well as highly frequent field service activities who maintain contact with the individual branches of the building material customer. **Fully developed logistic concepts** and a high degree of flexibility in the production make Dorfner the perfect partner for the building material and construction chemical industries. The short paths and the decision-making process of a medium-sized company ensure the necessary **high adaption capability** to current market requirements.





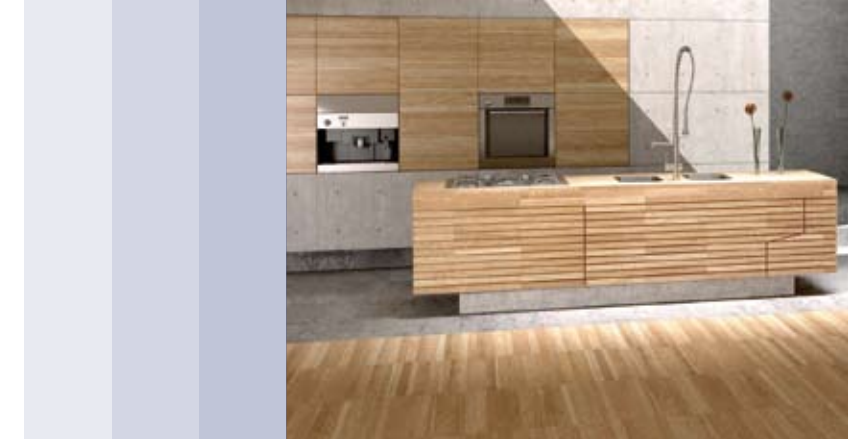
# Paper

**Openness**  
by creativeness

## A question of ingredients

It cannot always be recognized as such, but paper is omnipresent. Whether it be in the form of the well-known newspaper, in magazines of the highest printing quality, as cardboard for packing or as a top layer printed in wood grain for laminated papers for of modern design furniture or laminate flooring.

The **application purpose determines the requirements** on the paper. Dorfner supplies the materials which make paper into a versatile industrial product. Paper, which runs through printing machines at high speed, must be made sturdy using additions. Paper for laminate coatings must be aligned to the corresponding coating systems.



The paper obtains the required characteristics only when the minerals are added. In **open dialogue**, Dorfner develops solutions with its customers in order to optimally match quantity, quality and availability to the corresponding requirements.



# Quality

**Future**  
by visions



## Achieving more together

For Dorfner, equally self-evident as with customers and suppliers is the **cooperation idea** within the company group. Together with the affiliated company bene\_fit systems Dorfner uses its own know-how to refine raw materials from outside deposits and in this way opens up new markets.

In the areas of glass and ceramics the Dorfner affiliated company Anzaplan has successfully been established as a **competent analytics partner**. In addition to this, it delivers the technical know-how for processing highly-purified glass raw materials thus producing synergies.

## An excellent idea

The fact that the philosophy of consistent cooperation and future-oriented company policy bears fruit has been quite evident for many years in the economical success of the Dorfner group. The **many certificates and awards** for quality, innovation and performance capability impressively confirm this.