



**Retain the Good**  
**Break New Ground**







We use heavy equipment to extract raw materials for delicate applications.

## Your value-add begins down deep at Dorfner

Earth excavation at a depth of about 100 meters is the first step in creating value-add for our customers. This is a success story which had its origins roughly 300 million years ago at the time when our kaolin and quartz sand deposits were first formed in the Hirschau Basin. Nature has blessed us with unique raw materials which we use to make our high-grade INDUSTRIAL MINERALS and exceptional REFINERALS®.

Dorfner delivers outstanding service as well as superior products. Our applications engineering team views the preferences and engineering requests which you communicate to us as a challenge which motivates them to deliver customized solutions and not just products.

For more than 100 years, our goal has been to increase your value-add.

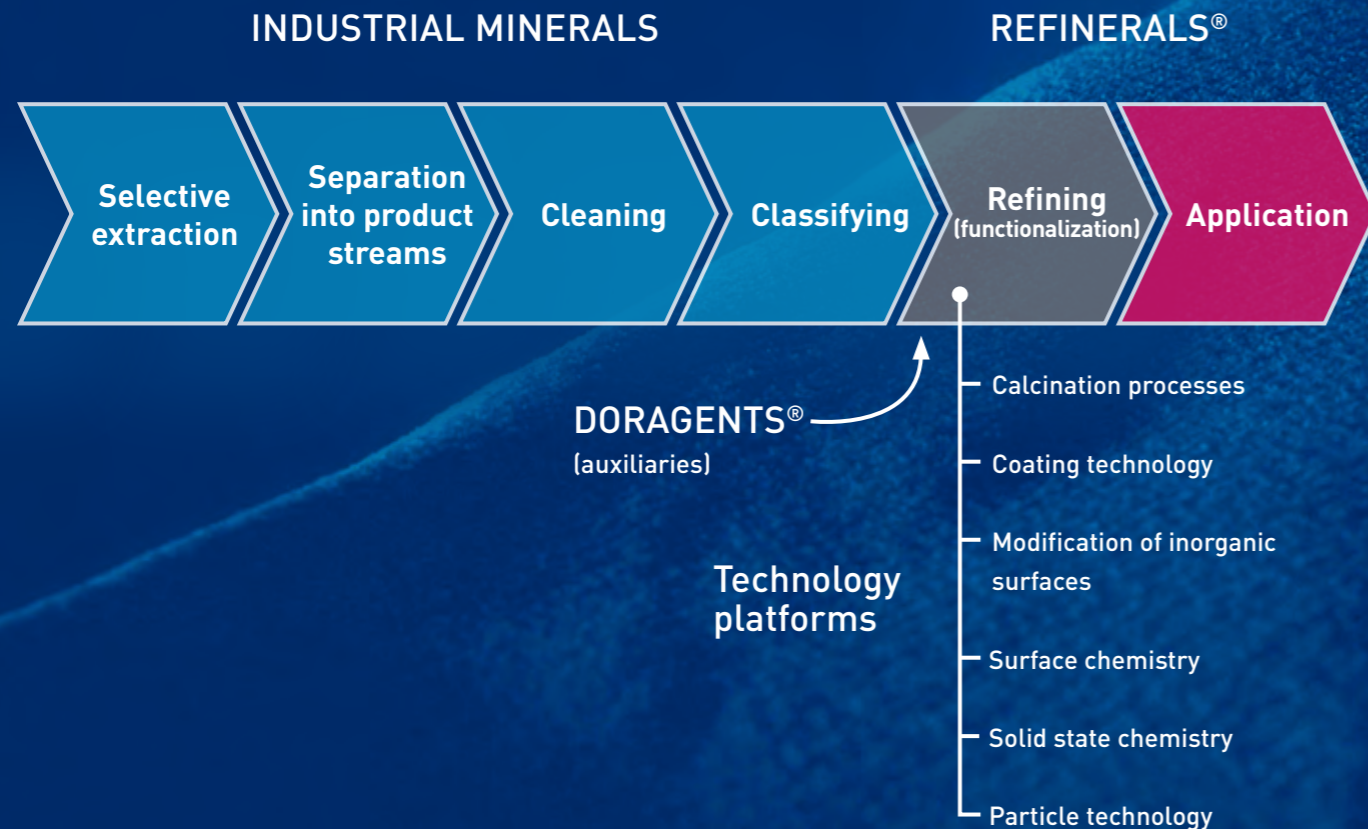


# Macroscopic to microscopic

Dorfner moves more than 1 million metric tons of earth every year. We then process and refine this enormous amount of raw material using large systems designed in house. In doing so, we are working on a totally different scale, namely at the micro and molecular level.

Dorfner has the expertise to tailor the properties of its industrial minerals and REFINERALS® to the exact needs of its customers to an extent which few other companies can match. Our proficiency is based on our proven

technological know-how and our in-depth knowledge of surface chemistry. We apply our expertise to develop holistic solutions which give our customers exactly what they need to create substantial value-add.



Dorfner value-add process, product portfolio and technology platforms



We transform tiny kaolin crystals into high-grade functional fillers in our industrial-scale calcination plants.



# Sand and more

We convert the earth we extract from our deposits into outstanding products for more than 3,000 customers from many different industries in 42 countries around the world.

This is good reason why most European paint manufacturers place their confidence in us. They use our calcines to produce excellent dispersion paints which have very distinctive features and keep costs down.

More than 100 million square meters of flooring installed all across Europe are our best reference. Dorfner filler systems and colored quartz are an indispensable ingredient in industrial and commercial flooring. Outstanding physical properties combined with attractive color schemes create a whole new world of design freedom.

More than one million kitchen sinks containing Dorfner colored quartz blends are sold every year around the globe. Dorfner is a pioneer and innovator in composite materials used to make attractive kitchen sinks and create contemporary bathroom designs.

Year after year, hundreds of thousands of tonnes of newsprint, decor paper and special paper are produced with Dorfner calcines. Used as high-grade fillers and coating kaolins, these materials significantly enhance the whiteness and eye-catching luster of the paper.

Eco-friendly electricity is generated around the world with solar collectors made using Dorfner sand as one of the ingredients. Dorfner sand for glass making is the solution of choice for distinguished architecture and aesthetics or physical function.

Dorfner will continue to work hand-in-hand with its customers to build on success and develop new, innovative products and solutions.



**Dorfner INDUSTRIAL MINERALS and REFINERALS® are found in a very wide range of end products used in everyday life.**





Top-quality material – Dorfner sand was used to make the glass dome on the Reichstag building in Berlin.

## We boost your impact

Whether you are placing orders for a special campaign or receiving regular shipments, we supply our INDUSTRIAL MINERALS on time and to spec. Our customers can count on a continuous, dependable supply of input materials for their paper machines, glass melting tanks, etc. 365 days a year.

Personal, individual attention is a top priority for our technical, admin support and field service teams, and for us it is a vital aspect of what we provide to our customers.

Working closely with Dorfner customers, we continue to develop new product lines which now include chemical auxiliaries. Your system costs are always one of our top priorities. In many cases we are able to improve your products and reduce your system costs at the same time.

Dorfner is the right partner to help you improve your business performance and establish a new position in lucrative market segments.



# Together more future

Also, to have a future, you need to generate solid earnings. For many years, these two strategies have kept Dorfner and its customers on the path to shared market success. The result of this approach has been long-standing partnerships which have produced successful outcomes for both sides.

As a mid-tier company, we have the agility to react very quickly to provide the solutions which customers need. We also work in partnership with our suppliers to achieve specific business goals. A fair and open relationship is fundamental to our way of doing business. We work together with our partners to achieve our goals, and the success we have had instills a sense of pride in the company.

We are a family-owned company with strong regional roots, and sustainability is a mainstay of our business strategy. We are also fully aware of our responsibility to wisely manage the natural resources we use and protect the environment.

Dorfner makes a continual effort to improve the process, giving permanent and real meaning to the vision of "Together more Future".





Gebrüder Dorfner GmbH & Co.  
Kaolin- und Kristallquarzsand-Werke KG  
Scharhof 1 · D-92242 Hirschau  
Tel.: +49 (0) 96 22/82-0 · Fax: +49 (0) 96 22/82-206  
info@dorfner.com  
www.dorfner.com

