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EDITION 33

JUNE 2019

TriMark Benefits from Continuing Expansion but Challenges Lie Ahead

The year 2018 will go down as one of the best years in a nine-year U.S. economic expansion. As we expressed in our December 2018 Newsletter, we have never seen an economic cycle where all of our markets, across the globe, were so strong. With that said, our challenges were the same as many manufacturers; expanding our workforce to meet the product demand was extremely difficult due to the low employment rate and available qualified labor pool. Leaving politics out of it, if that's possible, the latest implications of the trade war and increased tariffs have started to cast a gray shadow on the global economy. Time will tell if this is a short- or long-term business condition, but it does begin to shift business priorities. We will keep an eye on what is happening as US trade policy changes and we will adjust as best that we can to keep costs and pricing as low as possible.

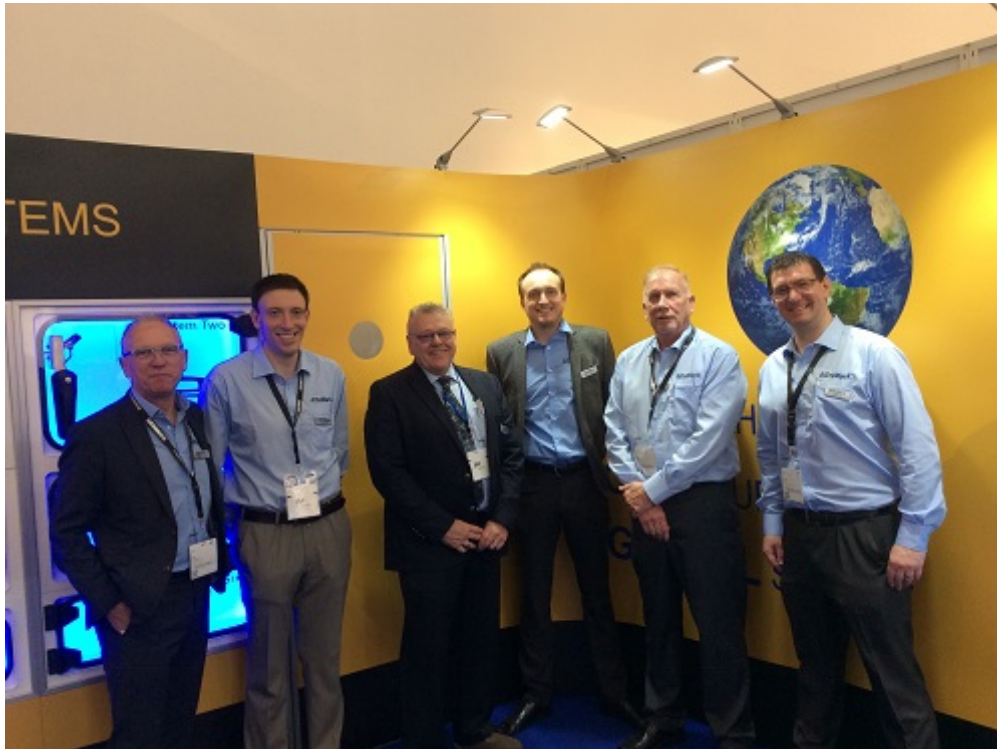
Global Reach - Global Support - Global Supply

Our latest tag line; **Global Reach - Global Support - Global Supply**, demonstrates TriMark's global footprint supporting the customers, markets and regions that we serve. The fact that TriMark manufactures products in US, Europe and China, puts us in a good position to supply and source components and finished goods where it best serves our customers.

2019 marks our 30th anniversary of being an employee-owned company. In 1989, when we became an ESOP, we were 115 strong, had an average work experience of 10 years, with an average age of only 35 years. Today, we've grown to 385 employees with an average work experience of 10 years and an average age of 44. We are very proud that we have 29 employee owners with over 30 years' experience delivering on the promises

that have propelled TriMark to being the market leader we are today. We are also welcoming our newest employees - each having the kind of skills and training that TriMark needs to operate and succeed on a global stage. We welcome these new members to the TriMark family and look forward to seeing them continue to build upon the successful path that has provided TriMark the keys to success for our first 48 years.

TriMark Part of Largest bauma EVER



TriMark was delighted to have been a part of the largest and most successful bauma ever. 2019 bauma attendance surpassed 620,000 from over 200 countries! The consensus was overwhelming that this show was the biggest and best in the 65-year history. With its unprecedented 614,000 square meters of space, the largest bauma show ever held was once again filled with records.

Thanks to all that stopped by, it was our privilege to meet you and share the latest Access Hardware products that TriMark has to offer. If you didn't get a chance to stop by our booth or attend the show...here's a little of what you missed:

e-ASK Keyless Entry Systems

TriMark's e-ASK keyless entry systems adds further functionality, convenience productivity and security to your access door systems.



[Click here for all the product information!](#)

Integrated Access Systems

We had on-display six popular access systems that range from simple compartment solutions up to several full personnel door solutions that set the standard in excellence, design and value in the field.

[Click here for all the product information!](#)



Modular Pull Handle Family

TriMark's Modular Pull Handle Family offers the OEM different levels of features/benefits ranging from the most basic mechanical function all the way up to an e-Locking capacitive sense version for passive keyless entry. Providing the same mounting and similar space claims, this family of six products provides for standardization across OEM platforms, good/better/best functionality and allows for product differentiation and upgrades.

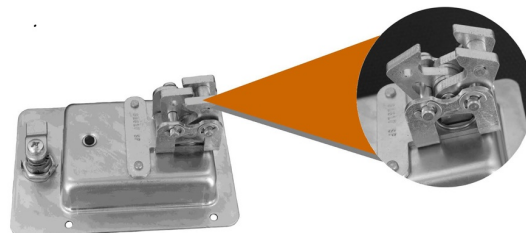
[Click here for all the product information!](#)



Compression Latches

TriMark has several 'off the shelf' Compression Latches that are designed to provide consistent gasket compression for vibration dampening and elimination of rattle and noise. Models range from light duty panel latches up to heavy duty latches designed and tested for demanding work environments and high vibrational loads.

[Click here for all the product information!](#)



Rotary Latch Family

Offering a broad selection of rotary latch sizes, versions, features and options to meet virtually any application, all TriMark rotary latches feature the highest levels of quality, security and strength.

[Click here for all the product information!](#)



050-0100
Two Rotor Latch



050-1100 8mm Single
Rotor Latch



050-0700 12mm Single
Rotor Latch



050-1200 Single
Rotor Panel Latch



050-1300
Plastic Slam Latch



050-0500
Single Rotor Mini Latch



050-0250
Single Rotor Latch
& Linkage Assembly



050-0810
Single Rotor Latch Logic



050-0400
Floating Striker
Single Rotor Latch



050-0200
Slimline Rotary Latch



050-0300
Single Rotor Latch



050-0600
Single Rotor
Compartment Latch



050-0850
TriGuard Heavy Duty
Latch Module with
Slam Cam Option

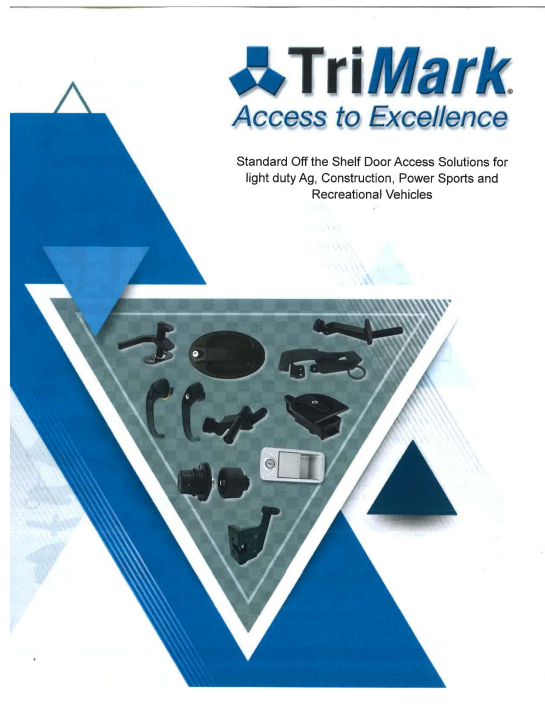
Expanded Product Offering

TriMark is now offering into the North American market a variety of standard off the shelf access solutions for light duty Ag, Construction, Power Sports and Recreational Vehicles applications.

These cost-effective products include rotary and plunger latches, push button, pull and paddle handles, window latches and various other hardware products.

[The products are available for viewing](#)

[in a mini-catalog or online here or by clicking on the catalog on the right!](#)



Looking Ahead: Visit *TriMark* at CONEXPO 2020

CONEXPO-CON/AGG - NORTH AMERICA'S LARGEST CONSTRUCTION TRADE SHOW

Don't miss the opportunity to attend the trade show where every construction industry professional will be March 10-14, 2020 in Las Vegas.

TriMark looks forward to seeing you there!

