

TriMark NEWS



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Edition 41 December 2022

New Hampton, IA - December, 2022 — Season's Greetings to all our TriMark customers and friends. As our Holiday graphic says, it is that time of year when we tend to reflect on the past year as well as prepare for the New Year!

From TriMark's standpoint, 2022 was once again a very challenging year. We continue to see shortages, extended lead-times and late deliveries for raw materials, components, sub-contract processes and tooling, not to mention unprecedented price increases. In addition, the lingering influences of the pandemic include labor shortages, wage increases and just when we begin to come out the other side of the pandemic, additional challenges confront us including worldwide political challenges, inflation, and the threat of recession. There appears to be some pent-up demand in several markets remaining from the pandemic induced recession back in 2020, but overall, we expect economic growth to slow down in 2023. So, please stay up to date with our quoted lead-times and want to re-emphasize that any advance planning and forecast information that you can provide for 2023, will assist us to stay in-front of your production requirements during these difficult times, but rest assured, TriMark is committed and focused to do whatever it takes to deliver our products on-time and as-needed.

A festive holiday graphic with a dark blue background filled with glowing stars and light trails. The text "SEASON'S Greetings & HAPPY NEW YEAR" is prominently displayed in orange and light blue. Below the text, there are several images of TriMark door hardware, including handles, linkages, and locks, arranged in a Christmas tree shape. At the bottom, there are several wrapped gifts in red, green, and white. The TriMark logo and name are at the bottom left, and social media icons for LinkedIn, Facebook, and YouTube are at the bottom right.

**SEASON'S
Greetings
& HAPPY NEW YEAR**

We value our relationship with our customers, suppliers, friends, and family and thank you for your continued support. We look forward to serving you in the upcoming year and wish you a happy holiday season and the very best for the new year.

TriMark
An Employee-Owned Corporation

TriMark TriMark Corporation TriMark Corporation

Here we grow again

2022 marks the 25th anniversary for TriMark Europe, which started in 1997 as a distribution and logistics facility. In 2007, we acquired West Alloy, which added manufacturing and plastic injection molding. Starting late 2022 with completion in 2023, we are moving into a brand-new facility that will consolidate manufacturing, engineering, and sales in a single facility. We will provide additional information, as we finalize the move into the new facility and formally celebrate the anniversary.



In response to a tight labor pool in northeast Iowa, we opened-up a new facility in Quincy, IL. in May 2022. Providing 10,000 sq ft of production and warehouse, this location is primarily assembling select products for a key Customer. Currently employing 12 people, we have room to expand and increase capacity at this location.



**TMC, TME, TMX
and now TMQ!**



And finally, we are expanding our laser capabilities in New Hampton with the addition of a fiber laser and automated bending cell. Providing speeds 3 times faster than our Co2 laser with 50% less operating costs, this new cell is housed in a new addition and will increase our capacity 3-5 times with increased quality and repeatability. More information will be forthcoming in 2023.

We continue to be optimistic about our business and the markets we serve and look forward to the challenges and opportunities that 2023 will present – wishing you and your Company all the best as we begin 2023. We look forward to working together throughout the upcoming year – **thank you for your business.**



Customer Survey

Here is a summary of the excellent feedback provided through TriMark's 2022 Customer Survey Report. As we've come to expect, TriMark's customers once again offered their insights and opinions when we contacted them and requested that they participate in our 2022 Customer Survey.

Here are just a few of the findings from the survey:

- ⇒ The current business conditions have impacted our ability to ship on-time, lead-times are extended and order flexibility have slipped some.
- ⇒ High marks were given regarding our overall ability to satisfy requirements for door hardware systems, mechanical/electronic solutions from a 'Single Source' and overall value of TriMark products - features/quality/durability vs. price
- ⇒ New Products – you want more, and we will be responding. We asked your interest in specific mechanical, electronic and mechatronic products and those results will be factored into our product line planning for 2023 and beyond.

To those of you who took a few minutes out of your busy schedule to share your thoughts with us, we want to extend a personal "thank you"!

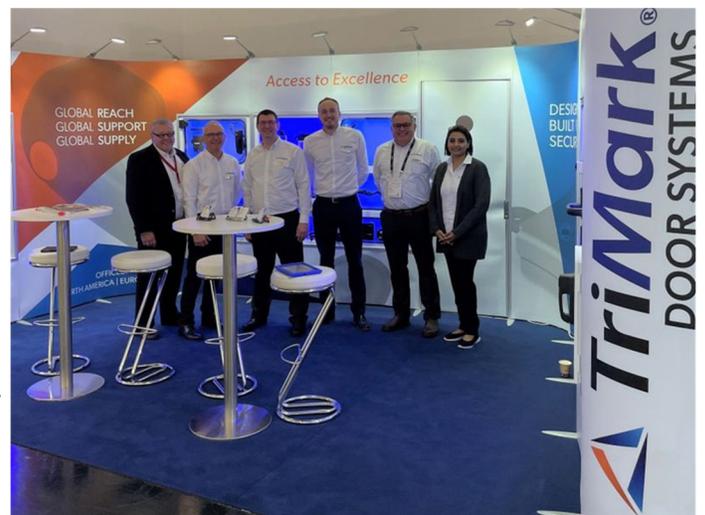
TriMark Showcases at bauma Munich 2022



Bauma Munich has once again showed why it is “The World’s Leading Trade Fair for Construction Machinery, Vehicles and Equipment.” From October 24-30, a total of around 3,200 exhibitors from 60 countries (2019: 3,684 exhibitors from 63 countries) and more than 495,000 visitors from over 200 countries (2019: 627,603 visitors from more than 200 countries) came to Munich, and the resounding comments were that it was a huge success. Demonstrating its global influence, the proportion of international visitors was around 50% and the share of international exhibitors was nearly 65%, with the top 10 exhibitor countries: Germany, Italy, Turkey, Great Britain and Northern Ireland, the Netherlands, France, the US, Austria, Spain and China. The show demonstrated that even in these challenging times, there is no substitution for in-person, face to face events where everyone can directly experience products and hold personal discussions.

Exhibits included several interactive demonstrations of TriMark’s mechanical and mechatronic products access solutions. We demonstrated our latest e-ASK PKE system, featuring passive keyless entry, keyless start and immobilization as well as our newest line of Powered Products that provide several solutions for hard to close doors due to high door seals, air compression or pre-bowed glass.

Also on display were six popular door access systems that range from simple compartment solutions up to full personnel door solutions, our latest New Suite of Access Hardware named TouchOne, and we showcased our Modular Pull Handle Family, offering good/better/best range of features/benefits in a common mounting pattern allowing upgrades and model differentiation.



We invite you to check out our website at www.trimarkcorp.com to see why TriMark is the leading global door solution provider offering Global **Reach**, Global **Support** and Global **Supply** of access door systems. If you didn't get a chance to stop by our booth or attend the show...here's a little of what you missed: <https://www.trimarkcorp.com/en/salesliterature.aspx> (click the bauma Munich 2022 tab):

TriMark's Integrated Access Systems

Designing and implementing a full door system solution requires a wide-range of high-quality products working together to form a rugged, reliable system. We have on-display four popular access systems that range from single compartment solutions up to several full personnel door solutions that set the standard in excellence, design and value in the field.



TriMark's e-ASK Keyless Entry Systems

TriMark's e-ASK keyless entry systems adds further functionality, convenience, productivity and security to your Access Door System. Your choice of several systems and components can provide 'state of the art' automotive style passive keyless entry and keyless push button start or basic lock/unlock. Additional functionality includes the control of compartment doors and hoods, windows, ignition, lighting, pneumatics, hydraulics, horns and sirens plus other security systems.



TriMark's Modular Pull Handle Product Family

Another new concept on-display is TriMark's Modular Pull Handle Family that 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.



TouchOne

Our latest New Suite of Access Hardware named TouchOne utilize shared styling cues to infuse your cab and enclosures with a contemporary look and feel. The aesthetic design elements have been specifically developed to provide customers with a very comfortable and tactile feel for the main door and window touch points. These multi-family access product selections include a Push Button or Pull Handle, Interior Squeeze Release and a Rotating Rear Window Handle.



Looking Ahead

Upcoming Tradeshow:

March 14-18, 2023
Las Vegas, NV



**CONEXPO
CON / AGG**



Booth#
S-61443



The countdown is on and TriMark is planning to exhibit at ConExpo 2023, North America's largest construction Trade Show, which takes place on March 14-18 in Las Vegas. Additional information will be shared as we get closer to the show, so make your plans now to attend this important event.

We also invite you to check out our Facebook, LinkedIn and YouTube Channel for additional information and news about TriMark Corporation, our services and products.

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