




## Edition 15 - December 2016

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### Quick Access To TriMark Industry Solutions

Off-Highway  
Vehicle

Recreational  
Vehicle

Specialty  
Vehicle

On-Highway  
Vehicle

Armored  
Vehicle

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Enclosures

### Would You Like to Have Your Company Featured in a Future TriMark Newsletter?

If the answer is "yes", then we should talk! In future issues, we would like to feature some of our customers (one per issue) and talk about how they use TriMark products. If you would like your company to be considered, please contact TriMark by clicking here.

## CONEXPO Sneak Preview



As TriMark begins to prepare for the premiere North American Construction Show, we wanted to offer a sneak peek at what we will be showing at next year's show: TriMark's successful e-ASK system has proven itself to be a popular

## IMPORTANT HOLIDAY SCHEDULE INFORMATION

### TME - Christmas shutdown

For your information our last day for dispatch is Friday 16<sup>th</sup> December and we will reopen for dispatch on Tuesday 3<sup>rd</sup> January 2017. Our offices in Sutton will be closed from Wednesday 21<sup>st</sup> December 4.30pm and will reopen on Tuesday 3<sup>rd</sup> January 2017 at 8.30am. Our offices in Coalville will be closed from Friday 23<sup>rd</sup> December 2.30pm and will reopen on Tuesday 3<sup>rd</sup> January 2017 at 8.30am.

## A Message from Keith Dolbear

It is hard to believe that Christmas is just around the corner and that we are closing-in on a new year. 2016 marked 45 years of business and we at TriMark Europe are glad to be a part of it. The sales of Agricultural Equipment in Europe have been in steep decline over the past three or four years as farm incomes have been hit by low commodity prices. It does look like we have finally hit the bottom of the decline in 2016.

We continue to be optimistic about our business and the markets we serve and look forward to the challenges and opportunities that 2017 may present.

We continue to extend our scope of coverage and we have created two new roles as part of our growth. We've added a Mechatronics Engineer position as we expand our development and support in our eASK systems, which are becoming a major part of our business and product solutions. I must admit I thought the word "mechatronics" was marketing jargon but since it is now possible to obtain a degree in it, it must be real! We have also consolidated several titles into a single position, Supplier Quality Engineer. This position gives us the focus we need to work ever closer with our supply base.

I am writing this introduction from Shanghai as TriMark exhibits at bauma China. This show is a just a little smaller than last time but the crowds and the energy have not changed at all. No surprises here at least and again you can see some further details later in this newsletter.

As always, we thank you for your continued support of our efforts to be the premier global supplier of Access Solutions.

Best wishes

*Keith Dolbear*

Managing Director

TriMark Europe Ltd

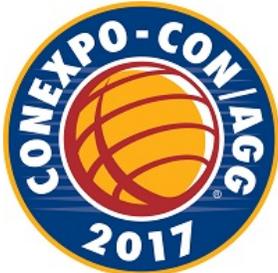
Remote Keyless Entry system for the last 10 years in various vehicular markets. During this time we have excelled as a systems integrator for vehicle door systems, customized as necessary to meet Customers' requirements and leveraged our knowledge and experience of SAE J1939 CAN-based communication networks.

Many customers have been asking, what's next? Without revealing too much information, we can tell you that we are progressing on our Generation 3 e-ASK System. It will include Passive Keyless Entry, vehidemobilization/immobilization and keyless push button start. These are the same state of the art electronics that are featured on higher end automobiles and will soon be available for integration on your vehicles.

We will also feature our newest innovation in rotary latches; the 050-1900 8mm Single Rotary Latch. For more information, please read the feature article in this newsletter.

Look for additional information regarding the ConExpo Show in future newsletters.

**Tradeshows**



**MARCH 7-11, 2017  
LAS VEGAS, NEVADA**



**Newsletter  
Suggestions**

#### EDITOR'S NOTE:

- If you would like to make any suggestions to help to improve our newsletter please click the button above for Newsletter Suggestions
- If you would like to send a copy of this e-newsletter to a friend, colleague or associate, the Send to a Friend link at the bottom of this newsletter is a convenient method for providing them with their own personal copy.



## TriMark's NEW 050-1900 Next Generation Latch (NGL)

A couple of years ago a major customer challenged TriMark to develop a new Rotary Door Latch for use on their entrance doors as well as door hold-backs. As a result, TriMark engaged in a new product development focused on designing a new product, which is referred to as the "Next Generation Rotary Latch".

#### Modular Concept

TriMark proposed a modular concept based on the best features from our portfolio of rotary latching products that will allow for application flexibility utilizing TriMark's expansive trip lever options, exterior handles, linkage rods and inside releases. Modular case construction is preconfigured with multiple actuation points on the front case allowing top/bottom actuation including stacked actuators as well as combinations of actuation points providing the most configurable rotary door latch ever designed

Modular products enable faster, easier and more efficient customization of standard products to unique user needs— with reduced lead-time and engineering support. The 'base' latch is designed using all non-handed components allowing left/right hand assemblies by orienting the internal latch components in the proper orientation. Additionally, this product is available in single or 2 position rotors configuration for FMVSS 206 compliance plus the single rotor provides for vertical clearance of strike allowing for door sag, misalignment and ease of installation. Additionally the single position rotor is ideal for compartment doors and door hold-open applications.



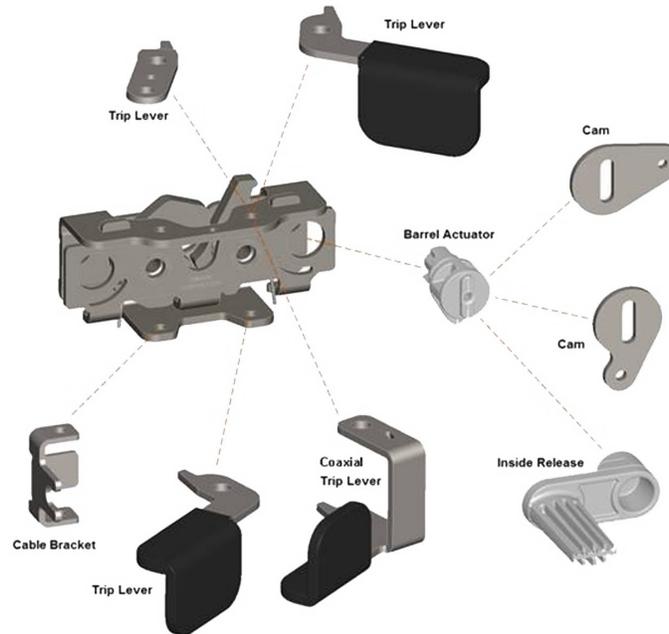
TriMark's newest innovation in rotary latches features a robust modular design that offers extensive actuation locations and options providing application flexibility in a compact design. Designed for medium to heavy-duty applications for on or off-highway applications, this single rotor latch is available in both FMVSS 206 and non FMVSS 206 configurations.

#### Application Versatility

Today's applications demand application versatility with considerations for remote release utilizing rods or cable connections, direct release from external handle, on-latch inside release levers with robust pivots, multiple release levers, left and right hand versions and a small footprint to allow for maximum visibility, and this product platform delivers on all points in a single Latch family. The platform was designed to reuse TriMark's extensive selections of existing actuators reducing application engineering and unnecessary tooling requirements.

#### Ergonomics

Increasingly importance is also being given to ergonomics as well as functional positioning of the latch, inside release and exterior handle as well as door structures and increasingly larger glass challenge the door designers for space claims, connectivity and ease of installation and adjustment. This new latch platform compact size and shape allows maximum use of door space and minimizes visibility issues without compromising strength and robustness.



### Innovations

- Innovative barrel release with optional integrated cable bracket for ease of use/installation excels on agricultural applications with massive glass doors coupled with weather tight door seals which demand low operating efforts
- Safety - 8mm diameter automotive style hoop-type striker minimizes clothing snag hazard
- Several actuator return spring options plus coaxial actuator mechanism for applications where it is desirable to provide additional support to the actuation levers
- Future provisions are also planned for state sensing, power release mechanisms and an innovative slam cam door lift mechanism for heavy door that are prone to sagging.

### Off-the-Shelf Solutions

TriMark's global customers are demanding off-the-shelf rotary latch solutions because of the many new products they introduce every year. They want to minimize the amount of time it takes to go from concept to finished product. With TriMark's strong reputation for durability and reliability, these off-the-shelf product solutions can also be customized to meet a customer's specific platform needs. With a broad selection of rotary latch sizes, versions, features and options to meet virtually any application, TriMark is able to simplify the process while meeting each customer's unique needs. Products range from basic stand-alone designs to integrated linkages for both FMVSS 206 and non-206 applications. All TriMark rotary latches feature the highest levels of quality, security and strength and are covered by TriMark's comprehensive worldwide warranty.

**TriMark**® PRODUCT DEVELOPMENT PROCESS OPTIONS:

 <b>OFF-THE-SHELF</b>	<b>1</b> Application ready, standard product. <i>Fast &amp; Cost Effective</i>
 <b>BILL OF MATERIAL</b>	<b>2</b> Components available but never been made.
 <b>MODIFICATIONS</b>	<b>3</b> Quick turn manufacturing application potential.
 <b>FULL CUSTOM</b>	<b>4</b> Customer input resulting in custom design.

*We have the product selections you are seeking. > [TrimarkCorp.com](http://TrimarkCorp.com)*

### Door Systems – Providing the Big Picture Solutions for TriMark Customers

Designing and implementing a true full door system solution takes a wide range of products to ensure that all the components work together to form a rugged and reliable system to suit the intended application. TriMark's range of latches, handles, hinges, linkages, locks, accessories and related system components assure compatibility – our products not only set the standards for excellence, design and value, they are proven in the field time and time again.



Considerations must also be made regarding system details such as opening/closing efforts, structural support, appearance, door construction, safety, security, ease of assembly, quality, durability, sound of operation and value. Our Application Engineering Experts are available to assist you in properly selecting the components and products to complete your individual system solution.

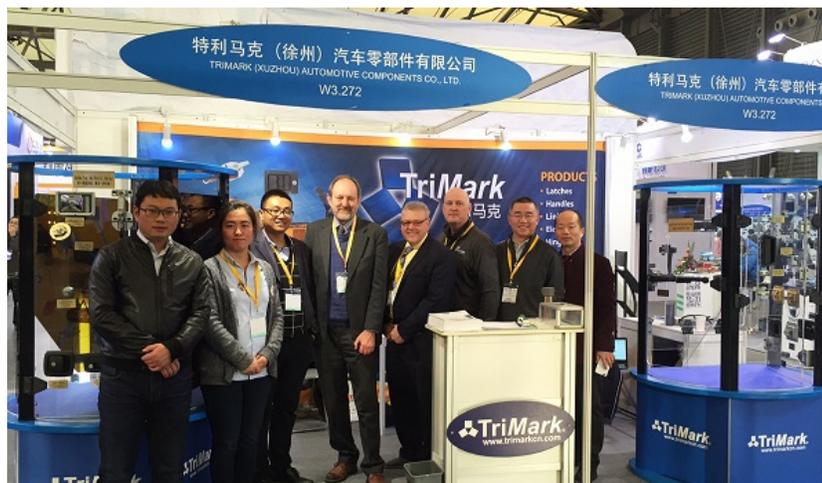
## TriMark Enjoys Success at bauma China

Bauma China 2016, the 8th International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles, was successfully held November 22 - 25 at the Shanghai New International Expo Centre.

Bauma China 2016 had 2,953 exhibitors and 170,000+ visitors from 149 different countries and regions.

In addition to TriMark being able to greet many current customers we also had the opportunity to introduce TriMark's innovative Access Hardware Solutions to those who were looking for quality hardware.

It was a great event and the result of great team work. Thanks to those of you who stopped to say "hello"!



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