

## Edition 8 - June 2012

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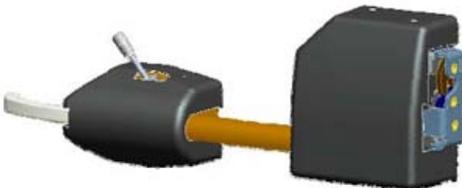
### Quick Access To TriMark Industry Solutions

Off-Highway Vehicle
Recreational Vehicle
Specialty Vehicle
On-Highway Vehicle
Armored Vehicle
Industrial 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.

### New Product



100 5120 TriGuard Heavy Duty Door

### A Message from Keith Dolbear

A week in Paris in June? I can think of worse places to be, and especially this year, as TriMark Europe (TME) formally launches into the armoured vehicle market! A team from TME will be joined by colleagues from the USA, as we exhibit at [Eurosatory 2012](#). This major international exhibition on land security and defence is being held at Paris Nord Villepinte Exhibition Centre between 11th and 15th June. You will find us in Hall 6 on stand C375. I am planning to be there every day so hope to meet up with some of you during the show.

The armoured vehicle sector has become established as a core business at TriMark Corporation and at TME we have already won some significant contracts. We are now taking the steps to give the focus needed to grow in this market. It is a good fit for us as the products need to be very high performance, extremely reliable and tough enough to safely withstand the IEDs (improvised explosive devices) that we have all heard about from the conflicts in the Middle East. It really is a great fit for TriMark products and our Engineering support.



Still in June, and a week before Eurosatory, we in the UK, and indeed the rest of the Commonwealth, are celebrating the Diamond Jubilee of Queen Elizabeth 2. By coincidence, West Alloy is also sharing in the same 60th anniversary as the Company was founded on 2 January 1952. At that time, West Alloy was a contract zinc die caster but the founder, William West, soon saw the opportunities for door and window hardware and the rest is history!

Existing customers should not be concerned that an expansion into a new market is going to result in any detriment in the service we strive to achieve with you. Indeed the opposite is true in that we recently undertook a full survey of customers (and potential customers) in Europe and we are currently reviewing the results. These show many strengths and a number of opportunities to work on. We will incorporate the overall results into our updated 5 Year Strategic Plan and I am personally going to go through each response to look for any specific issues where we can do something better, now! We were a little short of responses for customers buying the West Alloy products and we will be seeking some additional feedback, so if you would like to help with this, please give me, or anyone else at TriMark, a call, or drop me an email ([keithdolbear@trimarkeu.com](mailto:keithdolbear@trimarkeu.com)). I would like to give my personal thanks to everyone that contributed to this survey and promise that we will learn from your inputs.

Let me close with giving my best wishes through the summer holidays. I hope it stops raining in the UK soon!

**Keith Dolbear**

Managing Director  
TME

## TriMark Continues Expansion in Armoured Vehicle Market

Announces Kick-off of TriMark Europe's Entry into the Armoured Vehicle Market at the Eurosatory Exposition, June 11 – 15, 2012 in Paris, France

Hall 6 - C375

This heavy duty slimline hardware module provides automotive-like functionality and style in a low profile one-piece module. Featuring TriMark's 050-1600 TriGuard Slimline Heavy Duty Latch, this robust product allows for power-locking and is compliant to FMVSS 206. Other product details include:

- Heavy duty modular construction is received fully assembled and tested - reduces door assembly as much as 50% to 70% - improving vehicle cost and throughput.
- Improved serviceability in the field and ability to retrofit into existing applications
- Interior locking mechanism provides additional safety for occupants
- Single motion egress

System kits are available and include handles, latches, power lock actuators and electronic accessories including custom wiring harnesses, relays, switches, door contacts, actuators and mounting hardware to provide a comprehensive electro-mechanical access solution.



### TriMark Europe Has Gone to the Dogs!

TriMark Europe is proud to have provided highly secure latches and exterior handles for the 'Military Working Dog Pods' which are being utilized on special secure kennel transporters by the UK Army working dogs in Afghanistan.



TriMark engineers worked in conjunction with NP Aerospace, Coventry UK to develop door systems which provide high strength and security; along with ease of access.

The Military Working Dog Pod is designed to be carried by the Wolfhound armoured vehicle, which is currently deployed in its Utility variant role for transporting equipment. The Military Working Dog Pod variant has been specifically developed to provide the dogs with a safe and protected environment in which they can be transported around the battlefield arriving fresh and ready to undertake their mission.

TriMark Europe's recent announcement that it has entered the Armoured Vehicles market coincides perfectly with its participation in the Eurosatory Exposition. The goal will be to unveil new products and capabilities to this new and important audience. Eurosatory is the only international exhibition dedicated 100% to Land Security and Defense. This exhibition will feature 1300 exhibitors from 54 countries who will be displaying their products to an anticipated 54,000 professional attendees from 130 countries.



TriMark's new 100-5120 TriGuard Heavy-Duty Slimline Hardware Module V2 will be a major focal point of TriMark's participation in Eurosatory.

TriMark's new product provides automotive-like functionality and style in a low profile one-piece module. Featuring TriMark's 050-1600 TriGuard Slimline Heavy Duty Latch, this robust product allows for power-locking.

In addition to the Module V2 rollout, TriMark will also be showcasing the most recent updates to its very well respected COMMANDoor Plus with a fully functional model that will be on display.

To share this article with a friend or colleague, please use the Send to a Friend link at the end of this newsletter.

## Over Thirty Years and Over 25 Million Latches

Twenty-five million of anything is quite a number which makes the fact that TriMark has produced over twenty-five million rotary latches in a span just over 30 years even more impressive.



When we tell you that TriMark is the "market leader" in Rotary Latches you won't need to dig too deeply before you realize that this is more than just hollow hype. TriMark's rotary latch experience dates back over 30 years and during that period of time TriMark has been recognised as a real product innovator with multiple patents as well as many unique and exclusive features. We like to say that TriMark Rotary Latches are Often Copied but Never Equaled.

Produced primarily for the non-automotive vehicle markets, rotary latch applications include personnel doors, compartment/baggage doors, as well as hoods/access panels. The product range covers light duty up to heavy-duty platforms and versions. Rotary latches are produced as stand-alone products as well as being integrated into other finished products such as paddle handles and door modules. Integration of electronics is also available providing power locking, power release and door open sensing providing a complete mechatronic solution.

### Off-the-Shelf Solutions with the Added Benefit of Customisation

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 raw concept to finished product. With TriMark's strong reputation for durability and reliability, these off-the-shelf product solutions can be customised 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.

Keith Dolbear, TriMark General Manager for Europe said. "These pods presented unique challenges as the weight of the structure and armour required very high integrity products. TriMark believes that these products are unique in their strength and integrity and have been rigorously tested on armoured vehicle applications."

TriMark's 050-0850 Heavy duty latch modules provided secure high strength latching and entry to the pod is gained via TriGuard heavy duty rotating handles 010-1100.

The first of the Pod variants was delivered to Afghanistan early in 2011.

TriMark Europe was just one of the over 2,700 companies from 48 countries showing and demonstrating machinery, equipment, spare parts and accessories to 415,000 attendees from around the world at the recent [Agritechnica](#) in Hannover, Germany.



Hanover / Germany  
15 – 19 November 2011  
Preview Days 13/14 November

Agritechnica is considered by many to be the worldwide meeting point for the agricultural machinery industry and with the increase in participation from manufacturers as well as an increase in attendance, it is hard to dispute this claim.

"The scope of this exhibition was truly quite amazing," states Keith Dolbear, TriMark Europe Managing Director. "We had the opportunity to interact with all of our key customers in the agricultural area and we also met some companies who, while not current customers, have expressed a strong interest in TriMark's ability to provide both off-the-shelf and customised access platform solutions."

### TriMark NEW Product Featured at Agritechnica 040-0700 Lift and Latch Handle

This new product is designed to operate on off-road vertical opening windows for full unobstructed vision. Latching is provided in the "fully open" or overhead position, and in the "closed" front latched position. This integrated latching and handle solution features full gloved hand clearance, one-touch action release and slam action retention providing safe and secure operation.



Other product details include:

- Push button handle with 195mm mounting pattern retrofits with most European up and over handles
- 12mm plunger travel provides secure engagement into window tracks
- Lighter weight and lower cost than zinc die cast versions
- System kits are available and include handles, latches and accessories to provide a comprehensive access solution.

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### Paul Burstow MP visits TriMark Europe's Sutton Facility

Keith Dolbear, Managing Director of TriMark Europe Ltd, welcomed Paul Burstow MP for Sutton and Cheam, Minister of State for Care Services, for a return visit to the facility at Sutton on 20th January 2012. Paul was accompanied by Michael Cumper and Maurice O'Connell from Kimpton Industrial Park Proprietors Association (KIPPA).



[Click here](#) to read the entire story >>



### Eurosatory International Exhibition

June 11-15, 2012  
Paris, France



### TriMark Advertises in iVT

TriMark recently ran two adverts in iVT magazine which we are delighted to share with you.

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TriMark Corporation  
500 Bailey Avenue ~ P.O. Box 350  
New Hampton, IA 50659 ~ USA  
+1 800-447-0343  
[www.trimarkcorp.com](http://www.trimarkcorp.com)

TriMark Europe  
Cedar Court ~ Walker Road  
Bardon Hill ~ Coalville, LE67 1TU ~ UK  
+44 (0) 1530 512460 ~ [www.trimarkeu.com](http://www.trimarkeu.com)  
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TriMark Corporation  
500 Bailey Avenue ~ P.O. Box 350  
New Hampton, IA 50659 ~ USA

TriMark Europe  
Cedar Court ~ Walker Road  
Bardon Hill, Coalville, LE67 1TU ~ UK

TriMark China  
Xuzhou Economic Development Zone  
Xuzhou, Henan, 221804 PR - China

VISIT US AT  
**EUROSATORY** 2012  
Booth #H-30812

**AUSA Annual Meeting**

October 22-24, 2012



**Bauma China**

November 27-30, 2012

**TriMark Europe**

Cedar Court  
Walker Road  
Bardon Hill  
LE67 1TU  
Coalville  
United Kingdom

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**2012 RVIA**

**50th Annual National RV Trade Show**

November 27 – 29, 2012

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***Newsletter  
Suggestions***