



Edition 18 - September 2012

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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.

Featured Product

**020-0750 Flush Mount Pull
Handle**

Expansion Plans and Off-The-Shelf Products

In the last issue of this TriMark newsletter ([click here to view](#)), we talked about how TriMark is "Building Local – Selling Global." Thanks to the continuing growth of TriMark's global business, the "Building Local" part of that statement has taken on larger proportions.



TriMark is currently in the process of adding approximately 14,400 square feet of manufacturing space to the New Hampton facility. The TriMark facility has been expanded several times due to the growth from new customers as well as current TriMark customers asking us to provide them with additional services and products.

We promise to share more details of this expansion in future newsletters but here is just a quick overview of the areas that will benefit from this initiative:

- Finishing and buffing – we are adding a robotics cell which will allow us to finish and buff products on an expanded and less labor-intensive basis.
- Plastics and injection molding – we have seen a huge increase in demand for this capability, so we have made the investment for a state-of-the-art facility including some new equipment
- Air conditioned assembly space to support new product lines
- Additional equipment and capabilities to support TriMark's Tool Room Department
- New Product Testing facility

Also in the last newsletter, we promised you a look at additional information about TriMark's Off-the-Shelf products. Quite frankly, we probably have not done an adequate job informing our customers that we are much more than just a provider of custom products. Our customers are telling us loud and clear that they want to utilize these "ready to go" solutions. The reality is that TriMark has been providing Off-the-Shelf access solutions for many years and our list of platforms/products numbers well into the thousands. In the next issue of this newsletter we will delve a little more deeply into how our customers can access and view this comprehensive information.

As always, thank you for your continued support and we are looking forward to sharing additional expansion details as they become available.

The TriMark Management Team



Whatever Your Need TriMark Has the RIGHT Rotary Latch Solution for You

This Flush Mount Pull Handle was specifically designed for compartment and entrance doors for off-highway vehicles.

It offers ergonomic function and styling, is adaptable for power door lock actuation and has a "locked-rigid" handle when locked. Other product details include:

- KeyOne Plus lock cylinder can be keyed alike with most single and reversible key systems
- Housing flange and internal gaskets provided for resistance to water and dirt infiltration
- Easy installation with (2) M6 nuts

System kits are available and include handles, latches, accessories and keyless entry e-ASK systems to provide a comprehensive electro-mechanical access solution.

You may already know that TriMark has produced over 30 MILLION Rotary Latches making it the global leader in Rotary latch solutions. And while this number is very impressive in and of itself, the TriMark rotary latch story goes well beyond mere numbers.

The range and breadth of the Rotary Latch product line has been built on years of careful engineering evolution as well as successful customer experiences with the full range of latch options. Latch applications range from heavy-duty to light weight, compact to normal, and top-of-the-line to more value-oriented. And, there is an almost unlimited number of relevant applications for both on and off-highway needs.

Rotary Latches 101

When you've made over 30 million rotary latches it is easy to forget that, while we at TriMark may be intimately familiar with the complete product menu, we need to be constantly aware that our customers also need to be "in the loop" about our rotary latch platforms and sub-platforms.

It was suggested by one of our long-standing latch customers that it might be a good idea to re-visit the basic configuration options for our rotary latches (single and two-rotor latches) as well as a more comprehensive look at the full range of available latches.

Two Rotor

TriMark's proven two rotor latches lead the industry in reliability and durability. Products range from basic stand-alone designs to integrated linkages for both FMVSS 206 and non-206 applications. Available in a wide variety of versions and options, they offer robust latching functions in several cost effective designs.

Single Rotor

TriMark's proven single rotor latches range from compact compartment latches to FMVSS compliant latches. Available in a wide variety of versions and options, they offer reliable latching functions in several low cost compact designs.

[Click here to view the complete line of Rotary Latch solutions.](#)

Tradeshows

2012 & 2013 Trade Shows



AUSA Annual Meeting
October 22-24, 2012

**bauma
China 2012**

Bauma China
November 27-30, 2012



**2012 RVIA
50th Annual National RV Trade
Show**

November 27 – 29, 2012



UMA Motorcoach Expo

Jan. 20-24, 2013
Orlando, FL



Bauma India

Feb. 8 - 10, 2013
Mumbai, India



**2013 AUSA/ILW Winter
Symposium & Exposition (AV)**

February 20-22, 2013
Fort Lauderdale, FL



NTEA Work Truck Show

March 6-8, 2013
Indianapolis, IN



Bauma Munich

April 15 - 21, 2013



050-0100
Two-Rotor Latch

050-1100
6mm Single
Rotor Latch

050-0700
2mm 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
and Linkage
Assembly



050-0810
Single Rotor
Latch Logic



050-0400
Floating Striker
Single Rotor Latch



050-0200
SlimLine
Rotor Latch



050-0300
Single Rotor Latch



050-0600
Single Rotor
Compartment Latch



050-0850
Tri-Guard Heavy Duty
Latch Module with Slam
Cam Option

Industry Applications

- Construction Equipment
- Agricultural Equipment
- Mass Transportation Equipment (Busses and Rail)
- Armored Vehicles
- Trucks and Trailers
- Toolbox and Enclosures
- Recreational Vehicles
- Specialty Equipment (Utility Bodies, Ambulances, Firetrucks)

Let TriMark Help You!

Are you having trouble getting the rotary latch solution you need? As the global leader in providing rotary latch solutions, TriMark will have the answer that is right for you. Whether it is one of our proven and time-tested off-the-shelf platforms/products or a fully-custom solution requiring the full skills and expertise of TriMark's product development experts, we know you will be more than pleased with the TriMark access solution designed just for YOU!

In an upcoming issue of this newsletter we will look at how TriMark is providing complete door system solutions for an increasing base of customers.

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**Newsletter
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Follow proper safety practices. If in doubt, consult a professional RV technician.