



Edition 19 - November 2012

In This Issue

[Click Here for Printable Version](#)
[Click Here to View as Web Page](#)

Quick Content Links

- [Management Team Message](#)
- [TriMark Engineering Capabilities - Exceeding Our Customers' Expectations](#)
- [TriMark is a Leader in Providing Electronic Solutions for On and Off-Road Applications](#)
- [Join Us](#)

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.

Join Us

**TriMark to Introduce New Product at
50th Annual National RV Tradeshow,
November 27 – 29, 2012 at the
Kentucky Exposition Center in**

Plant Expansion Update-Engineering Customer Support-Records Being Set

Here in Iowa, the last of the leaves have fallen and we are waiting for old Mister Winter to show his snowy hand. While the weather may be on the brink of turning colder, there are some "hot" things taking place at TriMark!

First, a quick expansion update. Work continues on the plant expansion we announced in the last newsletter and we are making great progress due in part to some very cooperative weather in this part of the country. We also mentioned our new Tech Center which is home to TriMark's Product Testing facility – new products as well as ongoing validation testing - in addition to some of our specialized engineering teams. We hope to be able to share some photos in the not-too-distant future.



Speaking of engineering, over the past year or two we have been receiving an increasing number of customer requests for additional engineering support. Our customers tell us that this is being driven by engineering resource constraints within their organizations. They are also telling us that because of our engineering expertise, TriMark is becoming much more of an engineering resource for them. We are pretty proud of our engineering staff and how they have risen to this challenge.

You already know that TriMark has produced more than 25 million Rotary Latches (if you did not then you have not been paying attention!). It's obvious that our customers continue to recognize TriMark as the leader in this area as we are on pace to break many of our previous production records for Rotary Latches! Thanks to you we will continue to develop products that provide innovative access solutions for our customers.

Now we just need to find our mittens and snow scrapers!

The TriMark Management Team

TriMark Engineering Capabilities - Exceeding Our Customers' Expectations

In the Management Team Letter we mentioned that some TriMark customers are placing an increasing amount of responsibility for engineering support with

Louisville, KY

Visit TriMark at South Wing
Corridor C – Hall 1C –
Booths C 45 - 46



TriMark Continues to Provide New and
Innovative Products to the RV Industry

Announcing TriMark's New 060-1650 Motor
Home Entrance Door Hardware with Dead
Bolt



TriMark's NEW 060-1650 Motor Home
Entrance Door Hardware with Dead Bolt is
designed for RV motor home and fifth
wheel trailer entrance doors and is a
redesign of our 060-0650 Motor Home
Entrance Door Hardware. It features easy
installation with through sandwich
mounting, a low profile plunger style latch
which is compliant to FMVSS 206, a built-in
dead bolt for additional security and is
power lockable.

Other product details include:

- Universal applications -- either right or left handed
- Can be keyed to match other TriMark RV door products with KeyOne Plus for a single-key system
- The Inside Release is low profile (0.94") to allow for close fitting screen doors
- Retrofits and installs in same door cutout as current 060-0650 Motor Home Entrance Door Hardware
- System kits are available and include handles, latches, rods, brackets and power lock actuators to provide a comprehensive electro-mechanical access solution.

[Click here for more information.](#)

**TriMark China to Host Attendees at
bauma China 2012 November 27 – 30**

TriMark while, at the same time, decreasing their dependence on their own internal engineering. This trend also made us realize that while we've talked about our engineering expertise, we've never given you a peek behind the scenes at our full complement of skills and tools.

TriMark has built its reputation on engineering excellence. For over forty years we have focused on developing and customizing products for door systems of commercial, industrial and recreational vehicles. We carry that engineering excellence and expertise to our customers to help them create systems that meet their customer's expectations, install with ease and last the life of the machine.



The TriMark Engineering Team is comprised of both mechanical and electrical engineers. More and more of the access challenges we tackle involve the blending of both mechanical and electrical skill sets into "mechatronic" access solutions. This integration continues to pay dividends for TriMark customers as we have evolved into a recognized leader in this area of expertise.

The Right Tools for the Job

TriMark engineering is equipped with all the needed tools including expertise with Pro-E CAD. Pro/ENGINEER is the standard in 3D CAD for product design, featuring industry-leading productivity tools that promote best practices in design, development and manufacturing. Integrated Pro/ENGINEER CAD/CAM/CAE solutions allow TriMark to design faster than ever, while maximizing innovation and quality to ultimately create exceptional products. Our product development and process engineers perform 3D solid modeling, door system layouts, mechanism animations, finite element analysis, and application engineering. And most importantly, our engineering function is seamless, collaborative, and ongoing between the U.S., Europe, and China.

Windchill is the Product Data Management software that is used to consolidate engineering data that is being developed and used at TriMark's worldwide locations. It is TriMark's stated goal to improve global collaboration, engineering change and control management, new product design of mechatronic door systems as well as product extensions and modifications. We have demonstrated that Windchill can substantially improve our development efficiency both in simultaneous engineering as well as in global collaboration.

Product Development and Testing

Our product development life cycle includes verification and validation testing of the design itself. Using design for assembly and manufacturing and design for Six Sigma, TriMark is able to reduce complexity and risk, minimize excessive costs, while increasing reliability and performance of the finished product before production even begins. Our testing capabilities include life cycle, accelerated corrosion, dust chamber, tensile and compression, UV exposure tolerance, and cold temperature testing when required by the environment in which the product is intended to be used.

TriMark also maintains the ability to design and build the tooling and fixtures that are required to manufacture our products. From Pro-E modeling and prototyping, to final fabrication, TriMark offers turn-key service. And for select parts where the manufacturing process requires no tooling at all? That requirement is accommodated because our quick turn manufacturing capability, or QTM, utilizes the power of modern CNC lasers, lathes, and machining centers. Prototypes are also in-house with Strattsys fused

at Booth #E6.133

bauma China, the International Trade Fair for Construction Machinery, Building Material Machines, Construction Vehicles and Equipment, takes place in Shanghai.



With a total of 1,892 exhibitors from 37 countries, 155,615 visitors from 171 countries and 230,000 square meters of exhibition space in 2010, bauma China is Asia's largest and most important Construction Equipment event

Once again, key international players will be presenting their machines and products at bauma China. Attendees are decision-makers looking specifically for new solutions: CEOs, managers, investors and buyers from around the world and of course from Asia's major growth markets in particular.

In China itself demand for construction machinery in the coming years is set to continue growing strongly. A forecast by the China Construction Machinery Association (CCMA), for example, predicts that in 2015, 100,000 cranes will be sold in the People's Republic. That would be an increase of over 130 percent on the 43,400 units sold in 2010. High growth rates are also predicted for concrete mixing vehicles (+98%) and concrete pump vehicles (+88%). And, in contrast to the 3,019 asphalt pavers that were sold in 2010, in 2015 sales will reach around 5,000 (+66%).

Further information: www.bauma-china.com



2012 & 2013 Trade Shows



Bauma China

November 27-30, 2012



2012 RVIA

50th Annual National RV Trade

deposition modeling, or FDM, to do the job quickly and correctly.

Only after the product is properly designed and engineered and the design properly prototyped, tested, and validated, is it released to our manufacturing processes.

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TriMark is a Leader in Providing Electronic Solutions for On and Off-Road Applications

We all know how the application of electronics technology is changing the way we live and work. TriMark is one of the leaders and innovators in using electronics as a way to provide convenience and security to many of their access solutions.

One of TriMark's strategic strengths is the ability to provide complete door systems; our keyless access control system adds a further dimension of functionality, convenience and security to our systems. This selection of compatible components allows for complete keyless entry for on or off-highway vehicle applications. Our product platforms range from latches, handles and linkages for mechanical products and RF transmitter FOBs, keypads, I/O modules, power lock actuators and a wide variety of accessories for electronic products.

[Click here to see more information for all of these products.](#)



If security, convenience and value are major attributes your customers demand, TriMark is the answer. Full functionality and state-of-the-art design and manufacturing means you can depend on TriMark electronics to be working many years down the road.

e-ASK

Our ambition is to make access and use of the vehicle easier and safer thanks to our products. Considering the needs of both the OEM's and the end users, TriMark develops mechanical and electrical system solutions that are useful, beneficial and add value to our



Show

November 27 – 29, 2012



UMA Motorcoach Expo

January 20-24, 2013
Orlando, FL



Bauma India

February 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

customers' products. TriMark systems are now able to communicate with common multiplexing protocols of on and off-road vehicles as well as providing integration with vehicle security systems. This approach promotes OEM systems integration and ultimately creates increased productivity and an enhanced end-user experience.

Additional TriMark electronic products include:

- e-FOB Transmitter
- Keypads
- Power Lock Actuators

Mechatronic Systems

Upgraded complete **mechatronic door systems** can include other user interfaces, such as keypads or RFID and additional security system peripherals. Kits are available and can include handles, latches and electronic accessories including custom wiring harnesses, relays, switches, door contacts, actuators, mounting hardware, sirens and lighting to provide a comprehensive electro-mechanical access solution.

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Professional resources for the whole RV industry — free.

We put manuals, wiring diagrams and hard-won tech knowledge in every technician's hands, so repairs get done right the first time, techs work faster, and RV owners everywhere get better service.



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