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TriMark NEWS

Edition 39 August 2021

New Hampton, IA - August, 2021 — As you know, 2020 was an unprecedented year for all of us as the world dealt with the impacts of the COVID-19 pandemic. We can now all say that we have lived through a truly 'historic' time, but the massive losses from a human and economic standpoint will not soon be forgotten and are anxious to get back to normalcy. We were fortunate that some of our markets and customers were considered essential and that we were able to continue to operate and provide products throughout the pandemic. Safety protocols were implemented that included temperature checks, PPE protection, social distancing, innovative means of communicating and work from home options. Our factory teams remained working on the assembly lines and feel that TriMark was successful in mitigating the COVID-19 impacts. We have been very impressed with the resilience of our Employee Owners, they have shown agility and perseverance amid the many challenges of living and working through this global pandemic.



Business as Unusual

The current business environment is as good as we have seen since the great recession of 2008. All markets, all customers, in all regions of our Global reach are running flat out. COVID seems to have triggered a super-compressed business cycle, and if you consider the pressures currently on the Global supply chain, adding-in the factors that we have still facing, unique to this COVID period, it's amazing this bullwhip effect isn't worse than it currently is.

As we mentioned in the [December 2020](#) newsletter, we continue to see major supply chain disruptions for raw materials and late deliveries. For us, it is a very challenging time and despite regular communications with our Global Suppliers, they all face their own challenges and difficulties. We have implemented frequent reviews and updates, so that we can clearly define our priorities/actions and we are working through the issues as they arise. Material and component shortages, cost increases, extended lead-times and expediting are the norm right now and we expect it to continue into the end of the year and maybe into next year. As expressed in the December newsletter, any advance planning and forecast information will assist us to better understand your production requirements during these unprecedented times.

2021 marks TriMark Corporation's 50 years in business and we are celebrating with a **FRESH NEW LOOK!**



TriMark started as a small tool and die shop in New Hampton Iowa and have grown into a global designer and manufacturer of quality access solutions for on-road and off-road vehicle applications such as agricultural, construction, recreational vehicle, heavy truck, power sports, fire and rescue, armored vehicles, utility truck and special purpose vehicular markets. We offer a comprehensive selection of handles, latches, linkages, hinges and complete door access systems including mechatronics for keyless entry and vehicle security.

Building on 50 years of Innovation - together with key factors that characterize the company's history: motivated employee owners, innovation, application and project engineering, product performance and quality, mechatronics, excellence of manufacturing and sourcing, coupled with a global focus will enable TriMark to face the future with confidence and expectation of future success.



Stay tuned as more information will be provided throughout the year regarding TriMark's history and other interesting facts.

Environmental Management

We are happy to announce that TriMark has achieved ISO 14001: 2015 registration. TriMark is committed to an environmental management program that involves continuous improvement in environmental performance including the prevention of waste and pollution in support of our strategic business objectives.

TriMark's focus on Environmental Responsibilities to our Employees, Our Community, and our Customers:

- TriMark is committed to full compliance with applicable local, state, and federal environmental regulations, as well as international laws and codes of practice.
- We will continuously work to reduce our use of energy and materials, and to decrease the amount of waste generated which includes air emissions, wastewater, and solid waste. TriMark will set annual environmental goals to monitor the effectiveness of this policy.
- TriMark is committed to the purchase, use and disposal of products and materials in a manner that will best utilize natural resources and minimize any negative impact on the environment. Recycling receptacles are setup for the separation, collection and recycling of corrugated cardboard and paper products.
- In addition, we will work with our suppliers and customer to encourage good environmental practices, reusing and reducing wasteful packaging materials and other products that are used during TriMark's business.



Our Environmental Policy can be found on our website by clicking this icon.

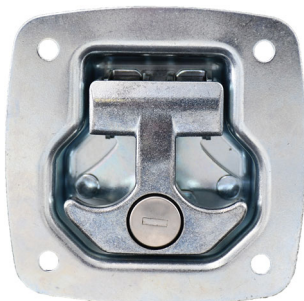
New Product Announcement

080-0500 Downsized Grapple Compression Latch

This new grapple style compression latch is designed for compartments, access panels and hoods for off-highway vehicle applications that are subject to high vibration loads. Similar in function to TriMark's 080-0500 Grapple Style Compression Latch, this version offers a space saving design that is retrofittable to popular competitor latches. Offering 5mm (.197") of compression, the three robust opposing jaws work with a striker diameter of 8.0-9.5mm (.315"-.375"), proving a high level of resistance to vibration, shock and wear. Other product details include:

- Its use in gasketed applications meets requirements for environmental sealing, noise and airflow management - helps reduce or eliminate noise and rattle caused by vibration
- Provides sturdy door support to eliminate extra wear/stress on door hinges as seen with other latches that provide minimal support
- Sealed housing provides minimal intrusion of dirt and water
- Intuitive open and close actuation does not require a turning operation
- Handle provides over-center action and remains up (flagged) when latch is opening providing clear open/closed status
- Designed to fit mounting cutout of popular competitor latches (86mm/3.39" square mounting)
- Has provisions to accept a standard padlock, plus it can be keyed to match other TriMark door products with KeyOne Plus for a single-key systems, keyed alike or provided keyed random

System kits are available and include strikers and accessories to provide a comprehensive access solution. For more information on installation, material and finishes, [click here](#).



[SAMPLES REQUEST](#)

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In addition to the new Downsized Grapple Compression latch, TriMark has several 'off the shelf' Compression Latches that are designed to provide consistent gasket compression for vibration dampening and elimination of rattle and noise. [Click here](#) for additional information.



About TriMark

TriMark, celebrating its 50th Anniversary in 2021, is an employee-owned company and is a recognized leader in the design and manufacture of quality hardware products for the agricultural, construction, truck, bus, recreational vehicle, power sports, specialty vehicle and armored vehicle markets.

TriMark is one of the world's leading innovators, designers, and manufacturers of vehicle door hardware. TriMark offers a comprehensive selection of handles, latches, linkages, hinges and complete door access systems including mechatronics for keyless entry and vehicle security.

The TriMark corporate headquarters is located in New Hampton, Iowa, USA. TriMark serves the China market through TriMark Xuzhou and the European market through its subsidiary, TriMark Europe Ltd, based at Bardon Hill, near Coalville, Leicester. TriMark has been a valued partner supplier to Caterpillar for more than 45 years, in addition to other customers, including PACCAR, John Deere, AGCO, CNH, Harley-Davidson, Knapheide, Polaris, Oshkosh and Doosan (Bobcat), who provide world class vehicles and equipment.

For 50 years, TriMark has been recognized as a true partner while building a global reputation for providing customers precisely the systems solutions they require.

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