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EDITION 32

DECEMBER 2018

2018 Season's Greetings

As the holiday season is upon us, we find ourselves reflecting on the past year and on those who have helped to shape our business. We value our relationship and look forward to working with you in the year to come. We wish you a Happy Holiday Season and the very best for the New Year.

TriMark Corporation ~ www.trimarkcorp.com

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Seasons Greetings From TriMark Management

Seasons Greetings to all of our TriMark customers and friends. As our Holiday graphic says it is that time of year when we tend to reflect on the past year as well as take our first steps towards the new year!

From TriMark's standpoint, 2018 has been a very challenging, yet exciting year. We have never seen an economic cycle such as this where all of our markets across the globe are as strong as they are right now, and it looks like it may continue for a while. We've shared an overview report of our recently completed Customer Survey and this speculation was confirmed to a certain degree when we asked respondents to look at their respective business and project increase/decrease over the next 24 months.

Without making any type of political statement, the worldwide economy is in a predicament that no one could ever have anticipated. It started with raw material price increases and has since migrated to components and finished goods tariffs. The original goal of the Trump administration was to tax upward of \$200 billion worth of goods coming to the U.S. from China and it appears that negotiations may curtail the second increase at least for the short term.

TriMark does manufacture products in North America, Europe and China, so we are in a good position to source components and finished goods where it makes the most sense, but as we are all aware, readjusting the supply chain takes time and planning, and there is no way to determine the final outcome.

In uncertain times like these, it is impossible for us to absorb these increased costs and we know that a large portion of our products are price-sensitive. But in the end, TriMark may be forced to add a tariff surcharge to our pricing. Rest assured, we will keep an eye on what is happening as US trade policy changes and adjust as best that we can to keep costs and pricing as low as possible.

If you have any questions or inputs regarding any of these topics, please feel free to contact any one of your TriMark contacts and we will get your questions answered. We continue to be optimistic about our business and the markets we serve and look forward to the challenges and opportunities that 2019 may present – thanks again for your business.

The 2019 Complete TriMark Product Catalog Available Now!

TriMark Corporation announces the release of its new 164 page [2019 Complete TriMark Product Catalog](#).

Featuring 150 product platforms, the catalog introduces many new products, as well as TriMark's core "Off the Shelf" products; such as locks, handles, latches, striker bolts, linkages, hinges, ignition switches, electronic access, complete door access systems and related components. The catalog contains the general product information and provides an easy way to search and locate the door hardware solutions you seek. Here are some of the updated highlights:

- **Door Systems - Integrated Access Systems (IAS)**
- **Electronic Access & Security Keyless Entry Systems (e-ASK)**
- **Introducing Door Access Solutions Never Before Offered in the Catalog**
- **020-0870 Power Locking Pull Handle with Capacitive Sensor (PKE)**
- **020-0925 Squeeze Release with Assist Bar**
- **050-1900 8mm Single Rotary Latch**
- **500-1300 e-ASK PKE System (Passive Keyless Entry)**

[The 2019 Complete TriMark Product Catalog is available at \[www.trimarkcorp.com\]\(http://www.trimarkcorp.com\) where you can browse the online catalog, download a PDF version, or request a copy](#)

by mail.

TriMark
DOOR SYSTEMS
Access to Excellence



**GLOBAL
REACH**



**ACCESS
SOLUTIONS**



INNOVATION



TALENTED PEOPLE

Door Systems—Providing the Big Picture Solutions

TriMark offers a comprehensive selection of quality hardware products. Our application engineering experts can assist you in selecting the right products and components to complete your system solution.

Designing and implementing a full door system solution requires a wide range of high-quality products working together to form a rugged, reliable system. As a world leader in vehicle door hardware, TriMark's products sets the standard in excellence, design and value in the field. Our latches, strikers, handles, hinges, linkages, locks, accessories and related system components ensure complete and proven compatibility—time and time again.

At TriMark, we take pride in the details, such as opening/closing efforts, structural support, appearance, construction, safety, security, ease of assembly, quality, durability, sound of operation and overall value. The result? A full door system solution that's fit for function today and well into the future.

Rotary Latch:

The rotary latch is the heart of the door system. Years of careful engineering and customer collaboration have led to latches that feature the highest levels of quality, security and strength to meet virtually any application.

Logic Mechanism:

TriMark's logic mechanisms connect handles and latches and provide unique locking and operating functions. The connectivity and functionality of which meet FMVSS 206 (ECE R11) requirements and will form part of the latch assembly or exterior handle assembly.

Exterior Handle:

TriMark's exterior handles are developed with hands-on applications in mind. Many are designed around a specific market or application, taking into consideration style, functionality, vehicle width and desired level of security.

Interior Releases:

Today's door designs demand ergonomic placement and ease of function for the inside release. As always, we also consider style, functionality, mounting, installation, materials and finish.

Rods/Cables:

The varied applications for door systems demand versatility. TriMark excels at remote release, utilizing rods and/or cable connections. Our rods and cables efficiently transfer mechanical input from the operator and enable quick and safe operation.

Power Lock Actuator:

TriMark's power lock actuators are designed to integrate with our handles and latches. They're equipped to accept a power lock actuator, and provide an electrically powered lock/unlock function, as well as facilitate mechanical override.

Keyless Entry:

For additional convenience, functionality and safety, our comprehensive selection of components and systems allows for complete keyless entry, security and ignition control for vehicles and equipment. Standard controls are available for immediate integration, as well as custom adaptation for specific customer requirements.

Details of all our products and more are available on our website www.trimarkcorp.com or contact our Application Engineering Experts to assist you in selecting the exact products to complete your individual system solution.



The door systems shown are meant to be representative only - please contact TriMark for specific applications and products.

Insights from TriMark Customers Drive Progress and Innovation



Here is a summary of the excellent feedback provided through TriMark's 2018 Customer Survey Report.

As we've come to expect, TriMark's customers once again offered their insights and opinions when we contacted them and requested that they participate in our 2018 Customer Survey. Here are just a few of the findings from the survey:

- **Our product quality, product durability/reliability scores have improved, and our customer service and support received high marks**
- **Our delivery ratings and lead-time requirements are lower than we would like them to be and we are working hard to improve**
- **Our Engineering and Technical Support received scattered rankings from very good to needs work, so will be looking more closely at those scores**
- **New Products – you want more, and we will be responding. We asked your interest in specific mechanical, electronic and mechatronic products and those results will be factored into our product line planning for 2019 and beyond.**
- **The question we asked regarding business demand looking forward to 2020, elicited some interesting responses; no one stated that they foresee demand going down for 2019/2020; 72% predict levels the same as current/+10%, 25% predict up 10-25% and a couple of percent see an additional 25-50% up.**

We definitely live in interesting times, we have never seen an economic cycle such as this where all of our markets across the globe are as strong as they are right now, and it looks like it may continue for a while.

To those of you who took a few minutes out of your busy schedule to share your thoughts with us, we want to extend a personal "thank you"!

TriMark Showcase at Bauma China 2018

bauma CHINA
NOVEMBER 27-30, 2018 SHANGHAI

TriMark showcased its products at bauma China in late November– Asia's largest and most important event for the construction industry. On display were various systems and components that ranged from operator station doors, hoods, compartment doors and window systems that provide the complete door and window solutions.

Demand for construction machinery, building-material machines, mining machines and construction vehicles and equipment is still growing steadily, and China is factoring heavily into the global demand.

We had a mix of market leaders, global company representatives and decision-makers from around the world visit our booth, confirming that bauma CHINA is the gateway for international companies to the Chinese market and for Chinese enterprises to the global market.



打开高质量门禁系统之门

**Open the Door
to High Quality
Door Systems**

TriMark® China 特利马克中国
www.trimarkcn.com 电话: +86 516 8773 0018
电邮: sales@trimarkcn.com



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