



Edition 15 - October 2011

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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.

A Message from TriMark Management

We are enjoying a beautiful "Indian Summer" here in Iowa, warm days with cool nights and the slightest hint of a breeze sending the falling leaves over to the neighbor's yard!

We continue to be optimistic about our business and the markets we serve, while we continue to hear and read about the very fragile U.S. and global economy, we see our future as very bright. We have worked very hard this year in an effort to improve our delivery schedule performance and we are seeing these efforts really starting to pay some dividends. This would not have been possible without the full cooperation of our customers so from all of us at TriMark we extend a big **"thank you!"**

It seems that we've spent the last several months going from tradeshow to tradeshow, both in the US and Europe, and the reality is we have, with still more to come. Please check our website and the bottom of this newsletter for upcoming shows and stop by to see our new products. We also explore new markets; one example of this is the APTA Show which we report on in this issue of the newsletter. Our business continues to grow and expand in the Transportation sector and the APTA Show allows us to talk with both current and potential customers in a familiar environment.

We will share with you that we are working on several exciting potential "partnerships" that could be important strategic alliances for TriMark. We hope to be able to make an announcement or two in the next month or so.

TriMark's 40th Anniversary celebration was a wonderful success with many retired and former TriMark employees joining us in New Hampton for a celebratory BBQ. As you might imagine there were lots of stories that were told about the "good old days" and there was no shortage of laughter.

As always, we thank you for your continued support of our efforts to be the premier global supplier of Access Solutions.

The TriMark Management Team



TriMark Extends Global Reach in the Mass Transportation Industry



TriMark recently exhibited its expanding product line for the Mass Transportation market at the world's largest and most prestigious showcase for the public transportation industry, the APTA Annual Meeting and EXPO 2011 in New Orleans. With the EXPO being held

Recent News

**From Kendra Knowlton
Director of Global Quality Assurance
TriMark Corporation**

I am pleased to tell you that TriMark has recently received recognition for Quality from two long-time customers.

TriMark has been recertified with Caterpillar! The following notice was received on May 6, 2011:

"Congratulations to TriMark Corporation on being approved for Caterpillar Supplier Quality Excellence Process Recertification (MQ11005) on May, 2011. Please pass along my personal congratulations to the employees of TriMark Corporation on the achievement of their recertification."

Gary Stone

Sr. Eng. Project Team Leader
Caterpillar Inc.
Global Quality

On August 5, 2011, Caterpillar made a highly anticipated visit to TriMark. Wendell Carter (Global Purchasing) and Danny Hart (Supplier Quality Engineer) were in New Hampton to present TriMark with our Supplier Quality Excellence Process (SQEP) 2010 insert for the Certification plaque. TriMark first achieved Bronze level certification in November 2008. This is an annual recertification process and we were awarded the Bronze level certification in November 2009 as well as December 2010.



(From left to right: Kathy Rochford, TriMark; Danny Hart, Caterpillar; Kendra Knowlton, TriMark)

This is quite an accomplishment for us as an organization and everyone should feel very proud to carry the "CAT Certified" banner for TriMark.

PACCAR Recognizes TriMark

PACCAR has recognized TriMark as one of its "50 PPM" suppliers. This is 2010 Quality Achievement recognition and identifies TriMark as a critical component supplier to PACCAR.

just every three years it has become very much a global event drawing 750 exhibiting manufacturers and suppliers. According to Ric Marzolf, TriMark Vice President of Research and Development, the global mass transportation industry continues to grow as demand for new and innovative mass transportation systems increases. "Several years ago TriMark decided to dip our toe into this market because we saw a great fit for our products as well as our engineering expertise and global capabilities. We have been very pleased with the industry's acceptance and TriMark is now being looked to as a leader in providing innovative access solutions."



While all forms of mass transit were on display, there were several segments which stood out because of their growth and demand. For example, both light and heavy rail made a strong presence. According to Ric Marzolf, many of the rail manufacturers are located outside the US and if their products are sold here they must meet some "local" content requirements.



Also, the transit bus segment is distinct in that it is largely driven by governmental funding and regulations. Well-established US federal funding programs, fleet replacement requirements and growing mass transit needs of municipalities result in stable and predictable demand for transit buses. In 2009, the US federal government signed into law the American Recovery and Reinvestment Act of 2009, which includes \$8.4 billion for new capital investment for public transportation. The Canadian federal government announced similar packages expected to provide approximately \$2.0 billion eligible for mass transit application.

Marzolf also noted that there are several other strong trends that are driving the transit bus segment:

- Long-term expansion of urban and suburban areas
- Growth in the number of riders
- Investment in new propulsion technologies driven by environmental concerns
- The aging population
- Growing acceptance of the efficiency of bus rapid transit

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

TriMark Introduces New Product Concept at APTA

Emergency Exit Window latch and Interlock Switch

The certificate pictured reads in part:

"We are pleased to inform you that TriMark Corporation; New Hampton, IA has met PACCAR's expectation that supplier parts and components achieve a 50PPM or better quality. Since customer satisfaction is the final measure of quality, warranty has also been considered to determine award recipients."

PACCAR has set some very high standards for this recognition:

- Maintain a non-conforming parts (NCP) rate of less than 50 ppm (parts per million).
- Maintain a warranty claims rate less than 50 ppm (1 claim per 20,000 receipts)
- Production Parts Approval Process (PPAP) submission acceptance rate of 98% and On-time Submission Rate of greater than or equal to 99% for the prior 6 months.
- Have a quality system in compliance with QS-9000, ISO/TS-16949 or ISO-9001(2000).

Our long association with PACCAR has produced many success stories and we are very pleased that we've been recognized amongst an elite group of suppliers who contribute to making PACCAR a world-leading company.

2010 Quality Achievement

We are pleased to inform you that TRIMARK CORPORATION; NEW HAMPTON, IA has met PACCAR's expectation that supplier parts and components achieve 50 PPM or better quality. Since customer satisfaction is the final measure of quality, warranty has also been considered to determine award recipients.

Throughout the world, DAF, Kenworth and Peterbilt trucks have earned a reputation for unsurpassed quality. Much of the credit for this success goes to PACCAR suppliers like TRIMARK CORPORATION who meet or exceed PACCAR's quality expectations.

Your company will be added to the list of 2010 "50 PPM" suppliers shown on our Internet site (www.paccar.com) and displayed in our PACCAR facilities.

We appreciate the quality products and services you provide to PACCAR. We look forward to our ongoing relationship as we continue to deliver the highest quality products to our customers.



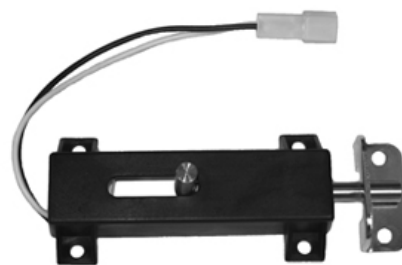

T. A. Landahl
Vice President Purchasing
PACCAR Inc.


H. N. Mawyer
Vice President Quality
PACCAR Inc.



540-0125 e-PAD Keypad With Relays

This sliding bolt security latch/switch is FMVSS 217 compliant for bus window emergency exits. It contains an integrated switch that is designed to actuate an audible signal to the driver when the slide latch is locked and the vehicle's ignition is in the "ON" position. Other product details include:



- Self-contained assembly is easy to install and connect
- Assembly is provided with a ball detent to hold the slide bolt in the locked and unlocked position
- Bolt extension is 1.0 in. (25.4 mm)

System kits are available and include custom wiring harnesses and mounting hardware to provide a comprehensive electro-mechanical access solution.

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Report Issued on Growth Trends in Public Transit

Growth Trends Propel Public Transit to \$55 Billion Industry - Report Makes Case for Business Investment in Public Transportation

New Orleans, LA – October 4, 2011 –With the backdrop of the world's largest showcase for the public transportation industry - the American Public Transportation Association's (APTA) EXPO 2011, the association released an updated report making the case for investment in the public transportation industry by detailing the enormous growth in ridership, service provided and funding levels. The report, "The Case for Business Investment in Public Transportation," reinforces that there has been a steady growth trend over the past three decades and it is now a \$55 billion industry. The data in this report point to an even more prominent future standing.

The report shows that America's public transit systems carried more than 10 billion passenger trips for the 5th consecutive year in 2010, the highest levels since 1957. It also shows support for better public transportation through public approval of transit ballot measures. These ballot measures have a 73 percent approval rate over the past 12 years.

[Click here to continue >>](#)

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TriMark Set to Unveil New Product Concepts at 49th Annual National RV Trade Show

**November 29 – December 1, 2011
Booth: South Wing, Booths C45 & C46**

Before you know it the 49th Annual National RV Trade Show will kick off in Louisville, KY and TriMark will once again be showcasing multiple new product concepts. "As the leader in providing innovative access systems and door hardware, there is a certain expectation each year that TriMark will introduce one or more new products that will benefit the manufacturers of RV products," state Bruce Boerschel, TriMark's RV Product Manager. "The 2011 RV Show will be no exception as we have several new product concepts to introduce which will continue the strong tradition of innovation



This stand alone keypad provides cost-effective and simple power door lock/unlock and unlatch control. The keypad, with on-board relays, provides increased security and convenience to minimize system and installation cost. Demanding users in the travel trailer, tool box, utility truck and low end motorized RV market will appreciate the high-end functionality at a value price.

Other product details include:

- The keypad can be mounted horizontally or vertically
- The user friendly keypad provides audible and touch feedback
- Rugged and durable construction is compliant to on-road environmental requirements
- 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.

from TriMark."

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Make It Match: A Customer Success Story

It is always pleasure to hear from customers who have experienced success by utilizing the engineering expertise and using quality TriMark products and from time to time those customers have allowed us to share their stories with you.

A major manufacture of heavy trucks wanted to eliminate a separate key for baggage doors and update the handle on their sleeper baggage door compartment to match the cab door handles.

TriMark achieved the following working in close cooperation with the customer:

- Supplied low cost FDM prototypes within one week of final design
- Completed door cycle testing at no cost to customer
- Supplied Pro-Engineer models of the new handle & panel cut out profile
- Met project requirements of no cost increase and low tooling dollars
- Met project timing requirements



- TriMark provides complete vehicle handle/key kits to this manufacturer with the following:
 - Cab door handles with entry lock cylinders (500 possible key codes)
 - Ignition cylinder & keys that match cab doors
 - Baggage door handle housings are made from durable nylon with chromed zinc die cast handles
 - Sleeper baggage door handles with lock cylinders that may or may not match the cab/ignition key code
 - Ship cab/sleeper kits according to five different plant line sequence schedules in three different countries

Do you have a TriMark Success Story you would allow us to publish in the newsletter? If so, please send an e-mail to the address at the bottom of this newsletter.



49th Annual National RV Trade Show

Nov. 29 - Dec 1, 2011
Kentucky Expo Center
Louisville, Kentucky



UMA 2012 Motorcoach Expo

Feb. 8 - 12, 2012
Long Beach Convention Center
Long Beach, CA

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Visit us on the web at www.trimarkcorp.com



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NTEA Work Truck Show

March 6-8, 2012
Indiana Convention Center
Indianapolis, IN

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***Newsletter
Suggestions***