

# West Alloy

# TriMark<sup>®</sup>

EUROPE

## Quick Access To TriMark Industry Solutions

Off-Highway  
Vehicle

Caravan/RV

Specialty  
Vehicle

Armoured  
Vehicle

Industrial  
Enclosures

## Websites

Looking for information about TriMark and West Alloy products on the Internet?

The following are links to the various Websites:

TriMark Europe  
[www.trimarkeu.com](http://www.trimarkeu.com)

West Alloy  
[www.westalloy.com](http://www.westalloy.com)

These sites can be accessed directly plus are linked on the TriMark Corporation website under "Other TriMark Sites" on far right tab at [www.trimarkcorp.com](http://www.trimarkcorp.com).

We also want to inform you of changes that you will begin to see in 2010. Plans are in place to migrate the West Alloy products to the TriMark Corporation site. More information will be available in future communications, but this will allow for increased functionality, better search capability and cross-linking of product systems.

## Featured Product

West Alloy Introduces the 6680 Compression Lock to the Motor Home Industry

# Auto-Trail

[Auto-Trail](http://Auto-Trail) is one of the UKs leading

## Welcome to TriMark's Second E-Newsletter

It is my pleasure to welcome you to the second e-newsletter that TriMark has produced in Europe, and again, I thank you for reading this far!

I apologise to those readers who are not involved with the Construction Equipment market. April every third year is an important time for this market as it is the time for Bauma. This is a huge exhibition held in Munich and opens on Monday, 19th April and closes on Sunday, 25th April. As a result much of the content of the newsletter is focused on the show and the off-road market.

If you are visiting Bauma, please come and see us in Hall A5, Stand number 132. We will be very happy to see you. Our theme for the show is avoiding plant theft, and you can read an article on this below. Although focused on off-road applications, this technology is available and applicable for other markets so if you see anything of interest, please let us know!



I am not sure how the business situation is feeling for you, but I am sure we have seen the worst come and go. There have been some supply chain issues as both manufacturers and distributors switch from cutting costs and reducing inventory to expansion. From what I hear this is a widespread situation and was widely predicted. I remember at the bottom of the order famine last summer saying that it would be nice to have such problems!

I recently attended the Construction Equipment Association AGM Conference in London. I am a member of the management council of the CEA and this year's theme was *Building Business Confidence*. At the annual conference, I always look forward to hearing from David Phillips from Off Highway Research on the global construction equipment market. This year, he explained how this recession has accelerated the powerbase shift to the east. In 2007, the volume of sales in China overtook those in Europe and also North America. The downturn in the West and



continued growth in China meant that in 2009, the volume in China was more than in Europe and North America added together! Even though prices are lower in China, the value of these sales in China overtook both Europe and North America. David predicted that this will be a permanent change as growth in the West will not be fast enough to recover the lost ground.

Thank you for reading, and please feel welcome to give us feedback on what type of information you might like to see covered in future issues.

I look forward to seeing some of you at Bauma 2010.

*Keith Dolbear*

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## Preventing Plant Theft - a Balance of Convenience and Security

Often trends in the passenger car market migrate into the construction equipment sector. A recent unwelcome example of this has been the rapid rise in equipment theft. Manufacturers, owners, users, financiers and insurers are all very motivated to make improvements in security for construction equipment.

designers and manufacturers of Motor Homes and is part of the Trigano group who are market leaders in the leisure industry throughout Europe.

Auto-Trails' task to West Alloy was to find a quality lock system for the skirt doors on their range of Motor Homes. The biggest challenges were to provide positive locking on the door and multiple key differs from vehicle to vehicle for improved security.



Discussions between Pete McGuckian, Technical Sales Manager with West Alloy and Steve Moverley, Development Manager at Auto-Trail took place in autumn 2008 and the West Alloy 6680 compression lock was presented for trial. This lock features a 6mm compression, allowing the correct use of a bubble type door seal, should that be required. Steve experimented with the variety of latch bars that are available, but the conclusion was that a special would be needed. Further trials were carried out and the solution found, leading to the first sales of the 6680 compression lock into the European Motor Home market by the summer of 2009. Additional product features include ease of installation, latch bar adjustability, good water resistance and keying options with the West Alloy Single Key System allowing one key - one vehicle.

Additional product information can be found at [www.auto-trail.co.uk](http://www.auto-trail.co.uk)



#### 040-0700 Lift and Latch Handle



This new product is designed to operate on loader backhoe and excavator vertical opening windows for full unobstructed vision. Latching is provided in the 'fully open' or overhead position, and in the 'closed' front latched position. This integrated latching and handle solution features full gloved hand clearance, one-touch action release and slam action retention providing safe and secure operation.

At the upcoming 2010 Bauma construction show in Munich, Germany, TriMark is presenting a multi-stage approach to this challenge via locking and security solutions for perimeter security and vehicle immobilisation, all without sacrificing convenience.



TriMark's KeyOne™ Plus locking solution provides for single-key operation for all on-board locking hardware, including the ignition switch. For the highest in perimeter security, TriMark offers its new Secure One locking system. This system uses an internal key side-milling profile that is consistent with high specification automobiles and as such provides the highest level of security. The system security is unprecedented as its key is difficult to duplicate, its lock cylinder is difficult to pick and the system offers 1,000 unique key combinations. The TriMark KeyOne™ Plus locking system is the first to offer this automotive technology into the construction market. The key codes can be determined by the OEM while balancing maximum security (random key assignment) with maximum security (predetermined code assignment). While OEM's typically assign keys to vehicles, this system also allows fleet owners to change key codes in the "field", so all equipment of a given fleet can be keyed alike. KeyOne™ Plus means one key for the user and increased security and convenience, all while simplifying OEM installation and logistics – a superior solution for all.

#### Engine Immobilizer

The other aspect of TriMark's solution to equipment theft is an engine immobilizer. This upgrade to TriMark's 610-0100 Ignition Switch adds an electronic module that will not allow the vehicle to start unless the correct high security e-key is used. This e-module communicates with the Engine Control module via a CAN Bus and offers the ultimate in vehicle security by disabling the starting system or electrical bypass. Used in conjunction with TriMark's Secure One locking system, you get the ultimate in mechanical key security with the added advantage of the electronic engine immobilizer. Further integration of TriMark's e-ASK (electronic Access Security Keyless-entry) system can provide immobilization via RF fobs, keypads or other user interfaces.

Additional automotive trends that are starting to become popular in off-road markets include the increased usage of keyless entry. TriMark's diverse offerings provide additional convenience and security that end-users expect. With this further integration, power locking, power release, remote start and security system integration is all available with remote transmitter FOBs and keypads bringing keyless entry options to this market.

Look for the KeyOne™ Plus logo in TriMark literature, technical publications and on the TriMark website at [www.trimarkcorp.com](http://www.trimarkcorp.com) for a wide range of products that do not sacrifice security or convenience.

### TriMark's Global Capabilities Mean More Flexibility for Customers



TriMark has quickly gained a sterling global reputation for being able to provide innovation access solutions to a variety of demanding customers, large and small. This capability has set TriMark apart from those who are just "hardware" providers and placed TriMark in a class of its own. There are several reasons why TriMark has been able to accomplish this recognition.

First, TriMark has a dedicated team of engineers capable of rapidly responding to your needs with hardware knowledge and expertise ultimately providing "turn-key" solutions.

#### Our engineering capabilities include:

- Engineering services utilizing 3D CAD
- Finite element analysis
- Mechanism/motion studies
- Various types of prototyping
- Product validation and testing

#### Our manufacturing capabilities include:

- Rapid production laser and form cells
- CNC lathe/machining centers
- High volume stamping/metal forming presses

Other product details include:

- Push button handle with 195mm mounting pattern is retrofitable with most European up and over handles
- 12mm Plunger travel provides secure engagement into window tracks
- Lighter weight and lower cost than zinc die cast versions

More information on the 040-0700 Lift and Latch Handle will soon be available on the website.

### **NEW 020-0850 e-LOCKING Pull Handle**



TriMark's NEW 020-0850 e-LOCKING Pull Handle for off-road applications allows power locking/unlocking via a switch, remote RF FOB transmitter or keypad. Based on the proven 020-0800, this robust

pull handle brings automotive function and convenience to your cabs and enclosures. Other product details include:

- Full gloved hand clearance and gas-assist molded handle provide ergonomic comfort and ease of operation especially in high door seal load applications
- Provides the ability to remotely lock the exterior pull handle (Note: handle is rigid when locked)
- Glass mounting with only 2 holes
- KeyOne Plus lock cylinder can be keyed alike with most single and reversible key systems



### [West Alloy Ltd Announces New Manufacturing and Distribution Facility](#)

### [TriMark Europe Adds Manufacturing Capacity to Better Serve Demanding Markets](#)

### [TriMark Europe Ltd Extends Scholz Agreement in Germany to Cover Full Range of Products](#)

Visit our web site at [www.trimarkcorp.com](http://www.trimarkcorp.com) for a listing of additional news about TriMark.

- Zinc die-casting, plastic injection molding
- Automated RoHS plating line
- Cellular assembly and in-house quality and inspection services

TriMark offers the right combination of products and services providing maximum flexibility to meet your tight lead times for prototypes and production orders without expensive tooling and long lead times. If you need a solution to safely, simply and reliably open a personnel or compartment door on your vehicle, you need to improve your user interface for making it easier for the operator, or you are simply looking for rugged latches, handles, hinges and other hardware the TriMark team can put our expert engineering, prototyping and quick-turn manufacturing resources and capabilities to work for customers.

Second, TriMark has strategic global locations and capabilities which allow for a greater level of teamwork in the area of product development.

Our Global Manufacturing and Engineering Services offer you expertise, ideas, and resources for your product development projects saving your company time and money. Rest assured TriMark is committed to investing in the people, processes and products that keep our customers coming back for solutions to their door system needs.

These services include:

- Global application experts are at your service designing systems and products so your customer's first impression is one of excellence
- No worry logistics services keep supply lines consistent in the ever changing business of equipment manufacturing
- World class tooling and manufacturing produce the highest quality product at competitive costs
- World class test facilities provide the next best thing to "real world" validation that designs will thrive in the toughest environments
- Program and project management to further reduce the strain on your engineering time

TriMark Corporation is an employee-owned company and is a recognized leader in the design and manufacture of quality hardware products for the recreational vehicle, agricultural, truck, construction, and enclosure markets. The TriMark corporate headquarters is located in New Hampton, Iowa, USA. TriMark serves the European market through its subsidiary, TriMark Europe Ltd, based at Bardon Hill, near Coalville, Leicester with its West Alloy division located in Sutton, Surrey, UK. The China market is served through TriMark Xuzhou. TriMark has been a valued partner supplier to Caterpillar for more than 30 years, in addition to other global customers, including John Deere, Volvo, Paccar, AGCO, Case New Holland, and Winnebago, who provide world class vehicles and equipment.

TriMark believes that to be a world class company, you must employ world class people and use world class tools: 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.

☐ Windchill is the Product Data Management software used to consolidate and access engineering data at TriMark's worldwide 4 sites participating in the engineering process. TriMark intends to improve global collaboration, engineering change and control management, new product design of mechatronic door systems as well as product extensions and modifications. We expect Windchill to substantially improve our development efficiency in simultaneous engineering and global collaboration as well as sharing and transferring knowledge worldwide.



## Tradeshows



### [3rd Annual Tactical Vehicles Summit](#)

April 19-21, 2010  
Tysons Corner, Virginia USA



### [Bauma 2010 \(Construction\)](#)

April 19-25, 2010  
Munich, Germany



### [Military Vehicle Expo](#)

August 11-12, 2010  
Detroit, Michigan USA



### [Modern Day Marine](#)

September 28-30, 2010  
MCB, Quantico, Virginia USA



### [Bauma China 2010](#)

November 23-26, 2010  
Shanghai, China



### [National RV Trade Show \(RVIA\)](#)

November 30-December 3, 2010  
Louisville, Kentucky USA

## Certifications – What Do They Mean to TriMark and West Alloy?



TriMark has a long and strong tradition of compliance with various domestic and global certifications, which address various aspects of product development, product quality, and indeed all processes of the business. Often there is confusion about the various designations, and so we thought we would devote some space in this issue of the newsletter to explain the certifications TriMark has

achieved. These certifications ultimately benefit our customers as we strive to develop a high quality product while also striving to find efficiencies which affect the cost of the products and services that we provide.

ISO/TS 16949 is an automotive based standard expanded on the process-oriented ISO 9001, which facilitates the integration of other important major management systems such as ISO 14001 for environmental management or BS OHSAS 18001 for occupational health and safety management. To customers, employees, investors, and the general public, implementation and certification of an (integrated) management system demonstrates the continuous improvement of an organisation's performance in the areas of quality, environmental protection, and workplace safety. In addition, it helps to have an independent third party look over the strategies, processes, and results. The independent and expert assessment of a management system provides top management with assurance that the system conforms to the requirements of the standard. But what is even more important is the insight that is gained from an audit on whether or not the management system is suitable for achieving the desired results. The relevant certification organization will suggest improvements, provide top management with benchmarks, and assist in the decision-making process.

Most OEMs (Original Equipment Manufacturers) require evidence of a quality management system. Companies certified to ISO/TS 16949 improve the reliability and process-capability throughout the value-chain and help to avoid waste throughout the supply chain. That is why ISO/TS 16949 is relevant for many organisations working in the design, production, or assembly disciplines for many of the larger vehicular industries and their suppliers however this certification can only be awarded to direct suppliers to the “Big 3” automakers along with some heavy truck OEM’s. Consequently for most customers ISO9001 is the appropriate norm.

So, that is the background on certifications, but what certifications does TriMark possess?

TriMark Europe Ltd

- ISO 9001:2008
- ISO 14001:2004

West Alloy Ltd.

- ISO 9001:2008

TriMark Corporation

- ISO/TS 16949:2009
- ISO 9001:2008

TriMark Xuzhou (China)

- ISO9001:2008

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