

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

West Alloy
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.

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



Lift and latch Window Handle Provides Fully Open Functionally for Unobstructed Vision

This new 040-0700 Lift and Latch Handle is designed to operate on off-road and medium to heavy-duty on highway

Welcome to TriMark's Third E-Newsletter

It is my pleasure to welcome you to the third e-newsletter from TriMark Europe.

In the previous issue our focus was on the Construction Equipment sector with the Bauma 2010 show about to hit Munich. Well, what bad luck for timing! The Icelandic ash cloud arrived at the worst possible time. Our feature at the show was going to be electronic security options demonstrating options for immobilisation etc. This literally did not arrive as it was going to be carried over by a colleague from TriMark USA, so that was disappointing. More information on the electronic security options is included in the newsletter but if you have any specific interest or questions, please let me, keithdolbear@trimarkeu.com, or Greg Tebb, gregtebb@trimarkeu.com, know and we will very pleased to follow up with you.

Visitor numbers were down, of course, but it was good to meet some of you at our stand. Thank you to those that did manage to make the trip. An overview from TriMark's perspective is covered later in this issue.

In this e-newsletter, we will focus on the range of products that manufacture in the UK under the West Alloy brand. Some of you will be very familiar with these but will be new to many.

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

Keith Dolbear

Managing Director
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West Alloy Product Categories

In Issue #1 of this e-newsletter, we shared with you a brief overview of the history of West Alloy and how the company complements the overall product offering from TriMark Europe. We thought it might be a good approach to tell you a little more about the full line of excellent West Alloy products. In this issue, we will give you a comprehensive listing of the West Alloy product categories and then in future issues we will take a more detailed look at each of the categories. Of course, if you would like to explore a particular product category you can always go to www.westalloy.com for more information.

West Alloy Ltd. was founded in 1952 as a manufacturer of zinc die-castings. During the intervening years West Alloy has evolved into a market leader for the design and manufacture of door locks, latches, window stays and associated fittings for many of the worlds leading agricultural, construction and leisure vehicle manufacturers.

West Alloy

Interior Latches

West Alloy manufactures a variety of economical sliding bolt latches. Many include an integrated inside release handle and are designed to be used with Exterior Flap Handles offering a comprehensive door solution for compartment and entrance/personnel door applications that require surface mounting. These latches are available in sturdy die cast zinc based alloy or moulded glass-filled nylon materials.

vehicles where vertically opening windows for full unobstructed vision are desired. Latching is provided in the 'fully open' or overhead position, and in the 'closed' front latched position. The integrated latching and handle solution features full gloved hand clearance, one-touch action release and slam action retention providing safe and secure operation.

Additional features and benefits include:

- Easy to install and operate
- Push button handle with 195mm mounting pattern is retrofittable with most European lift and latch handles
- 12mm Plunger travel provides secure engagement in window tracks
- Handle Material: glass reinforced nylon
- Right and left hand configurations



Preventing Machine Theft – A Balance of Convenience and Security – Part 2

In the last issue of this newsletter we told you about some of the products TriMark offers to support customers who are trying to make their equipment more secure against theft and damage. In this issue, we'd like to tell you about a new product concept which was supposed to have its debut at bauma 2010, Munich but never arrived at the event because of flight cancellations.

Introducing the TriMark Engine Immobiliser – Stop Machine Theft

The theft of off-road vehicles is becoming an increasing problem as professional thieves have turned their attention to this sector as passenger cars have become increasingly difficult to steal. This presents an increasing threat to the owners and users of equipment as stolen equipment, at the very least, translates into lost productivity. If the owner wants to protect the investment, eliminate the high cost of theft and recovery plus realise potential insurance savings due to increased machine security, then this upgrade to TriMark's 610-0100 Ignition Switch may be the perfect solution. The immobiliser adds an electronic module that will not allow the vehicle to start unless the proper authentication is present. This 510-0250 e-module can communicate with the engine control module via a CAN bus and offers the ultimate in vehicle security by disabling the starting system or electrical bypass. Thieves cannot bypass the starting system because the engine immobiliser is

West Alloy's single rotor latches range from compact compartment latches to FMVSS (Federal Motor Vehicle Safety Standard) compliant latches. They offer reliable latching functions in several low cost compact designs and are available in a wide variety of versions and options including integrated inside releases.

Exterior Handles and Locks

West Alloy's Exterior Locks consist of Flap Handles, Push Button Handles, Pull Handle and Rotating L and T Handles. Many are designed to be used with West Alloy's Interior Latches providing a comprehensive door solution for compartment and entrance/personnel door applications that require surface mounting.

Complete Door Hardware Assemblies

As part of West Alloy's product offering for comprehensive complete door solutions, several Caravan products are available as a complete Lock Assembly that includes the Interior Latch, Exterior Lock and fitted barrel lock as well as base-plates and mounting fixings.

Remote Control Lock Assemblies

As part of West Alloy's product offering for comprehensive complete door solutions, several Agricultural and Construction Equipment products are available as a complete Lock Assembly that includes the Interior Latch, Exterior Lock and Remote Control Mechanism. The system is completed with a control rod and clips to remotely connect the Exterior Handle to the Interior Latch providing mounting range for application flexibility.

Window Hardware

West Alloy's offers a complete line of Window Stays and Window Handles for the Agricultural and Construction equipment markets. The window stay products are designed for side and top hinged windows and can provide over-centre action with ratcheting detents, quick release pins and handle design choices. The window handle product line offers single and 2 position locking for secure closure and venting positions.

Catches and Door Retainers

Designed to complement door systems, West Alloy manufactures a wide variety of low cost catches and door retainers. Functions range from turnbuckle style, sliding bolt and rotating knob types with material choices ranging from moulded glass-filled nylon materials to sturdy die cast zinc based alloy. Accessories including strikers and striker plates are available to provide a complete door hardware solution.

Grab Handles

Designed primarily for the Caravan market, West Alloy manufactures a variety of grab handles. Manufactured either as a sturdy die cast zinc based alloy with a plastic inlay or a complete injection molding, some styles utilise gas injection providing a smooth grip that is also light weight and high strength.

Compression and Cam Locks

Designed as a low cost companion to the exterior locks, West Alloy offers a key operated compression lock that allows West Alloy Single Key System offering single key convenience for vehicles with multiple locks. A lower cost cylinder lock is also available. Both products have choices for locking cams and various fixing kits.

Hinges

West Alloy manufactures a variety of economical Hinges. Available in sturdy die cast zinc based alloy or lightweight die cast aluminum or moulded glass-filled nylon materials, these leaf style hinges offer various mounting options including fixings to secure hinges to glass.

More information

For more information visit www.westalloy.com and/or contact our customer service team at sales@trimarkeu.com or by phone at +44 1530 512460.

Mother Nature Challenges bauma 2010, Munich



Both Mother Nature and the weather conspired to keep exhibitors and visitors away from the bauma 2010, Munich event this year but the overall mood remained positive during the run of the event.

As Keith acknowledged in his opening for the newsletter, companies like TriMark were forced to improvise with personnel and exhibit displays. None of the personnel from TriMark China were able to make the trip which meant that the TriMark Europe and West Alloy crew had to do yeoman service in making sure that they were there for customers and friends.

integrated into the electronics and only a key with your unique code can start the machine

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 e-ASK (electronic Access Security Keyless-entry) system can provide immobilisation via RF fobs, keypads or other user interfaces.

This technology presents an opportunity for the vehicle OEM's to offer a differentiated and more attractive package to the owners and users. [Click here to view a short video that explains the concept.](#)

Recent News

Forthcoming Changes to ISO 28923 - Guards for Moving parts of Power Transmission for Agricultural Machinery

Following some severe injuries to farm workers in the past years, OEM manufacturers of combine harvesters will be required to interlock latched covers or guards where moving parts have a 'run down' time. Typically when a machine is switched off, the chains and drives continue to move for 30 seconds or more.



Starting in 2012 it will be a homologation requirement that a system be in place to prevent access to moving parts unless they are in a fully stopped state.



TriMark have a number of products which can be employed as part of an overall system: electronically powered latches, wireless remote

radio operated sensors and state sensing latches are just some of the solutions which can be provided. For additional application information, please contact the Sales Department.

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

Here are some quick observations from the event:



- Visitation record for the fair was 17 percent fewer than expected
- Record exhibition space and record number of exhibitors
- Over 415,000 visitors from more than 200 countries

According to Keith, bauma 2010 has marked a turnaround in the international construction machinery industry, ushering in the hoped-for change in sentiment. And this was despite the ban on air travel which impacted on most of the fair.



"The mood in the industry shows that in Europe the bottom of the cycle is now behind us. Confidence has returned. Of course at the start of the fair the exhibitors felt the lack of many customers from Asia and America – but in the second half of bauma, this improved considerably" according to Ralf Wezel, Secretary-General of CECE, the Committee for European Construction Equipment.

Although the ban on air travel in Europe prevented visitors, and in the end around 50 exhibitors from overseas, from coming to the fair, the mood at the venue among the approximately 3,150 registered exhibitors from 53 countries was good by the close of the fair. Already by the mid-way point of the fair a number of exhibitors were reporting more sales than they had expected moving forward again after the difficult year.

The representative survey of exhibitors shows that bauma 2010 is marking a change in mood following a year of crisis in 2009, and that this change is being felt in many international markets.

The general economic situation ahead of bauma and the unexpected ban on air travel at the start of the fair did impact on the final figures for visitor numbers: Over 415,000 visitors from more than 200 countries. In comparison to bauma 2007, this was 17 percent fewer. Not all of the expected visitors from Asia, India and America were able to get to bauma Munich. Because of the turnaround which bauma 2010 has ushered in for the sector worldwide, there is now additional importance on the already fully booked bauma China 2010 in Shanghai in November.

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[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 for a listing of additional news about TriMark.



[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



[UMA Motorcoach Expo](#)
January 19-23, 2011
Tampa, FL



[AUSA/ILW Winter Symposium & Expo](#)

February 23-25, 2011, 2011

Ft. Lauderdale, FL



[NTEA Work Truck Show](#)

March 8-10, 2011

Indianapolis, IN



[ConExpo](#)

March 22-26, 2011

Las Vegas, NV

EDITOR'S NOTE: If you would like to send a copy of this e-newsletter to a friend, colleague or associate, the *Send to a Friend* link at the bottom of this newsletter is a convenient method for providing them with their own personal copy.

***Newsletter
Suggestions***