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## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) April 28, 2011

## **TRIMAS CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) **001-10716** (Commission File Number) **38-2687639** (IRS Employer Identification No.)

**39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan** (Address of principal executive offices)

**48304** (Zip Code)

Registrant's telephone number, including area code (248) 631-5400

Not Applicable

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 2.02 Results of Operations and Financial Condition.

TriMas Corporation (the "Corporation") issued a press release and held a teleconference on April 28, 2011, reporting its financial results for the first quarter ending March 31, 2011. A copy of the press release and teleconference visual presentation are attached hereto as exhibits and are incorporated herein by reference. The press release and teleconference visual presentation are also available on the Corporation's website at www.trimascorp.com.

The information furnished pursuant to this Item 2.02, including Exhibits 99.1 and 99.2, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Corporation under the Securities Act of 1933 or the Exchange Act.

### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits. The following exhibits are furnished herewith:

Exhibit No.	Description
99.1	Press Release
99.2	The Corporation's visual presentation titled "First Quarter 2011 Earnings Presentation"

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## TRIMAS CORPORATION

Date:	<u>April 28, 2011</u>	By: Name: Title:	/s/ David M. Wathen David M. Wathen Chief Executive Officer
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CONTACT:

Sherry Lauderback VP, Investor Relations & Communications (248) 631-5506 sherrylauderback@trimascorp.com

### TRIMAS CORPORATION REPORTS FIRST QUARTER RESULTS Company Reports 100% Increase in Diluted EPS on 22.5% Sales Growth Company Raises Outlook for 2011

**BLOOMFIELD HILLS, Michigan, April 28, 2011** — TriMas Corporation (NASDAQ: TRS) today announced financial results for the quarter ended March 31, 2011. The Company reported quarterly net sales from continuing operations of \$269.7 million, an increase of 22.5% compared to first quarter 2010. First quarter 2011 income from continuing operations was \$11.8 million, or \$0.34 per diluted share, compared to income from continuing operations of \$5.8 million, or \$0.17 per diluted share, during first quarter 2010.

### **TriMas Highlights**

- Reported 22.5% net sales growth in first quarter 2011, as compared to 2010, due to overall improved economic conditions, positive results from 2010 bolt-on acquisitions and the successful execution of numerous key growth initiatives.
- Cequent Consumer Products, part of the Cequent North America segment, achieved market share gains for its cargo management products at a large retailer.
- Lamons, part of the Energy segment, successfully integrated South Texas Bolt & Fitting, acquired in fourth quarter 2010, and achieved incremental bolt revenue during the quarter by leveraging Lamons' extensive sales and service center network.
- Improved both income and diluted earnings per share from continuing operations by approximately 100%, compared to first quarter 2010.
- Decreased operating working capital as a percentage of last twelve months (LTM) sales from 17.5% in first quarter 2010 to 17.3% in first quarter 2011.

"Building upon the positive momentum of the past year, 2011 is off to a great start," said David Wathen, TriMas President and Chief Executive Officer. "We achieved higher than expected sales growth of 22.5% during the first quarter, resulting from successful execution of our strategic growth initiatives including product innovation, market share gains, geographic expansion and bolt-on acquisitions, and improved end markets. Our disciplined investment in these initiatives, including our commitment to emerging markets, will continue to be funded by the savings generated from our productivity and lean programs."

Wathen continued, "Despite rapidly rising commodity inflation, the majority of our businesses were able to hold or improve their operating profit margins compared to first quarter 2010. We experienced a slight decline in operating profit margin overall, largely due to sales mix shift, as segments with lower margins, such as Engineered Components and Cequent North America, had significant sales increases in first quarter 2011. However, given our strong sales growth, continued focus on productivity and effective management of the capital structure, first quarter 2011 diluted earnings per share improved approximately 100% to \$0.34, as compared to first quarter 2010."

"Based on our first quarter results and current expectations, we expect to deliver continued strong results in line with our strategic aspirations. We are now estimating 2011 top-line growth of 8% to 11%, compared to 2010, with full-year 2011 diluted earnings per share from continuing operations expected to range between \$1.45 and \$1.60 per share. We continue to be confident in our ability to grow the top-line faster than the economy, create sustainable operating leverage and generate strong cash flow," Wathen concluded.

### First Quarter Financial Results — From Continuing Operations

 TriMas reported first quarter net sales of \$269.7 million, as compared to \$220.1 million in first quarter 2010, led by double-digit percentage increases in the Energy, Engineered Components and Cequent North America segments. Sales increased due to improved volumes resulting from the continued economic

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recovery, as well as additional sales from bolt-on acquisitions transacted in 2010, market share gains, new product introductions and geographic expansion. In addition, net sales were favorably impacted by approximately \$2.7 million as a result of currency exchange.

- The Company reported operating profit of \$30.0 million in first quarter 2011, as compared to operating profit of \$25.1 million during first quarter 2010, primarily as a result of higher sales levels. First quarter 2011 operating profit margin was 11.1%, compared to 11.4% in first quarter 2010. This slight decline in operating margin was primarily due to a sales mix shift, as reportable segments with lower margins, Engineered Components and Cequent North America, comprised a greater percentage of sales in first quarter 2011. The Company continued to generate significant savings from productivity and lean initiatives which continued to fund investment in growth initiatives and offset economic cost increases.
- First quarter 2011 income from continuing operations was \$11.8 million, or \$0.34 per diluted share, an increase of approximately 100% compared to an income from continuing operations of \$5.8 million, or \$0.17 per diluted share, during first quarter 2010.
- The Company reported a Free Cash Flow (defined as Cash Flow from Operating Activities less Capital Expenditures) use of \$33.8 million for first quarter 2011, compared to a use of \$6.7 million in first quarter 2010. Operating working capital as a percentage of last twelve months (LTM) sales continued to improve, declining from 17.5% in first quarter 2010 to 17.3% in first quarter 2011. The Company expects to generate \$50 to \$60 million in Free Cash Flow for 2011.

### **Financial Position**

TriMas reported total indebtedness of \$495.6 million as of March 31, 2011, as compared to \$494.7 million as of December 31, 2010, and \$518.5 million as of March 31, 2010. TriMas ended first quarter 2011 with \$156.4 million of cash and aggregate availability under its revolving credit and accounts receivable facilities.

### **Business Segment Results — From Continuing Operations**

### Packaging — (Consists of Rieke Corporation including its foreign subsidiaries of Englass, Rieke Germany, Rieke Italia and Rieke China)

Net sales for first quarter were relatively flat compared to the year ago period, as an increase in industrial closure product sales was substantially offset by lower specialty dispensing sales due to H1N1 flu virus product sales and two new product pipeline fills in first quarter 2010 that did not recur in first quarter 2011. Operating profit for the quarter was relatively flat, as increases in gross profit generated by capital, productivity and lean initiatives were essentially offset by an increase in selling, general and administrative costs in support of growth initiatives. The Company continues to diversify its product offering by developing specialty dispensing product applications for growing end markets, including pharmaceutical, personal care and food/beverage, and expanding geographically to generate long-term growth.

### Energy — (Consists of Lamons)

First quarter net sales increased 26.7% compared to the year ago period due to increased sales of gaskets and related bolts and fasteners resulting from higher levels of turn-around activity at petrochemical refineries and increased demand from the chemical industry. This segment also benefited from incremental sales as a result of the acquisition of South Texas Bolt & Fitting completed in the fourth quarter of 2010, as well as sales resulting from newly opened branch facilities. Operating profit for the quarter increased due to higher sales volumes, partially offset by increased selling, general and administrative costs in support of sales growth initiatives. The Company continues to grow its sales and service branch network, capitalize on synergies related to the acquisition of South Texas Bolt & Fitting and expand its lines of complementary products.

### Aerospace & Defense — (Consists of Monogram Aerospace Fasteners and NI Industries)

Net sales for the first quarter increased 8.3% compared to the year ago period, due primarily to improved demand from aerospace distribution customers. Operating profit declined slightly, attributable to a less profitable product sales mix between years, largely offset by increased gross profit and lower selling, general and administrative expenses. Given the long-term prospects for its aerospace business, the Company continues to

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invest in this high-margin segment by developing and marketing highly-engineered products for aerospace applications, as well as expanding its offerings to military and defense customers.

### Engineered Components — (Consists of Arrow Engine, Hi-Vol Products, KEO Cutters, Norris Cylinder and Richards Micro-Tool)

First quarter net sales increased 57.8% compared to the year ago period, primarily due to increased international demand for industrial cylinders, new cylinder applications and the positive impact of the cylinder asset acquisition completed during second quarter 2010, as well as improved demand for engines, other well-site content and compression products. The specialty fittings and precision cutting tools businesses also experienced improved demand, primarily resulting from the upturn in the domestic economy and new product offerings. First quarter operating profit improved substantially and related margins improved 400 basis points compared to the prior year period, due to higher sales levels, increased absorption of fixed costs, and productivity and cost reduction efforts, partially offset by higher selling, general and administrative expenses supporting the increased sales levels. The Company continues to develop new products and expand its international sales efforts.

## Cequent Asia Pacific — (Consists of Cequent Australia/Asia Pacific)

Net sales for the first quarter decreased 2.4% compared to first quarter 2010 due to reduced demand resulting from lower consumer spending levels in Australia compared to higher levels experienced in first quarter 2010 which were boosted by government incentive programs. Recent natural disasters in Australia also impacted end market sales demand in the quarter, partially offset by the favorable impact of currency exchange. Operating profit and related margins decreased due to lower sales levels and higher selling, general and administrative costs in support of the Company's growth initiatives, partially offset by the impact of favorable currency exchange. The Company continues to reduce fixed costs and leverage Cequent's strong brand positions to capitalize on growth opportunities in expanding markets.

### Cequent North America — (Consists of Cequent Performance Products and Cequent Consumer Products)

Net sales for first quarter increased 29.0% compared to the year ago period, resulting from increased sales within the retail, original equipment, aftermarket and industrial channels. Sales increases were the result of improved customer demand, market share gains and new product introductions. First quarter operating profit increased substantially with a margin improvement of 100 basis points compared to first quarter 2010, due to improved sales levels, cost reduction actions, improved sourcing and productivity initiatives, partially offset by higher selling, general and administrative costs in support of the Company's growth initiatives. The Company continues to reduce fixed costs, minimize its investment in working capital and leverage Cequent's strong brand positions and new products for increased market share.

## 2011 Outlook

The Company raised its outlook for full-year 2011 diluted earnings per share (EPS) from continuing operations to be between \$1.45 and \$1.60 per share, excluding any future events that may be considered Special Items. The Company previously provided an outlook for 2011 EPS to be between \$1.40 and \$1.50 per share. The Company also raised its 2011 sales outlook from an increase of 6% to 9% to a range of 8% to 11% compared to 2010. In addition, the Company expects 2011 Free Cash Flow, defined as Cash Flow from Operating Activities less Capital Expenditures, to be between \$50 million and \$60 million.

## **Conference Call Information**

TriMas Corporation will host its first quarter 2011 earnings conference call today, Thursday, April 28, 2011, at 10:00 a.m. EDT. The call-in number is (866) 871-4879. Participants should request to be connected to the TriMas Corporation first quarter 2011 earnings conference call (Conference ID #1526333). The conference call will also be simultaneously webcast via TriMas' website at www.trimascorp.com, under the "Investors" section, with an accompanying slide presentation. A replay of the conference call will be available on the TriMas website or by dialing (866) 837-8032 (Access Code #1526333) beginning April 28 at 2:00 p.m. EDT through May 5 at 11:59 p.m. EDT.

### **Cautionary Notice Regarding Forward-looking Statements**

Any "forward-looking" statements contained herein, including those relating to market conditions or the Company's financial condition and results, expense reductions, liquidity expectations, business goals and sales growth, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to general economic and currency conditions, various conditions specific to the Company's business and industry, the Company's substantial leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, the Company's ability to maintain compliance with the listing requirements of NASDAQ, supply constraints, material and energy costs, technology factors, litigation, government and regulatory actions, the Company's accounting policies, future trends, and other risks which are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2010, and in the Company's Quarterly Reports on Form 10-Q. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements.

### **About TriMas**

Headquartered in Bloomfield Hills, Michigan, TriMas Corporation (NASDAQ: TRS) provides engineered and applied products for growing markets worldwide. TriMas is organized into six reportable segments: Packaging, Energy, Aerospace & Defense, Engineered Components, Cequent Asia Pacific and Cequent North America. TriMas has approximately 3,900 employees at more than 60 different facilities in 11 countries. For more information, visit *www.trimascorp.com*.

### TriMas Corporation Condensed Consolidated Balance Sheet (Dollars in thousands)

	March 31, 2011 (unaudited)		December 31, 2010	
Assets		(unauuiteu)		
Current assets:				
Cash and cash equivalents	\$	14,910	\$	46,370
Receivables, net of reserves		159,850		117,050
Inventories		164,640		161,300
Deferred income taxes		28,240		34,500
Prepaid expenses and other current assets		9,350		7,550
Total current assets		376,990		366,770
Property and equipment, net		168,950		167,510
Goodwill		207,910		205,890
Other intangibles, net		156,570		159,930
Other assets		24,900		24,060
Total assets	\$	935,320	\$	924,160
Liabilities and Shareholders' Equity				
Current liabilities:				
Current maturities, long-term debt	\$	19,270	\$	17,730
Accounts payable		123,930		128,300
Accrued liabilities		64,160		68,400
Total current liabilities		207,360		214,430
Long-term debt		476,370		476,920
Deferred income taxes		65,770		63,880
Other long-term liabilities		54,880		56,610
Total liabilities		804,380		811,840
Total shareholders' equity		130,940		112,320
Total liabilities and shareholders' equity	\$	935,320	\$	924,160

		Three months ended March 31,		
		2011	<i>.</i>	2010
Net sales	\$	269,670	\$	220,060
Cost of sales		(194,990)		(157,000)
Gross profit		74,680		63,060
Selling, general and administrative expenses		(44,710)		(37,700)
Gain (loss) on dispositions of property and equipment		60		(310)
Operating profit		30,030		25,050
Other income (expense), net:				
Interest expense		(12,020)		(14,140)
Other, net		(1,160)		(510)
Other income (expense), net		(13,180)		(14,650)
Income from continuing operations before income taxes		16,850		10,400
Income tax expense		(5,100)		(4,650)
Income from continuing operations		11,750		5,750
Loss from discontinued operations, net of income taxes		—		(320)
Net income	\$	11,750	\$	5,430
Earnings (loss) per share - basic:				
Continuing operations	\$	0.35	\$	0.17
Discontinued operations, net of income taxes				(0.01)
Net income per share	\$	0.35	\$	0.16
1				
Weighted average common shares - basic		33,913,610		33,569,677
regited average common onacco ousie		,		
Earnings (loss) per share - diluted:				
Continuing operations	\$	0.34	\$	0.17
Discontinued operations, net of income taxes	Ŷ		Ŷ	(0.01)
Net income per share	\$	0.34	\$	0.16
	φ <u></u>	0.04	¥	0.10
Weighted average common shares - diluted		34,599,076		34,314,020

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## TriMas Corporation Consolidated Statement of Cash Flow (Unaudited — dollars in thousands)

	Three months ended March 31,		ed	
		2011		2010
Cash Flows from Operating Activities:				
Net income	\$	11,750	\$	5,430
Adjustments to reconcile net income to net cash used for operating activities, net of acquisition impact:				
(Gain) loss on dispositions of property and equipment		(60)		310
Depreciation		6,230		6,020
Amortization of intangible assets		3,500		3,590
Amortization of debt issue costs		760		730
Deferred income taxes		8,020		(380)
Non-cash compensation expense		860		480
Net proceeds from sale of receivables		1,570		3,830
Increase in receivables		(43,280)		(38,960)
(Increase) decrease in inventories		(2,760)		6,060
(Increase) decrease in prepaid expenses and other assets		(3,240)		270
Increase (decrease) in accounts payable and accrued liabilities		(11,550)		7,910
Other, net		1,200		620
Net cash used for operating activities, net of acquisition impact		(27,000)		(4,090)
Cash Flows from Investing Activities:				
Capital expenditures		(6,810)		(2,590)
Net proceeds from disposition of assets		500		30
Net cash used for investing activities		(6,310)		(2,560)
Cash Flows from Financing Activities:				
Proceeds from borrowings on term loan facilities		1,530		
Repayments of borrowings on term loan facilities		(650)		(4,320)
Proceeds from borrowings on revolving credit facilities		135,700		134,940
Repayments of borrowings on revolving credit facilities		(135,700)		(127,000)
Shares surrendered upon vesting of options and restricted stock awards to cover tax obligations		(720)		(160)
Proceeds from exercise of stock options		180		60
Excess tax benefits from stock based compensation		1,510		280

Net cash provided by financing activities	 1,850		3,800
Cash and Cash Equivalents:			
Decrease for the period	(31,460)		(2,850)
At beginning of period	 46,370		9,480
At end of period	\$ 14,910	\$	6,630
		-	
Supplemental disclosure of cash flow information:			
Cash paid for interest	\$ 4,730	\$	5,250
Cash paid for taxes	\$ 2,600	\$	1,250

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## TriMas Corporation Company and Business Segment Financial Information Continuing Operations (Unaudited — dollars in thousands)

			Three months ended March 31,		
			2011		2010
Packaging		<b>.</b>	12.000	*	10.000
Net sales		\$	43,900	\$	43,600
Operating profit		\$	11,830	\$	11,860
Energy					
Net sales		\$	40,950	\$	32,320
Operating profit		\$	5,340	\$	4,190
Aerospace & Defense					
Net sales		\$	18,500	\$	17,080
Operating profit		\$	3,720	\$	3,860
Engineered Components					
Net sales		\$	48,110	\$	30,480
Operating profit		\$	6,340	\$	2,800
Cequent Asia Pacific					
Net sales		\$	19,810	\$	20,300
Operating profit		\$	2,530	\$	3,660
Cequent North America					
Net sales		\$	98,400	\$	76,280
Operating profit		\$	6,670	\$	4,460
Corporate Expenses					
Operating loss		\$	(6,400)	\$	(5,780)
Total Company					
Net sales		\$	269,670	\$	220,060
Operating profit		\$	30,030	\$	25,050
		•	,	-	_,
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First Quarter 2011 Earnings Presentation April 28, 2011 Any "forward-looking" statements contained herein, including those relating to market conditions or the Company's financial condition and results, expense reductions, liquidity expectations, business goals and sales growth, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to general economic and currency conditions, various conditions specific to the Company's business and industry, the Company's substantial leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, the Company's ability to maintain compliance with the listing requirements of NASDAQ, supply constraints, material and energy costs, technology factors, litigation, government and regulatory actions, the Company's accounting policies, future trends, and other risks which are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2010, and in the Company's Quarterly Reports on Form 10-Q. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements.



# Agenda

- Opening Remarks
- Financial Highlights
- Segment Highlights
- Outlook and Summary
- Questions and Answers
- Appendix



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## **Opening Remarks – First Quarter Results**

## Stronger than expected top-line performance – Sales up 22.5% vs. Q1 2010

- Continuing to gain market share in several businesses
- Investments in new products and markets showing results
- 2010 bolt-on acquisitions meeting or exceeding expectations
- Improvements in end market demand
- Income and EPS increased approximately 100% compared to Q1 2010
- Continued focus on productivity and lean initiatives
- Improvement in operating working capital levels as a percentage of sales

Delivering on our commitments, while investing in future growth.

Continued focus on free cash flow and debt reduction

# Opening Remarks – Going Forward

- Achieved or announced increased pricing to offset commodity inflation
- Recent trip to Brazil increased focus on business development in faster growing geographies and emerging markets
- Global Sourcing Organization gaining traction and driving results
- Intensified focus on productivity and lean initiatives
- Keeping after the "basics" work environments, safety, employee engagement and communication

Positioning TriMas for future success.





**Financial Highlights** 

## **First Quarter Summary**

(\$ in millions, except per share amounts)		and the specific states of the		an a	
(from continuing operations)	G	1 2011	Q	1 2010	% Chg
Revenue	\$	269.7	\$	220.1	22.5%
Gross Profit	\$	74.7	\$	63.1	18.4%
Gross Profit Margin		27.7%		28.7%	-100 bps
Operating Profit	\$	30.0	\$	25.1	19.9%
Operating Pro fit M argin		11. <b>1%</b>		11.4%	-30 bps
Income	\$	11.8	\$	5.8	104.3%
Diluted earnings per share	\$	0.34	\$	0.17	100.0%
Free Cash Flow <sup>(1)</sup>	\$	(33.8)	\$	(6.7)	unfav
Debt and A/R Securitization	\$	495.6	\$	518.5	-4.4%

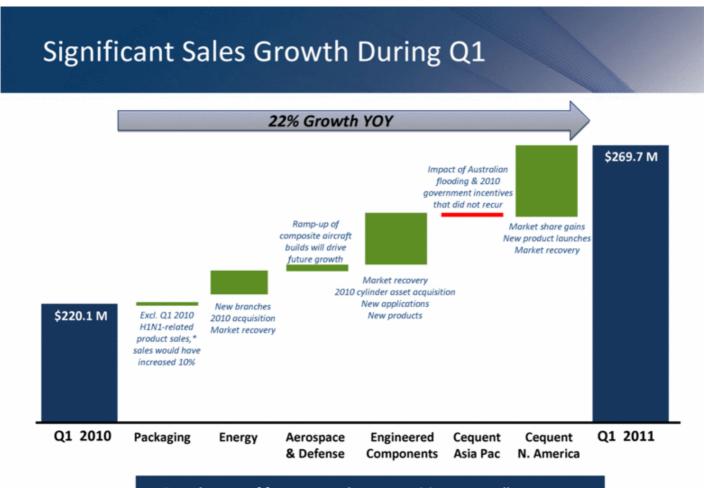
Sales increased 22.5% vs. Q1 2010

- Double-digit percentage sales increases in Energy, Engineered Components and Cequent North America
- Continued to gain additional market share in several businesses, while investments in new products and markets showing results
- · Productivity efforts continue to fund growth and offset commodity inflation
- · Sales mix had negative impact on margin levels
- Income and EPS increased 100% compared to Q1 2010 due to increased volume and improved capital structure
- · Continued focus on cash flow and debt reduction



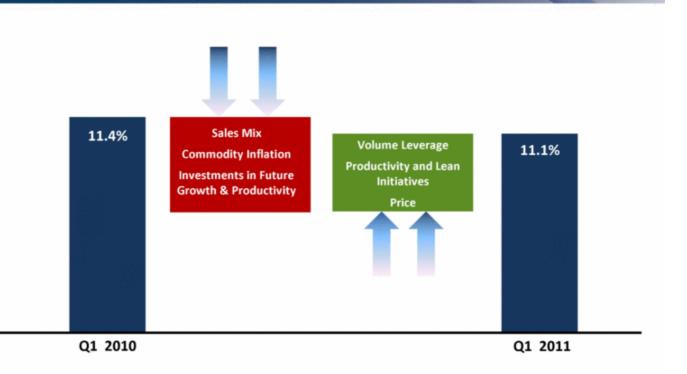
(1) Free Cash Flow is defined as Cash Flows from Operating Activities Less Capital Expenditures.

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## **Operating Profit Margins**

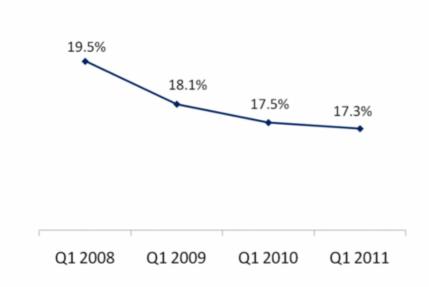




Committed to continually expanding our margins.

# Working Capital

## **Operating Working Capital as a % of LTM Sales**



### Comments:

- Q1 2011 operating working capital at 17.3% of sales vs. 17.5% in Q1 2010
- Significant growth and global expansion adds complexity to the supply chain
- Long-term target remains approximately 13% of sales at year end – more efficiencies yet to come

Lean initiatives continue to drive permanent process change and working capital reductions.

# Capitalization

(Unaudited, \$ in	n thousands)		March 31, 2011		December 31, 2010		March 31, 2010	
	Cash and Cash Equivalents	\$	14,910	\$	46,370	\$	6,630	
	Term loan Revolving credit facilities Non-U.S. bank debt and other		248,300 - 1,810 250,110		248,950 - 290 249,240		250,880 13,200 9,350 273,430	
	9 $^{3}\!I_{4}\%$ senior secured notes, due December 2017		245,530		245,410		245,090	
	A/R Facility Borrowings	\$	-	\$	-	\$	-	
	Total Debt	\$	495,640	\$	494,650	\$	518,520	
	Key Ratios: Bank LTM EBITDA. Interest Coverage Ratio.	\$	164,910 3.36 x 3.01 x	\$	161,830 3.10 x 3.06 x	S	140,410 3.07 x 3.69 x	
	Bank Covenants: Minimum Interest Coverage Ratio Maximum Leverage Ratio		2.00 x 4.75 x		2.00 x 5.00 x		2.30 x 5.00 x	

As of March 31, 2011, TriMas had \$156.4 million of cash and available liquidity under its revolving credit and receivables facilities.





# Segment Highlights

# Packaging



#### (\$ in millions)





### **Results:**

- Q1 2011 sales were relatively flat due to improved demand for industrial closures, offset by a decline in specialty dispensing sales
- Excluding \$3.7 M of specialty dispensing H1N1-related sales in Q1 2010 that did not recur in Q1 2011, Q1 2011 sales would have increased 10%
- Gross profit margin increased 250 basis points as a result of capital, productivity and lean initiatives, despite rising commodity costs
- Operating profit was relatively flat, as increases in gross profit were essentially
  offset by increases in SG&A in support of growth initiatives

### Key Initiatives:

- · Target specialty dispensing products in higher growth end markets
  - Pharmaceutical and medical
  - Food and beverage
  - Personal care
- Increase geographic coverage efforts in Europe and Asia
- Increase low-cost country sourcing and manufacturing
- Consider complementary bolt-on acquisitions
- · Ensure new products continue to have barriers to entry



Ricke PackagingSystems"

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# Energy

#### (\$ in millions)







#### **Results:**

- Sales increased due to improved demand for specialty gaskets and fasteners, incremental sales from newer branch facilities and the acquisition of South Texas Bolt & Fitting (STB&F)
- The results generated by the acquisition of STB&F are exceeding expectations
- Operating profit increased due to higher sales volumes, partially offset by higher SG&A in support of growth
- · Q1 2011 operating profit margin remained flat as compared to Q1 2010

### Key Initiatives:

- Faster expansion of business with major customers globally
- Capitalize on synergies related to acquisition of STB&F
- Increase sales of specialty gaskets and bolts
- Capture larger share of new markets such as OEM, Engineered & Construction, Power Generation and Pulp/Paper
- Continue to reduce costs and improve working capital turnover









#### (\$ in millions)



### Results:

- Q1 2011 sales increased due to improved demand from aerospace distribution customers – continuing trend that began in Q3 2010 of higher order activity
- Operating profit was negatively impacted by a less profitable sales mix, largely offset by lower levels of SG&A
- · Expectations for continued ramp-up of large frame, composite aircraft

Operating Profit				
\$3.9 \$3.7 -3.6%				
Q1 2010 Q1 2011				

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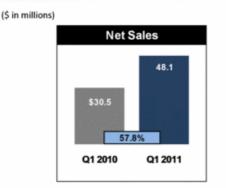
- Expand aerospace fastener product lines to increase content and applications per aircraft
- Drive ongoing lean initiatives to lower working capital and reduce costs
- Leverage and further develop existing defense customer relationships
- Consider complementary bolt-on acquisitions





# **Engineered Components**







Net Sales

22.4%

**Operating Profit** 

\$96.6

Q1 2010

. \$20.3

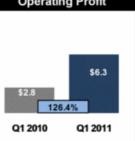
\$76.3

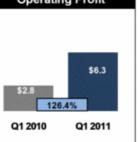
\$118.2

Q1 2011

\$19.8

\$98.4







Capitalize on shale and natural gas opportunities

specialty fittings and precision cutting tools

higher SG&A supporting the increased sales levels

launches/applications enhanced growth

points compared to Q1 2010

Develop additional capabilities of cylinder business to capture new markets

Results:

Q1 sales increased due to improved demand for industrial cylinders in international markets, engines and other well-site content, compressors,

Positive impact of Q2 2010 cylinder asset acquisition and new product

Operating profit increased due to higher sales volumes, increased

absorption of fixed costs and productivity efforts, partially offset by

Q1 2011 operating profit margin improved approximately 400 basis

**Key Initiatives:** 

- Continue to reduce costs and improve working capital turnover
- Continue to expand product offering and geographies
- Expand specialty products for existing component and tooling markets



(\$ in millions)

Asia Pacific

North America









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## Cequent (Asia Pacific & North America)



R	e	s	u	ľ	ts	:

- Q1 sales in North America improved due to increased sales within the retail, original equipment, aftermarket and industrial channels
- North American operating profit improved substantially with a margin improvement of 100 bps
- Asia Pacific sales declined when compared to Q1 2010, which benefited from Australian government incentive programs; recent Australian natural disasters also had a negative impact, partially offset by the favorable impact of currency exchange
- Asia Pacific operating profit declined due to lower sales levels and higher SG&A in support of growth initiatives

### **Key Initiatives:**

- Continue to reduce fixed costs and simplify the business
- Improve processes for better customer service and support
- Leverage strong brands for additional market share and cross-selling
- Expand sales to newer geographies
- Continue to reduce working capital requirements



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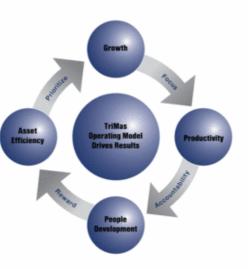


# Outlook and Summary

Strategic aspirations are foundation for 2011.

# **Strategic Aspirations**

- High single-digit top-line growth
- Earnings growth faster than revenue growth
- 3% to 5% of total gross cost productivity gains annually – utilize savings to fund growth
- Invest in growth programs that deliver new products, new markets and expanded geographies
- Increase revenues in fastest growing markets
- Ongoing improvement in capital turns and all cycle times
- Continued decrease in leverage ratio





	<u>As of 2/28/11</u>	<u>As of 4/28/11</u>
Sales Growth	6% to 9%	8% to 11%
Earnings Per Share, diluted	\$1.40 to \$1.50	\$1.45 to \$1.60
Free Cash Flow <sup>(1)</sup>	\$50 to \$60 million	\$50 to \$60 million

(1) 2011 Free Cash Flow is defined as Cash Flow from Operating Activities less Capital Expenditures.



2011 Outlook in line with our strategic aspirations.

## Summary

- Executing in faster growing end markets with successful start to emerging market initiatives
- Continued leverage of new cost structure will drive earnings growth...2-3x sales growth
- · Stay ahead of commodity inflation
- Robust cash generation while investing in growth
- Continued focus on productivity funds growth initiatives and margin expansion
- · Committed to capital allocation that will create value
- On track for continuous improvement and strong results





## **Questions & Answers**



# Appendix

## **Condensed Balance Sheet**

(Dollars in thousands)

Assets		March 31, 2011 (unaudited)		December 31, 2010		
Current assets:						
Cash and cash equivalents	\$	14,910	s	46,370		
Receivables, net of reserves		159,850		117,050		
Inventories		164,640		161,300		
Deferred income taxes		28,240		34,500		
Prepaid expenses and other current assets		9,350		7,550		
Total current assets		376,990		366,770		
Property and equipment, net		168,950		167,510		
Goodwill		207,910		205,890		
Other intangibles, net		156,570		159,930		
Other assets		24,900		24,060		
Total assets	\$	935,320	\$	924,160		
Liabilities and Shareholders' Equity						
Current liabilities:						
Current maturities, long-term debt	\$	19,270	s	17,730		
Accounts payable		123,930		128,300		
Accrued liabilities		64,160		68,400		
Total current liabilities	and the second sec	207,360		214,430		
Long-term debt		476,370		476,920		
Deferred income taxes		65,770		63,880		
Other long-term liabilities		54,880		56,610		
Total liabilities.		804,380		811,840		
Total shareholders' equity	-	130,940		112,320		
Total liabilities and shareholders' equity		935,320	S	924,160		



# **Statement of Operations**

(Unaudited, dollars in thousands)		Three months ended March 31,		
		2011		2010
Net sales	\$	269,670	\$	220,060
Cost of sales		(194,990)		(157,000)
Gross profit		74,680		63,060
Selling, general and administrative expenses		(44,710)		(37,700)
Gain (loss) on dispositions of property and equipment		60		(310)
Operating profit.		30,030		25,050
Other income (expense), net:				
Interest expense		(12,020)		(14, 140)
Other, net		(1,160)		(510)
Other income (expense), net	_	(13,180)	_	(14,650)
Income from continuing operations before income taxes		16,850		10,400
Income tax expense		(5,100)		(4,650)
Income from continuing operations		11,750		5,750
Loss from discontinued operations, net of income taxes				(320)
Net income	\$	11,750	\$	5,430
Earnings (loss) per share - basic:				
Continuing operations	\$	0.35	\$	0.17
Discontinued operations, net of income taxes		-		(0.01)
Net income per share	\$	0.35	\$	0.16
Weighted average common shares - basic	3	3,913,610	3	3,569,677
Earnings (loss) per share - diluted:				
Continuing operations	s	0.34	\$	0.17
Discontinued operations, net of income taxes		-		(0.01)
Net income per share	\$	0.34	\$	0.16
Weighted average common shares - diluted	3	4,599,076	3	4,314,020



## Company and Business Segment Financial Information – Cont. Ops

(Unaudited, dollars in thousands)

a m chousenesy		Three months ended March 31,				
		2011		2010		
Packaging						
Net sales	\$	43,900	\$	43,600		
Operating profit	\$	11,830	\$	11,860		
Energy						
Net sales	\$	40,950	\$	32,320		
Operating profit	\$	5,340	\$	4,190		
Aerospace & Defense						
Net sales	\$	18,500	\$	17,080		
Operating profit	\$	3,720	\$	3,860		
Engineered Components						
Net sales	\$	48,110	s	30,480		
Operating profit	\$	6,340	\$	2,800		
Cequent Asia Pacific						
Net sales	\$	19,810	\$	20,300		
Operating profit	\$	2,530	\$	3,660		
Cequent North America						
Net sales	\$	98,400	s	76,280		
Operating profit	\$	6,670	\$	4,460		
Corporate Expenses						
Operating loss	\$	(6,400)	\$	(5,780)		
Total Company						
Net sales	\$	269,670	\$	220,060		
Operating profit	\$	30,030	\$	25,050		



# LTM EBITDA as Defined in Credit Agreement

(Unaudited, dollars in thousands)

Reported net income for the twelve months ended March 31, 2011	\$ 51,590
Interest expense, net (as defined)	50,110
Income tax expense	22,080
Depreciation and amortization	37,860
Non-cash compensation expense	2,560
Other non-cash expenses or losses	3,800
Non-recurring expenses or costs	
for acquisition integration	730
Negative EBITDA from discontinued	
operations	140
Permitted dispositions	(6,610)
Permitted acquisitions	 2,650
Bank EBITDA - LTM Ended March 31, 2011 (1)	\$ 164,910

<sup>(1)</sup> As defined in the Amended and Restated Credit Agreement dated December 16, 2009.

