# UNITED STATES <br> SECURITIES AND EXCHANGE <br> COMMISSION <br> Washington, D.C. 20549 <br> FORM 8-K 

# CURRENT REPORT <br> Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934 

Date of Report (Date of earliest event reported) November 14, 2006
TRIMAS CORPORATION
(Exact name of registrant as specified in its charter)

Delaware<br>(State or other jurisdiction of incorporation)<br>333-100351<br>(Commission<br>File Number)

38-2687639
(IRS Employer Identification No.)

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

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.

The only public security holders of TriMas Corporation (the "Company") are holders of its $97 / 8 \%$ senior subordinated notes due 2012. The Company issued a press release and held a teleconference on November 14, 2006, reporting its financial results for the quarter ending September 30, 2006. 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 presentation are also available on the Company's website at www.trimascorp.com.

## Item 9.01 Financial Statements and Exhibits.

(c) Exhibits. The following exhibits are filed herewith:

| Exhibit No. |  |  |
| :--- | :--- | :--- |
| 99.1 | Press Release |  |
| 99.2 | The Company's visual presentation titled "Third Quarter 2006 Earnings Call". |  |

## SIGNATURES

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.

By: /s/ Grant H. Beard
Name: Grant H. Beard
Title: Chief Executive Officer

For more information, contact:

E.R. "Skip" Autry Chief Financial Officer<br>TriMas Corporation<br>(248) 631-5496

## MEDIA RELEASE

## TRIMAS CORPORATION REPORTS THIRD QUARTER RESULTS

BLOOMFIELD HILLS, MICH. - November 14, 2006 - TriMas Corporation today announced its financial results for the three months ended September 30, 2006. TriMas reported sales of $\$ 244.6$ million, operating profit of $\$ 26.4$ million and loss from continuing operations of $\$ 1.9$ million, or $\$(0.09)$ per share on a fully-diluted basis for the three months ended September 30, 2006, compared to the prior year third quarter sales of $\$ 246.0$ million, operating profit of $\$ 21.1$ million and income from continuing operations of $\$ 2.1$ million, or $\$ 0.10$ per share on a fully-diluted basis. The reported loss from continuing operations for the quarter ended September 30, 2006, included a substantially non-cash, after-tax charge of $\$ 5.4$ million, or $\$ 0.26$ per share, related to the Company's successful refinancing of its senior secured credit facilities in August 2006.

## Third Quarter Highlights

"In the third quarter, we saw continued solid year-over-year growth in sales in certain segments of our business and an even greater improvement in operating earnings performance as our profit improvement initiatives continued, and we benefited from economic expansion in key market segments," said Grant Beard, TriMas' President and Chief Executive Officer. "The benefits of being a diversified industrial products company were evident as our businesses within Packaging Systems, Energy Products, Industrial Products and Recreational Accessories enjoyed particularly strong earnings results."
"While sales within Recreational Accessories and RV \& Trailer Products declined compared to the year ago period, total company operating profit continued to improve as a result of sourcing and other cost reduction initiatives implemented in the second half of 2005," Beard commented. "While the economic outlook for the majority of our companies remains positive, we are watching end market demand within our Recreational Accessories and RV \& Trailer Products businesses closely.
"We were also pleased with the successful refinancing of our \$410.0 million senior secured credit facilities, which closed in early August," Beard commented. The new credit facilities will reduce
the Company's borrowing costs, and substantially increase our liquidity and operational flexibility going forward."
"Our priorities within TriMas remain clear - to expand sales growth initiatives and continue to drive earnings performance and free cash flow in order to reduce debt and further improve our balance sheet," Beard said.

## Results of Continuing Operations

- The Company’s 2006 third quarter net sales decreased $0.6 \%$ to $\$ 244.6$ million, from $\$ 246.0$ million for the three months ended September 30 , 2005, as three of the Company's five business segments reported year-over-year revenue growth. Notably, net sales increased 9.9\% at Packaging Systems, 26.6\% at Energy Products and $10.4 \%$ within Industrial Specialties. Net sales reported for RV \& Trailer Products and Recreational Accessories declined approximately 18.3\% and $12.1 \%$, respectively, compared with the year ago period. RV \& Trailer Products experienced soft demand across all market channels while end market demand within Recreational Accessories’ declined due to record high summer gasoline prices and a continued uncertain interest rate environment.
- Operating profit improved $25.1 \%$, or $\$ 5.3$ million, as compared to the same period a year ago and reflected strong earnings performance in four of the Company's five business segments. Material margins improved compared to the year ago period primarily as a result of sourcing initiatives and moderating raw material costs. Operating profit margin as a percent of sales improved to $10.8 \%$ in third quarter 2006, compared to $8.6 \%$ for the same period a year ago.
- In connection with the refinancing of its senior secured credit facilities, the Company recorded an $\$ 8.6$ million charge for debt extinguishment costs, of which $\$ 7.9$ million was a non-cash charge related to the write-off of previous debt issue costs. The after-tax impact of this item reduced income from continuing operations by $\$ 5.4$ million, or approximately $\$ 0.26$ per share.
- The Company reported a loss from continuing operations of $\$ 1.9$ million, or $\$(0.09)$ per share on a fully-diluted basis in the quarter ended September 30, 2006, compared to income from continuing operations of $\$ 2.1$ million, or $\$ 0.10$ per share on a fully-diluted basis in the third quarter 2005.


## Results of Discontinued Operations

Sales from discontinued operations were $\$ 22.6$ million and $\$ 24.9$ million in the quarters ended September 30, 2006 and 2005, respectively. The loss from discontinued operations, net of tax benefits recorded, increased to $\$ 10.9$ million in the quarter ended September 30, 2006, from $\$ 1.9$ million in the quarter ended September 30, 2005. The decrease between years is due primarily to a
$\$ 9.7$ million impairment charge, net of tax benefits recorded of $\$ 6.2$ million, related to the further write-down of net assets of discontinued operations to revised estimates of fair value.

## Third Quarter Financial Summary

| Sales (unaudited - in millions, except per share amounts) | For the Quarter Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  | \$ | 244.6 | \$ | 246.0 |
| Operating profit | \$ | 26.4 | \$ | 21.1 |
| Income from continuing operations | \$ | (1.9) | \$ | 2.1 |
| Loss from discontinued operations, net of tax benefit | \$ | (10.8) | \$ | (1.9) |
| Net income | \$ | (12.7) | \$ | 0.2 |
|  |  |  |  |  |
| Earnings (loss) per share - basic: |  |  |  |  |
| -Continuing operations | \$ | (0.09) | \$ | 0.11 |
| -Discontinued operations |  | (0.54) |  | (0.09) |
| -Net income | \$ | (0.63) | \$ | 0.02 |
|  |  |  |  |  |
| Earnings (loss) per share - diluted: |  |  |  |  |
| -Continuing operations | \$ | (0.09) |  | \$ 0.10 |
| -Discontinued operations |  | (0.54) |  | (0.09) |
| -Net income | \$ | (0.63) | \$ | 0.01 |
|  |  |  |  |  |
| Other Data - Continuing Operations: |  |  |  |  |
| -Depreciation and amortization | \$ | 9.0 | \$ | 9.4 |
| -Interest expense | \$ | 19.4 | \$ | 18.8 |
| -Debt extinguishment costs | \$ | 8.6 | \$ | - |
| -Other expense, net | \$ | 1.2 | \$ | 1.6 |
| -Income tax expense | \$ | (0.9) | \$ | (1.5) |

## Segment Results

## Packaging Systems

Net sales increased $\$ 4.8$ million, or $9.9 \%$, to $\$ 53.4$ million in third quarter 2006 from $\$ 48.6$ million in the year ago period. Packaging Systems had sales increases of $7.8 \%$ for industrial closure products, $21.8 \%$ for specialty consumer dispensing product applications and $8.4 \%$ for specialty tapes, laminates and insulation products. Operating profit increased $30.5 \%$ to $\$ 10.3$ million during third quarter 2006 from $\$ 7.9$ million in third quarter 2005, as this segment benefited primarily from higher sales volumes and improved material margins as a result of moderating raw material costs in the third quarter 2006 compared to the same period a year ago.

## Energy Products

Net sales increased $\$ 8.1$ million, or $26.6 \%$, to $\$ 38.5$ million in the quarter ended September 30, 2006 compared to $\$ 30.4$ million in the year ago period, as this segment benefited from continued favorable market conditions for oil and gas producers in the United States and Canada, market share gains due to expanded parts offerings and higher turnaround activity at petrochemical refineries. Operating profit improved $\$ 3.0$ million, or $107.5 \%$, to $\$ 5.8$ million in the quarter ended September 30, 2006 from $\$ 2.8$ million in the year ago period due to improved material margins, better absorption of fixed overhead costs and lower selling costs in relation to sales due to the relatively fixed cost nature of this segment's distribution network.

## Industrial Specialties

Net sales increased $\$ 4.2$ million, or $10.4 \%$, to $\$ 44.6$ million in the quarter ended September 30, 2006, from $\$ 40.4$ million in the year ago period as three of this segment's five businesses continued to experience strong demand driven by new products, market share gains and economic expansion. Notably, sales increased $34.2 \%$ in our defense business, $17.1 \%$ in our industrial cylinder business, and $2.4 \%$ in our precision tooling business. However, sales within our aerospace fastener business were approximately flat due to the impact of an 8 day labor strike in July 2006, in connection with reaching a three year contract agreement. Operating profit in the third quarter 2006 increased to $\$ 9.9$ million from $\$ 8.4$ million in the year ago period, due principally to higher sales levels between years and better absorption of fixed operating costs.

## RV \& Trailer Products

Net sales decreased $\$ 9.7$ million for the quarter ended September 30, 2006 to $\$ 43.3$ million from $\$ 53.0$ million in the year ago period. This segment experienced lower sales across all market channels due to soft market demand. Operating profit in third quarter 2006 decreased $\$ 3.7$ million to $\$ 2.9$ million from $\$ 6.6$ million in third quarter 2005 due principally to the aforementioned sales decline, lower material margins due to competitive pricing pressures and a less favorable product sales mix overall.

## Recreational Accessories

Net sales decreased $\$ 8.8$ million, or $12.1 \%$, to $\$ 64.8$ million in the quarter ended September 30, 2006 compared to $\$ 73.6$ million in the year ago period as a result of reduced consumer demand for towing products and accessories due to record high gasoline prices and a continued uncertain interest rate environment. However, operating profit increased $\$ 2.8$ million to $\$ 4.2$ million in third quarter 2006 from $\$ 1.4$ million in the year ago period as a result of improved material margins due to sourcing initiatives, favorable material use variances due to productivity improvements and lower
variable and fixed overhead spending as a result of cost reduction actions implemented in the second half of 2005, offset in part by higher sales promotion expense to support retail channel sales activity.

## Financial Position

TriMas ended the third quarter with total assets of $\$ 1,415.3$ million, debt of $\$ 722.3$ million and $\$ 32.0$ million outstanding under its receivables securitization facility. Net cash provided by operating activities for the nine months ended September 30, 2006, was $\$ 26.5$ million, compared to $\$ 19.8$ million in the year ago period.

## Refinancing of Credit Facilities

As previously announced, the Company completed the refinancing of its $\$ 410$ million senior secured credit facilities which extended maturities on the revolving and term loan portions of the facility for 5 and 7 years, respectively, and reduced interest rate spreads $0.75 \%$ and $1.00 \%$, respectively, which the Company anticipates will result in interest savings of approximately $\$ 2.5$ - $\$ 3.0$ million per year. The Company's senior secured credit facilities now consist of a $\$ 90.0$ million revolving credit facility, a $\$ 60.0$ million deposit-linked supplemental revolving credit facility and a $\$ 260.0$ million term loan facility.

## Conference Call

TriMas will broadcast its third quarter earnings conference call on Tuesday, November 14, 2006, at 2:00 PM EST. President and Chief Executive Officer Grant Beard and Chief Financial Officer E.R. "Skip" Autry will discuss the Company's recent financial performance and respond to questions from the investment community.

To participate by phone, please dial: (866) 282-2517. Callers should ask to be connected to the TriMas third quarter conference call (reservation number 999008). If you are unable to participate during the live teleconference, a replay of the conference call will be available beginning November 14 at 5:30 PM. EST through November 21 at 11:59 PM EST. To access the replay, please dial: (866) 837-8032 (access code 999008).

## Cautionary Notice Regarding Forward-Looking Statements

This release contains "forward-looking" statements, as that term is defined by the federal securities laws, about our financial condition, results of operations and business. Forward-looking statements include: certain anticipated, believed, planned, forecasted, expected, targeted and estimated results along with TriMas' outlook concerning future results. When used in this release, the words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," or future or conditional verbs, such as "will," "should," "could," or "may," and variations of such
words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including without limitation, management's examination of historical operating trends and data, are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for these views. However, there can be no assurance that management's expectations, beliefs and projections will be achieved. These forward-looking statements are subject to numerous assumptions, risks and uncertainties and accordingly, actual results may differ materially from those expressed or implied by the forward-looking statements. We caution readers not to place undue reliance on the statements, which speak to conditions only as of the date of this release. The cautionary statements set forth above should be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. We do not undertake any obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date of this release or to reflect the occurrence of unanticipated events. Risks and uncertainties that could cause actual results to vary materially from those anticipated in the forward-looking statements included in this release include general economic conditions in the markets in which we operate and industry-based factors such as: technological developments that could competitively disadvantage us, increases in our raw material, energy, and healthcare costs, our dependence on key individuals and relationships, exposure to product liability, recall and warranty claims, work stoppages at our facilities, or our customers or suppliers, risks associated with international markets, protection of or liability associated with our intellectual property, lower cost foreign manufacturers, compliance with environmental and other regulations, and competition within our industries. In addition, factors more specific to us could cause actual results to vary materially from those anticipated in the forward-looking statements included in this release such as our substantial leverage, limitations imposed by our debt instruments, our ability to successfully pursue our stated growth strategies and opportunities, as well as our ability to identify attractive and other strategic acquisition opportunities and to successfully integrate acquired businesses and complete actions we have identified as providing cost-saving opportunities.

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## TriMas Corporation

## Consolidated Balance Sheet

 (Unaudited - dollars in thousands)|  | September 30, <br> $\mathbf{2 0 0 6}$ | December 31, <br>  |  |
| :--- | ---: | ---: | ---: |

TriMas Corporation
Consolidated Statement of Operations
(Unaudited - dollars in thousands, except for per share amounts)

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 |  |
| Net sales | \$ 244,590 | \$ 246,040 | \$ 797,260 | \$ 775,590 |
| Cost of sales | $(177,690)$ | $(186,110)$ | $(581,960)$ | $(582,080)$ |
| Gross profit | 66,900 | 59,930 | 215,300 | 193,510 |
| Selling, general and administrative expenses | $(41,010)$ | $(38,510)$ | $(128,500)$ | $(117,640)$ |
| Gain (loss) on dispositions of property and equipment | 510 | (320) | 410 | (530) |
| Operating profit | 26,400 | 21,100 | 87,210 | 75,340 |
| Other expense, net: |  |  |  |  |
| Interest expense | $(19,370)$ | $(18,840)$ | $(59,320)$ | $(55,790)$ |
| Debt extinguishment costs | $(8,610)$ | - | $(8,610)$ |  |
| Other, net | $(1,200)$ | $(1,600)$ | $(3,120)$ | $(5,450)$ |
| Other expense, net | $(29,180)$ | $(20,440)$ | $(71,050)$ | $(61,240)$ |
|  |  |  |  |  |
| Income (loss) from continuing operations before income taxes | $(2,780)$ | 660 | 16,160 | 14,100 |


| Income tax (expense) benefit |  | 930 |  | 1,470 |  | $(5,800)$ |  | $(3,470)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income (loss) from continuing operations |  | $(1,850)$ |  | 2,130 |  | 10,360 |  | 10,630 |
| Loss from discontinued operations, net of income tax benefit. |  | $(10,870)$ |  | $(1,900)$ |  | $(16,240)$ |  | $(3,840)$ |
| Net income (loss) | \$ | $(12,720)$ | \$ | 230 | \$ | $(5,880)$ | \$ | 6,790 |
| Earnings (loss) per share - basic: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.09) | \$ | 0.11 | \$ | 0.52 | \$ | 0.53 |
| Discontinued operations, net of income tax benefit |  | (0.54) |  | (0.09) |  | (0.81) |  | (0.19) |
| Net income (loss) per share | \$ | (0.63) | \$ | 0.02 | \$ | (0.29) | \$ | 0.34 |
| Weighted average common shares - basic | 20,132,201 |  | $\underline{\text { 20,010,000 }}$ |  | 20,051,181 |  | $\underline{\underline{20,010,000}}$ |  |
| Earnings (loss) per share - diluted: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.09) | \$ | 0.10 | \$ | 0.50 | \$ | 0.51 |
| Discontinued operations, net of income tax benefit |  | (0.54) |  | (0.09) |  | (0.78) |  | (0.18) |
| Net income (loss) per share | \$ | (0.63) | \$ | 0.01 | \$ | (0.28) | \$ | 0.33 |
| Weighted average common shares - diluted | $\underline{\underline{\text { 20,132,201 }}}$ |  | $\underline{\underline{20,760,000}}$ |  | $\underline{\underline{20,759,973}}$ |  | $\underline{\underline{20,760,000}}$ |  |

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## TriMas Corporation

## Consolidated Statement of Cash Flows (Unaudited - dollars in thousands)

|  | $\frac{\text { Nine Months Ended September 30, }}{2006}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities: |  |
| Net income (loss) |  |  |  |  | \$ | $(5,880)$ | \$ | 6,790 |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |  |  |  |
| Loss on dispositions of property and equipment |  | 2,690 |  | 390 |
| Impairment of assets |  | 15,850 |  | - |
| Depreciation and amortization |  | 27,970 |  | 31,400 |
| Amortization of debt issue costs |  | 3,670 |  | 3,720 |
| Non-cash debt extinguishment costs |  | 7,920 |  | - |
| Non-cash compensation expense |  | 1,270 |  | 240 |
| Net proceeds from (reductions in) sale of receivables and receivables securitization |  | $(2,360)$ |  | 400 |
| Payment to Metaldyne to fund contractual liabilities |  | $(2,940)$ |  | (330) |
| Increase in receivables |  | $(7,090)$ |  | $(26,060)$ |
| (Increase) decrease in inventories |  | $(6,440)$ |  | 16,010 |
| Decrease in prepaid expenses and other assets |  | (360) |  | (910) |
| Decrease in accounts payable and accrued liabilities |  | $(7,750)$ |  | $(12,900)$ |
| Other, net |  | (90) |  | 1,000 |
| Net cash provided by operating activities |  | 26,460 |  | 19,750 |
|  |  |  |  |  |
| Cash Flows from Investing Activities: |  |  |  |  |
| Capital expenditures. |  | $(19,580)$ |  | $(15,010)$ |
| Proceeds from sales of fixed assets |  | 980 |  | 3,490 |
| Net cash used for investing activities |  | $(18,600)$ |  | $(11,520)$ |
|  |  |  |  |  |
| Cash Flows from Financing Activities: |  |  |  |  |
| Repayments of borrowings on credit facilities |  | $(2,130)$ |  | $(2,160)$ |
| Repayment of term loan facilities |  | $(254,960)$ |  | - |
| Proceeds from term loan facilities |  | 260,000 |  | - |
| Proceeds from borrowings on revolving credit facilities |  | 576,960 |  | 722,580 |
| Repayments of borrowings on revolving credit facilities |  | $(585,420)$ |  | $(729,400)$ |
| Payments on notes payable |  | - |  | (100) |
| Debt issuance costs |  | $(2,160)$ |  | - |
| Net cash used for financing activities |  | $(7,710)$ |  | $(9,080)$ |
|  |  |  |  |  |
| Cash and Cash Equivalents: |  |  |  |  |
| Increase (decrease) for the period |  | 150 |  | (850) |
| At beginning of period |  | 3,730 |  | 3,090 |
| At end of period | \$ | 3,880 | \$ | 2,240 |

TriMas Corporation
Company and Business Segment Financial Information



# Third Quarter 2006 Earnings Call 

November 14, 2006

## Safe Harbor Statement


#### Abstract

This document contains "forward-looking" statements, as that term is defined by the federal securities laws, about our financial condition, results of operations and business. Fonward-looking statements include certain anticipated, believed, planned, forecasted, expected, targeted and estimated results along with TriMas' outlook concerning future results. The words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," or future or conditional verbs, such as "will," "should," "could," or "may," and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including, without limitation, management's examination of historical operating trends and data are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for them. However, there can be no assurance that management's expectations, beliefs and projections will be achieved. These forward-looking statements are subject to numerous assumptions, risks and uncertainties and accordingly, actual results may differ materially from those expressed or implied by the forward-looking statements. We caution readers not to place undue reliance on the statements, which speak only as of the date of this document. The cautionary statements set forth above should be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. We do not undertake any obligation to review or confirm analysts' expectations or estimates or to release publicly amy revisions to any forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events. Risks and uncertainties that could cause actual results to vary materially from those anticipated in the forward-looking statements included in this document include general economic conditions in the markets in which we operate and industry-based factors such as: technological developments that could competitively disadvantage us, increases in our raw material, energy, and healthcare costs, our dependence on key individuals and relationships, exposure to product liability, recall and warranty claims, work stoppages at our facilities, or our customers or suppliers, risks associated with international markets, protection of or liability associated with our intellectual property, lower cost foreign manufacturers, compliance with environmental and other regulations, and competition within our industries. In addition, factors more specific to us could cause actual results to vary materially from those anticipated in the forward-looking statements included in this document such as our substantial leverage, limitations imposed by our debt instruments, our ability to successfully pursue our stated growth strategies and opportunities, including our ability to identify attractive and other strategic acquisition opportunities and to successfully integrate acquired businesses and complete actions we have identified as providing cost-saving opportunities.


- 2006 Third Quarter Highlights
- 2006 Third Quarter Operating Highlights
- 2006 Third Quarter Financial Performance
- TriMas Capitalization
- Summary
- Q\&A
- Appendix


## 2006 Third Quarter Highlights

- TriMas is a manufacturer of highly engineered products. Our defining attributes include leading market shares, strong brand names, and diversity of end markets, customers and products.
- Our third quarter earnings performance improved in 4 of our 5 segments with RV \& Trailer Products being the only segment that declined compared to the same period a year ago.
- TriMas had sales of $\$ 244.6$ million in third quarter 2006, essentially flat when compared to third quarter 2005 .
- Packaging Systems revenue increased 9.9\% as compared to Q3 2005 due to strong market demand, overall economic expansion and new products.
- Energy Products revenue increased $26.6 \%$ driven by strong market demand from existing customers, expanded product offerings, and increased international sales.
- Industrial Specialties revenue increased $10.4 \%$ during the quarter.
- While demand has moderated somewhat, we still experienced year-over-year sales increases of $17.1 \%$ in our industrial cylinder business, $34.2 \%$ in our defense business, and 2.4\% in our precision tools business.
- Sales within our aerospace fasteners business were approximately flat compared to the year ago period due to the impact of an 8 day labor strike that occurred in July 2006 in connection with the signing of a new three year collective bargaining agreement.
- In Q3 2006, revenue declined $18.3 \%$ and $12.1 \%$ within RV \& Trailer Products and Recreational Accessories, respectively, compared to Q3 2005. Each of these segments experienced soft demand across substantially all market channels due to record high fuel prices, a continued uncertain interest rate environment, and the resultant weakening of consumer demand.
- The Company reported Q3 2006 operating profit of $\$ 26.4$ million, an increase of $\$ 5.3$ million or $25.1 \%$, compared to operating profit of $\$ 21.1$ million in Q3 2005.
- Adjusted EBITDA during the quarter was $\$ 34.2$ million, representing an increase of $\$ 5.3$ million or $18.3 \%$ as compared to Q3 2005.
- The increase in operating profit and Adjusted EBITDA between years was due to:
- Continued earnings expansion within Packaging Systems, Energy Products and Industrial Specialties.
- Better conversion within Recreational Accessories driven by improved material margins due to sourcing initiatives and lower variable and fixed overhead spending as a result of cost initiatives implemented in the second half of 2005.
- Third quarter 2006 loss from continuing operations was $\$ 1.9$ million or $\$(0.09)$ per share on a fully-diluted basis versus income from continuing operations of $\$ 2.1$ million or $\$ 0.10$ per share on a fully-diluted basis in the year ago period.
- The reported loss from continuing operations for the quarter ended September 30, 2006, included an after-tax charge of $\$ 5.4$ million, or $\$ 0.26$ per share, related to the successful refinancing of the Company's senior credit facilities in August 2006.
- TriMas finished the quarter with $\$ 168.1$ million of net operating working capital, or $21.1 \%$ of sales compared to $\$ 140.7$ million or $18.1 \%$ of sales for the same period a year ago.
- Total debt and funding under our AR Securitization facility at September 30, 2006 was $\$ 754.3$ million, a decrease of approximately $\$ 10.7$ million from December 31, 2005, and approximately flat compared to September 30, 2005.


## 2006 Third Quarter Highlights



- Under the Amended and Restated Credit Agreement, the Company's Bank LTM EBITDA at September 30,2006 was $\$ 147.5$ million, which supported our lending ratios:
- Leverage ratio was 5.11x vs. a leverage covenant of 5.75x.
- Interest coverage ratio was $1.87 x$ vs. our covenant of $1.50 x$.
- TriMas had $\$ 3.9$ million in cash at quarter end and approximately $\$ 94$ million in available liquidity.
- In our industrial fastener business, which is reported as discontinued operations, we recorded a $\$ 10.9$ million loss, net of related tax benefits of $\$ 7.2$ million.
- The loss reported was impacted by an additional impairment charge of $\$ 9.7$ million, net of related income tax benefits of $\$ 6.2$ million, related to the further write down of net assets of the industrial fastener business, based on revised estimates of fair value.


TRIMAS

## Operating Highlights



## Packaging Systems



- For the quarter, sales of specialty dispensing products increased $21.8 \%$ between years while sales of industrial closures and specialty tapes, laminates and insulation products improved $7.8 \%$ and $8.4 \%$, respectively.
- Overall order intake, while somewhat softer due to year-end customer inventory adjustments, remains solid at both Rieke and Compac.
- Raw material costs have stabilized.
- The conversion to VISEGRIP II is complete in the U.S. Mexico will begin late in Q4 and is expected to take approximately six weeks to complete.

* Order intake and backlogs remain strong within this segment.
* Arrow Engine's compressor project is underway with the first VR330 compressor sold.
* We recently opened a 30,000 sq. ft. facility - Arrow Gas Products Division - to house the compressor product line and an ASME code welding operation.
- Lamons' China gasket manufacturing facility is now fully operational. Plans are underway to establish an in-country distribution and service network to serve multinational customers.

- Net sales within the Industrial Specialties' group of companies improved $10.4 \%$ compared to the same period a year ago driven by economic expansion, new product introductions and market share gains. Most notably:
- Norris Cylinder's sales increased $17.1 \%$ between years given a continued strong industrial economy, market share gain, and an increase in international sales of ISO cylinders.
- NI Industries' sales improved $34.2 \%$ due to timing of shell casing deliveries to the US Military.
- Precision Tooling Company's sales increased $2.4 \%$ as market demand begins to moderate.
- Monogram's sales were flat compared to the year ago period due to the impact of a brief labor strike in July 2006 in connection with the signing of a new three year labor contract.
Hi Vol's sales of specialty hydraulic fittings were also flat as a result of reduced market demand.

- Q3-2006 sales and profits showed a year-over-year decline compared to Q3-2005.
- End markets continue to adjust inventory channel levels.
- Sourcing initiatives are beginning to deliver results and are being viewed as a strategic advantage by our customers.
- Thailand project proceeding as planned. Start-up quality of product has been excellent. Currently awaiting supply approvals from Nissan and Toyota.
- Products to be sold into aftermarket dealership channels of Japanese OEM's in Southeast Asia, Middle East and Australia.
- Our focus in this segment will be to accelerate sourcing initiatives and to continue to provide our customers with superior engineered product solutions, order fill and delivery performance.



- In Q3 2006, consumer demand was negatively impacted by record high fuel prices and a continued uncertain interest rate environment.
- Although net sales declined $12 \%$ between years, operating profit increased $\$ 2.8$ million due to:
- Improved material margins and reductions in variable and fixed costs due to cost reduction initiatives implemented in the second half of 2005 .
- The competitive pricing pressures that impacted margins within our Consumer Products business in 2005 continue to be addressed via sourcing initiatives and other market actions.
- New products will focus on high-end specialty and RV towing-related products with a shifting emphasis towards "New to Market" products. We continue to see growth opportunities in the big box/ specialty-auto retail sector due to re-positioned planograms, updated packaging, and improved lead times and fill rates.


## 2006 Third Quarter Results

( $\$$ in millions - continuing operations)

| Net Sales | Three Months Ended September 30. |  |  |  |  | Nine Months Ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  | $\frac{\text { Variance }}{9.9 \%}$ | 2006 |  | 2005 |  | $\frac{\text { Variance }}{8.8 \%}$ |
| Packaging Systems | \$ | 53.4 | \$ | 48.6 |  | \$ | 158.4 | \$ | 145.6 |  |
| Energy Products |  | 38.5 |  | 30.4 | 26.6\% |  | 117.2 |  | 95.3 | 23.0\% |
| Industrial Speciaties |  | 44.6 |  | 40.4 | 10.4\% |  | 136.1 |  | 125.0 | 8.9\% |
| RV \& Trailer Products |  | 43.3 |  | 53.0 | (18.3\%) |  | 150.7 |  | 161.2 | (6.5\%) |
| Recreational Accessories |  | 64.8 |  | 73.6 | (12.1\%) |  | 234.9 |  | 248.5 | (5.5\%) |
| Total Net Sales .............................................. | \$ | 244.6 | \$ | 246.0 | (0.6\%) | \$ | 797.3 | \$ | 775.6 | 2.8\% |
| Operating Profit |  |  |  |  |  |  |  |  |  |  |
| Packaging Systems | \$ | 10.3 | \$ | 7.9 | $30.5 \%$ | \$ | 28.9 | \$ | 24.6 | 17.5\% |
| Energy Products |  | 5.8 |  | 2.8 | 107.5\% |  | 17.3 |  | 11.3 | 53.1\% |
| Industrial Speciaties |  | 9.9 |  | 8.4 | 17.9\% |  | 28.2 |  | 24.5 | 15.1\% |
| RV \& Traller Products |  | 2.9 |  | 6.6 | (55.9\%) |  | 17.6 |  | 21.9 | (19.6\%) |
| Recreational Accessories |  | 4.2 |  | 1.3 | 213.2\% |  | 15.1 |  | 8.8 | 71.4\% |
| Corporate. |  | (6.7) |  | (5.9) | NA |  | (19.9) |  | (15.8) | NA |
| Total Operating Profit | \$ | 26.4 | \$ | 21.1 | 25.1\% | \$ | 87.2 | \$ | 75.3 | 15.8\% |
| \% Margin. ......... |  | 10.8\% |  | 8.6\% | 2.2\% |  | 10.9\% |  | 9.7\% | 1.2\% |
| Adjusted EBITDA ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Packaging Systems .............................................. | \$ | 13.4 | \$ | 10.6 | 26.4\% | \$ | 38.4 | \$ | 31.4 | 22.3\% |
| Energy Products |  | 6.3 |  | 3.4 | 85.5\% |  | 19.0 |  | 13.2 | 44.8\% |
| Industrial Speciaties |  | 11.1 |  | 9.8 | 13.3\% |  | 32.1 |  | 28.4 | 13.0\% |
| RV \& Trailer Products ............................................ |  | 4.5 |  | 8.4 | (47.3\%) |  | 22.9 |  | 27.4 | (16.4\%) |
| Recreational Accessories |  | 6.5 |  | 3.8 | $71.1 \%$ |  | 22.4 |  | 16.5 | 35.7\% |
| Segment Adjusted EBITDA | \$ | 41.8 | \$ | 36.0 | 16.1\% | $\$$ | 134.8 | \$ | 116.9 | 15.3\% |
| \% Margin. |  | $17.1 \%$ |  | $14.6 \%$ | $25 \%$ |  | $169 \%$ |  | $15.1 \%$ | 1.8\% |
| Corporate expenses, management fee and other.......... |  | (7.6) |  | (7.1) | NA |  | (22.8) |  | (18.5) | NA |
| Adjusted EBITDA.......................................... | \$ | 34.2 | \$ | 28.9 | 18.3\% | $\$$ | 1120 | \$ | 98.4 | 13.8\% |
| \% Margin.... |  | 140\% |  | 11.7\% | 2.3\% |  | 14.1\% |  | 12.7\% | 1.4\% |

## Memo Items



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TriMas

## TriMas Capitalization


(unaudited - $\$$ in millions)

|  | $\begin{gathered} \text { September 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{array}{\|c\|} \hline \text { September 30, } \\ 2005 \\ \hline \end{array}$ |  | $\begin{gathered} \text { December 31, } \\ 2005 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalents................. | \$ | 3.9 | \$ | 2.2 | \$ | 3.7 |
| Working Capital Revolver. | \$ | 3.0 | \$ | 6.0 | \$ | 4.1 |
| Term Loan B |  | 280.0 |  | 286.7 |  | 256.3 |
| Other Debt. |  | 22.8 |  | - |  | 30.9 |
| Subtotal, Senior Secured Debt. |  | 2858 |  | 292.7 |  | 291.3 |
| 9.875\% Senior Sub Notes due 2012 |  | 436.5 |  | 436.3 |  | 436.4 |
| Total Debt... ... ... ......... .............. | \$ | 722.3 | \$ | 729.0 | \$ | 727.7 |
| Total Shareholders' Equity...... ... ...... | \$ | 352.3 | \$ | 403.9 | \$ | 349.3 |
| Total Capitalization | \$ | 1.074.6 | \$ | 1,132.9 | \$ | 1,0770 |
| Memo: A/R Securitization. | \$ | 32.0 | \$ | 24.9 | \$ | 37.3 |
| Total Debt + A/R Securitization...... | \$ | 754.3 | \$ | 753.9 | \$ | 785.0 |
| Kev Ratios: |  |  |  |  |  |  |
| Bank LTM EBITDA | \$ | 147.5 | \$ | 141.4 | \$ | 143.8 |
| Coverage Ratio. |  | 1.87 x |  | $2.10 \times$ |  | 1.94x |
| Leverage Ratio.... |  | $5.11 \times$ |  | $5.33 x$ |  | $5.32 x$ |

At September 30, 2006. TriMas had $\$ 3.9$ million in cash and approximately $\$ 94$ million of available liquidity under our Amended and Restated Credit Agreement.

- Essentially the same-sized facility as the existing Agreement
- Extended maturities of the Revolver through December 2011 (from 2007) and Term Loan through December 2013 (from 2009)
- Pricing reduced 75 bps (Revolver) and 100 bps (Term), expect 2007 full year savings to exceed $\$ 3.0$ million.
- 50 bps further reduction in the event of an IPO and pay down of $\$ 100$ million of term loan or senior subordinated notes.
- Relaxed financial covenant strip agreed to through maturity with appropriate levels of cushion built-in
- EBITDA definition includes new add-backs for:
- $\$ 10$ million for discontinued operations
- Losses related to sale of discontinued operations
- Losses associated with prepayment of operating leases in certain specified circumstances
- Reload of acquisition integration and cost savings baskets, in the event of an IPO
- Baskets generally:
- Increase vs. prior agreement, and in the event of an IPO.
- Rating Agencies' Update

|  | Moody's |  | Standard \& Poor's |  |
| :---: | :---: | :---: | :---: | :---: |
|  | From | To | From | To |
| Senior Credit Facility | B1 | Ba2 | B | B+ |
| Comporate Rating | Affirmed |  | Affimed |  |
| Outlook | Affirmed | stable | Negative | Stable |
| Subordinated notes | Caa1 | B3 | Affimed | OOC+ |



- TriMas had a solid third quarter.
- TriMas improved operating earnings.
- The Company and our team are focused on expanding sales growth initiatives, continued earnings improvement and debt reduction.
- Strengthening our balance sheet remains a critical tactical objective.
- Free cash flow
- Selected asset dispositions
- TriMas continues to see outstanding growth opportunities across our portfolio.
- Economic outlook appears positive for the majority of our companies, but we are closely watching short-term demand in the end markets of our Recreational Accessories and RV \& Trailer Products businesses.
- TriMas' goals are very simple -- drive credibility via sales and earnings performance, lower our debt and continue to build our Company with discipline.


Q \& A


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Appendix


## Condensed Balance Sheet

## (unaudited - $\$ \mathbf{i n}$ millions)



## Liabilities and Shareholders' Equity

Current labilities:



- At September 30,2006 . TriMas had $\$ 3.9$ million of cash and approximately $\$ 94$ million of available liquidity under our Amended and Restated Credit Agreement.
- Receivables and debt reduced $\$ 32.0$ million and $\$ 37.3$ million at September 30, 2006 and December 31, 2005, respectively, as receivables securitization is "off-balance sheet."


## Statement of Operations


(unaudited - $\$$ in millions)

|  | 2006 | 2005 |
| :---: | :---: | :---: |
| Net sales. | \$ 244.6 | \$ 246.0 |
| Cost of sales. | (177.7) | (186.1) |
| Gross profit.......................................................... | 66.9 | 59.9 |
| Selling. general and administrative expenses................. | (41.0) | (38.5) |
| Gain (loss) on dispositions of property and equipment...... | 0.5 | (0.3) |
| Operating profit. | 26.4 | 21.1 |
| Other expense, net |  |  |
| Interest expense. | (19.4) | (18.8) |
| Debt extinguishment costs ........................................ | (8.6) | - |
| Other, net. | (1.2) | (1.6) |
| Other expense, net........................................... | (29.2) | (20.4) |
| Income (loss) from continuing operations before income tax benefit. | (2.8) | 0.7 |
| Income tax benefit.................................................... | 0.9 | 1.4 |
| Income (loss) from continuing operations ....................... | \$ (1.9) | \$ 2.1 |

## Statement of Operations (cont'd)


(Unaudited - \$ in millions, except per share amounts)

| For the Three Months Ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  |
| Income (loss) from continuing operations. | \$ | (1.9) | \$ | 2.1 |
| Loss from discontinued operations, net of income tax benefit. |  | (10.8) |  | (1.9) |
| Net income (bss) | \$ | (12.7) | \$ | 0.2 |
| Earnings (loss) per share - basic: |  |  |  |  |
| Continuing operations ... | \$ |  | \$ |  |
| Discontinued operations. net of income tax benefit |  | (0.54) |  | (0.09) |
| Net income (loss) per share | 5 | (0.63) | 5 | 0.02 |
| Weighted average common shares - basic |  | 2,201 |  | 0000 |
| Earnings (loss) per share - diluted: |  |  |  |  |
| Continuina operations. | \$ | 0.09) | \$ |  |
| Discontinued operations. net of income tax benefit |  | (0.54) |  | (0.09) |
| Net income (loss) per share | 5 | (0.63) | 5 | 0.01 |
| Weighted average common shares - diluted |  | 22.201 |  | 0000 |



## Cash Flow Highlights

## (Unaudited - $\mathbf{\$}$ in millions)

For the Nine Months Ended September 30,

| Cash provided by operating activities. | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | \$ | 26.5 | $\$$ | 19.8 |
| Capital expenditures. |  | (19.6) |  | (15.0) |
| Proceeds from sales of fixed assets. |  | 1.0 |  | 3.5 |
| Cash used for imesting activities. |  | (18.6) |  | (11.5) |
| Repayment of borrowinas on credit facilties |  | (2.1) |  | (2.2) |
| Repaynent ofterm loan facities....................................... |  | (255.0) |  | - |
| Proceects from temn loan faciities... ................................... |  | 260.0 |  | - |
| Proceeds from borrowinas on revolving credit facilities............. |  | 577.0 |  | 722.6 |
| Repaynents of borrownas on revolvina credit facilities............ |  | (585.4) |  | (729.4) |
| Repaynents of notes payable |  | - |  | (0.1) |
| Debt issuance costs ...................................................... |  | (2.2) |  | . |
| Cash used for financing activites............................................... |  | (7.7) |  | (9.1) |
| Net increase (decrease) in cash and cash equivalents.................. | \$ | 0.2 | 5 | (0.8) |


(Unaudited - \$ in millions)

|  | For the Three Months Ended September 30, |  |  |  | For the Nine Morths Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  | 2006 |  | 2005 |  |
| Net income (loss) | \$ | (12.7) | \$ | 0.2 | \$ | (5.9) | \$ | 6.8 |
| Income taxexpense, net. |  | (8.1) |  | (2.7) |  | (50) |  | 1.0 |
| Interest expense. |  | 27.9 |  | 18.8 |  | 68.0 |  | 55.8 |
| Asset imparment. |  | 15.9 |  | - |  | 15.9 |  | - |
| Depreciation and amortization... |  | 9.0 |  | 10.5 |  | 27.9 |  | 31.4 |
| Adjusted EBITDA. |  | 32.0 |  | 26.8 |  | 1009 |  | 95.0 |

60 The Company defines Adjurted EBITDA as net income (loss) before interest, taxes, depreciation, amortization, non-cash asset and goodell impaiment write-offs, non-cash losses on sale-leaseback of property and equipmert and legacy stock auard expense. Lease expense and non-recuring charges are included in Adfusted EBITDA and include both cash and non-cash charges related to restructuring and irtegration expenses. In evaluating our business, management oonsiders and uses Afjusted EpirDAas a key indioator of finanoial operting performance and as a measure of cash genersting capabiliy. Menagement believes this measure is useful as an anaftical inficator of leverage capaciny and debt servicing ablity, and uses it to measure financial performance as well as for planning pupposes. Hopever, Adjugted EgitoA should not be considered as an atemative to net income, cash flow from operating activities or any other measures calculated in accordance uith U.S. GAAP, or as an indicator of operating performance. The definition of Adjusted EBITDA used here may dffer from that used by other comparies.

## Key Covenant Calculations

## ( $\$$ in millions)

Leverage RatioTotal Indebtedness at September 30, $2006{ }^{(1)}$.\$754.3
LTMEBITDA, as defined ${ }^{(2)}$ ..... \$147.5
Leverage Ratio - Actual. ..... 5.11x
Leverage Ratio - Covenant ..... 5.75x
Coverage Ratio
LTM EBITDA, as defined ${ }^{(2)}$ ..... \$147.5
Cash Interest Expense ${ }^{(2)}$ ..... $\$ 79.0$
Coverage Ratio - Actual ..... 1.87x
Coverage Ratio - Covenant ..... 1.50x
Notes(1) As defined in our Amended and Restated Credit Agreemert.(2) LTM EBITDA and Cash interest Expense, as defined.

| Reported net loss for the twelve months ended September 30, 2006 | \$ (58.5) |
| :---: | :---: |
| Interest expense, net (as defined) | 79.0 |
| Income tax expense (benefit) | (36.9) |
| Depreciation and amortization | 37.7 |
| Extraordinary non-cash charges - impairment of assets | 89.1 |
| Heartland monitoring fee | 4.1 |
| Interest equivalent costs. | 5.2 |
| Non-recurring expenses in connection with acquisition integration. | 1.1 |
| Other non-cash expenses or losses. | 5.1 |
| Non-recurring expenses or costs for cost savings projects | 1.6 |
| Debt extinguishment costs | 8.6 |
| Non-cash expenses related to equity grants. | 1.4 |
| Discontinued operations. | 10.0 |
| Bank EBITDA - LTM Ended September 30, 2006 (1)................... | \$ 147.5 |

(1) As defined in the Amended and Restated Credit Agreement dated August 2, 2006.


[^0]:    About TriMas
    Headquartered in Bloomfield Hills, Mich., TriMas is a diversified growth company of high-end, specialty niche businesses manufacturing a variety of products for commercial, industrial and consumer markets worldwide. TriMas is organized into five strategic business segments: Packaging Systems, Energy Products, Industrial Specialties, RV \& Trailer Products and Recreational Accessories. TriMas has about 5,000 employees at 80 different facilities in 10 countries. For more information, visit www.trimascorp.com.

