# 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) January 15, 2014

#### TRIMAS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware001-1071638-2687639(State or other jurisdiction<br/>of incorporation)(Commission<br/>File Number)(IRS Employer<br/>Identification No.)

#### 39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan

(Address of principal executive offices)

48304

OMB APPROVAL

OMB Number: 3235-0060

Expires: March 31, 2014 Estimated average burden hours per response. . . 5.0

(Zip Code)

Registrant's telephone number, including area code (248) 631-5450

#### 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)
- 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 7.01 Regulation FD Disclosure.

On January 15, 2014, TriMas Corporation (the "Corporation") hosted an Analyst Day at its Monogram Aerospace Fasteners business located at 3423 S. Garfield Avenue in Los Angeles, California. The presentation will be available on the Corporation's website at <a href="https://www.trimascorp.com">www.trimascorp.com</a> under the Investor Relations section. A copy of the presentation is attached hereto as Exhibit 99.1.

The information furnished pursuant to this Item 7.01, including Exhibits 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (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, as amended or the Exchange Act.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits. The following	exhibits are furnished herewith:				
Exhibit No. Description			Description		
TriMas' Aerospace Business Investor & Analyst Day - January 15, 2014 99.1					
	SIGNATURES				
Pursuant to the requirements authorized.	of the Securities Exchange Act of 1934, t	he registrant l	nas duly caused this report to be signed on its behalf by the undersigned hereunto duly		
		TRIMAS C	CORPORATION		
Date:	January 15, 2014	By:	/s/ David M. Wathen		
		Name:	David M. Wathen		
		Title:	Chief Executive Officer		



# **TriMas' Aerospace Business**

Investor & Analyst Day January 15, 2014

NASDAQ • TRS

### **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 leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, 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 ending December 31, 2012, 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.

Additional information is available at www.trimascorp.com under the "Investors" section.



# Agenda

- Opening Remarks Dave Wathen
- Aerospace Business Presentation David Adler and Team
- Monogram Facility Tour
- Question and Answer Session
- Lunch and Additional Discussion





# Opening Remarks Dave Wathen, TriMas President and CEO

### Balanced Portfolio with Common Attributes

(\$ in millions; from continuing operations)



9/30/13 YTD Revenue: \$1,071.4 Op. profit margin<sup>(1)</sup>: 10.6%

#### **Packaging**



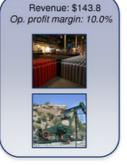
#### Energy



#### Aerospace & Defense



### Engineered Components



#### Cequent

Americas
Revenue: \$348.6
Op. profit margin (1): 9.6%

APEA
Revenue: \$111.3
Op. profit margin (1): 8.4%

#### **Common Attributes Across Businesses**

- · Proprietary, highly-engineered products
- Focused markets with leading market positions
- Strong brand names
- Well-established customer relationships

- Common operating processes
- · Opportunities for growth and productivity
- · Strong cash flow generation
- Management expertise



(1) Operating profit margin excludes "Special Items." Special Items for each period are provided in the Appendix. Note: All figures are year to date as of September 30, 2013.

# **Strategic Aspirations**

- · Generate high single-digit top-line growth
- Invest in growing end markets through new products, global expansion and acquisitions
- Drive 3% to 5% total gross cost productivity gains annually – utilize savings to fund growth
- Grow earnings faster than revenue growth
- · Optimize capital structure
- · Strive to be a great place to work



Our aerospace business is a key contributor to attainment of our strategic aspirations.



## Introduction

- · Proprietary, innovative products
- Unique market position
- · Opportunities for organic growth
- Plan to leverage recent bolt-on acquisitions
- · Increased focus on productivity and lean
- Strong management team







Strategic growth platform for TriMas.





# TriMas' Aerospace Business David Adler, President

## **Team Introductions**



David Adler Aerospace & Defense President



Don Piening Vice President Sales & Marketing



Paul Felski Vice President Manufacturing



Behrouz Khodnegah Vice President, Engineering (not present)



Brian MacDonald General Manager Mac Fasteners (not present)



Celso Pierre General Manager Martinic Engineering

TRIMAS



Christian Perron
Division Finance Officer



Hope Helstrom

Director

Supply Chain

(not present)



Daron Haboian
Director
Quality Assurance
(not present)



Jan Boulden
Director
Human Resources

## **TriMas Aerospace Opportunities**

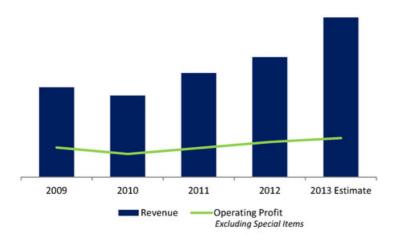
- · Unique position in fragmented market
- · Positive end market dynamics and trends
- Significant opportunities for growth (product, customer and geography)
- Available acquisitions
- Productivity and lean initiatives taking hold

Our mission is to develop and manufacture complex, highly profitable aerospace components with world-class service.



## **Recent History**

### Aerospace Revenue and Operating Profit Trends



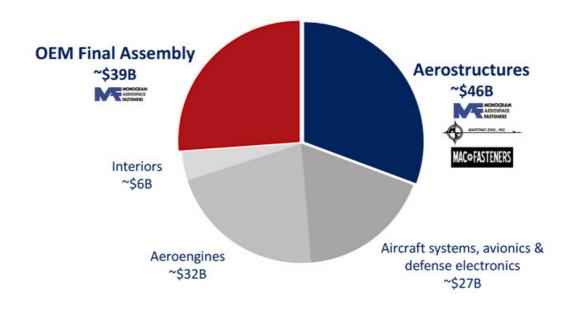
- · 2013 backlog at 5-year high
- Invested capital to grow business, increase capacity and improve service to customers
- Completed two bolt-on acquisitions in 2013
- Margins recently impacted by costs related to acquisitions, new facility and manufacturing ramp-up
- Launched additional lean and productivity initiatives

Recent investments in growth and productivity will drive increased return on capital.



# Aerospace Market

### Aircraft Production Value Breakdown 2013 Market ~\$150B



We operate in an \$85B market – Significant opportunity in a large growing market.



Source: ICF International

# TriMas Aerospace Unique Offering

- · Highly-engineered and superior products
- · Long development cycles
- Experienced team focused on product development and continuous improvement
- Reputation for quality and best-in-class lead times
- Blind bolts are preferred approach for automated aircraft assembly and one-sided installations



Product differentiation, intellectual property, long development cycles and a long specification process create barriers to entry.



# TriMas Aerospace Competes On Service

### **Lead Time Reductions**

		2010		2014
•	Monogram Composi-Lok	26 weeks		8 weeks
•	Monogram OSI Blind Bolt	28 weeks		8 weeks
•	Monogram Collars	34 weeks		8 weeks
•	Monogram Temp Fasteners	24 weeks		8 weeks
•	Martinic product average	26 weeks		14 weeks
•	Mac Fasteners product average	51 weeks		24 weeks
			7	Examples per management estimate











# Increased Content on Composite Aircraft

### **Approximate Content per Airframe**

	Legacy Aircraft		Composite Airc	raft Designs
• 767	\$30K		→ • 787	\$230K
• A330	\$25K ———		• A350	\$165K
• A320	\$20K		• A320NEO	\$35K
• 737	\$20K ———		• 737MAX	\$40K
• G5	\$10K ——		• G650	\$45K
			• A380	\$215K
	41	n	• Bell 525	\$15K
			• KC 390	\$15K
			Examples per man	agement estimates



TriMas' aerospace business expects to have significantly more content on several newer, composite aircraft programs compared to legacy programs.

# Trends – Robotic Assembly and One-sided Installation

- Industry trends toward robotic assembly and one-sided fastener installation
- · Customer benefits include:
  - Reduced airframe assembly labor costs
  - Improvement in assembly throughput
  - Elimination of assembly variability
- Blind bolts are inherently easier to adapt and better suited to automation than two-piece fastening systems





Readily adapted to automation and ideally suited to address industry trend toward robotic assembly.



# Trends – Robotic Assembly Partners for One-sided Installation

- Loxin
- Alema
- Brotje
- Comau
- Kuka
- Bisiach & Carrú
- Nikon
- Electroimpact



Partnered with top integrators in promotion and supply of automated fastening systems.



# Preferred Supplier Partnerships with Customers

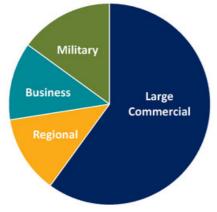
### Sales by Aircraft Type





**Key Customers** 





Based on 2013 management estimates





























Provide superior quality and consistent lead times to ensure positive customer feedback.



# Preferred Supplier Partnerships with Customers





Monogram's internal robotic assembly process and tooling enhancements create an advantage with customers

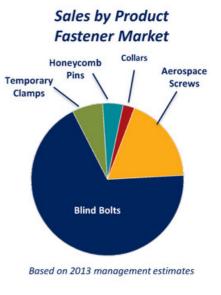


Leader in automated processes for fastener assembly and secondary operations with impressive lead times and repeatable quality.



# **Product Expansion Opportunities**

Position in the Market Place				
Category Estimated Market Siz		Approximate Market Share	Market Trend	
Blind Bolts (Threaded & Pull Type)	\$200 million	32%	t	
Temporary Clamps	\$12 million	40%	t	
Aerospace Screws \$450 million		4%	t	
Collars \$180 million		<2%	t	
Honeycomb Pins \$5 million		75%	<b>→</b>	



Work with customers to provide additional product solutions.



This chart does not include the Martinic product line.

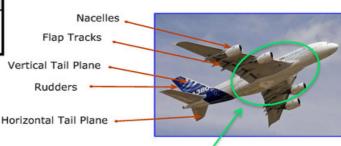
## **Product Innovation - Blind Bolt Opportunities**

Category	Market Size	Our Market Share	Market Trend	
Blind Bolts (Threaded & Pull Type)	\$200 million	32%	1	

- Develop OEM customer specific applications for new products
- Partner with customers and automation companies to reduce costs and maintain delivery schedules
- Complete proprietary fastener development
- · Products include:
  - Composi-Lok®3 eliminates secondary shaving task
  - Composi-Lite™ reduces aircraft weight
  - SuperFlush™ cosmetic/aesthetic recess-free design for fuselage join
  - OSI-Bolt® can replace 95 KSI pin and collar systems (one-sided installation)
  - Radial-Lok® unique radial expansion fastener for fatigue improvement and lightning strike resistance
  - Visu-Lok® for metal aircraft structures



### **Typical Blind Bolt Applications**



You will find our 95 KSI OSI-Bolt where access for pin and collar type fasteners is compromised

### **Product Innovation - Collar Opportunities**

Category	Category Market Size		Market Trend
Collars	\$180 million	<2%	t

- The Arizona facility was recently qualified to produce Titanium swage collars used on the Boeing 787 and composite aircraft
  - One of only three manufacturers qualified to make this high volume fastener
- Qualifications continue on 13 additional strategic part families and are in various stages of completion
  - Currently qualified and in full production on 2 of the 13
- A significant customer has requested
   Monogram to partner and qualify on additional part families after the 13 have been completed









# **Product Innovation - Collar Opportunities**

- Collar facility has state of the art technology and process innovation
- Location and vicinity provide excellent resources, support and economic benefits
- Low overhead structure, technological advances, product quality and an extremely responsive lead-time provide a significant competitive advantage
- Current footprint of 20,000 sq. ft. with room for expansion and growth









# Recent Acquisitions - 2013



- · Located in Stanton, California
- Manufacturer of highly-engineered, precision machined, complex parts for commercial and military aerospace applications
- Well-positioned to grow as large OEMs such as UTC, Parker and Ontic outsource machining products to reduce their costs
- Approximate annual revenue of \$13 million



- Partnering with customers to create R&D development cells within our factory to manufacture new parts
- Six axis machining with automated pallet changer to create new and lower cost processes to machine parts
- Logistic costs due to only U.S. approved casting and forging suppliers create significant barriers to resourcing these parts to low cost countries

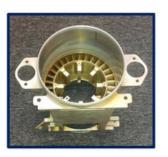
Focus for 2014 is to reduce lead times and increase customer satisfaction.



# Martinic Engineering Product Growth Opportunities

- The highest product growth rates are Airbus APU and fuel control components for A320/A321 series model
- Also significant opportunities for growth in 787 housings for air conditioning systems and A350 Trent engine intake manifolds





Martinic Engineering is positioned for product growth.



## Recent Acquisitions - 2013

# **MAC** FASTENERS

- · Located in Ottawa, Kansas
- Manufacturer of aerospace fasteners, globally utilized by OEMs, aftermarket repair companies, and commercial and military aircraft producers
- · Broadens product offering on aircraft
- · Diversifies distribution channels
- · Provides flexible manufacturing footprint
- Approximate annual revenue of \$18 million



Focus on lead time reduction will drive increased revenue.



### Mac Fasteners Product Growth Opportunities













- When purchased in November 2013, lead times were 51 weeks and on time delivery was less than 40% with significant past dues
- Many potential customers would not do business with Mac Fasteners due to poor delivery records
- In 2014, our goal is to cut lead times by more than 50% due to additional manpower staffing, level loading the shops and new equipment to eliminate factory bottlenecks
- In 2015, our goal is to reduce lead times by another 50%

Joint aerospace marketing team will drive cross-selling of products.



# **Geographic Expansion Opportunities**

- Europe and North America (which used to account for 72% of all air travel) will only represent 40% in 2031 as emerging economies drive future air traffic growth
- New collar approvals are well positioned:
  - For Boeing 787 aircraft which will be the predominate dual aisle aircraft for Asia and Middle East
  - For Boeing 737 MAX aircraft which is the predominate single aisle aircraft for Asia and Middle East
- Well-positioned on the new COMAC 919 aircraft
- Working with Airbus on new applications for the A350

TriMas aerospace is positioned for geographic growth.



Source: International Air Transport Association

# **Productivity and Margin Expansion Opportunities**

- New collar families have higher margins due to product complexities
- Intense focus on reducing cost of poor quality
- · Improvement in first pass yield
- Increase margins of acquisitions by manufacturing higher margin products for Mac Fasteners, such as 12 point fasteners, and Martinic Engineering
- Lean-focus on reducing Monogram lead times to 8 weeks in 2014
- Leverage new facilities (Arizona, Kansas and Arkansas)
- · Newly installed, more efficient capacity
- Improve working capital

Plan to increase aerospace operating profit margins to 25%.



## **Key Messages**

Our mission is to develop and manufacture complex, highly profitable aerospace components with world-class service.

- · Unique offering
- Increased content on composite aircraft
- Best-in-class service
- Trends toward robotic assembly and onesided installation
- · Preferred supplier relationships
- Innovation of new products and processes
- · Availability of acquisitions





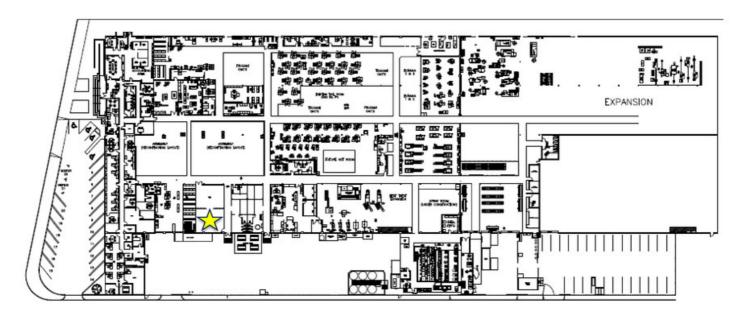


Inherently profitable business with long-term opportunities to improve return on capital.



# **Facility Tour**

- 115,000 square foot utilization with current expansion
- Approximately 360 employees at Monogram facility







# Q & A