



# Corporate Fact Sheet

## Established

1980

## Reported net sales

\$138M worldwide in 2008

## North American leadership

Alex Radovan, General Manager

Todd Cowles, National Sales Director

Trend has more than 250 employees worldwide and is backed by Honeywell, a \$38B diversified technology and manufacturing leader.

## Distribution channel

Trend Technology Centers (TTCs) supply products to end users in more than 50 countries. These value-added resellers (VARs) must pass a stringent review process to be a part of this specialized distribution channel.

Trend provides its TTCs with advanced engineering and commissioning tools, plus comprehensive technical support, enabling them to produce customized control solutions for their customers.

## Products

Trend products are found in buildings of every kind, including high-rise buildings, large commercial and industrial facilities, schools, hospitals and airports.

Trend has a 25-year commitment to backward compatibility; our latest products are compatible with the very first Trend products launched in 1982.

## Headquarters

6670 185th Avenue NE

Redmond, WA 98052

## Contact info

Tel: 425.897.3900

Web: [www.trend-americas.com](http://www.trend-americas.com)

## Our history

Trend is headquartered in the UK and was part of Novar plc. After Honeywell purchased Novar in 2004, Trend IQ products were introduced to North America and corporate office headquarters established in Redmond, Washington.

Below is a timeline of Trend's history and innovations.

### 1980

Founded in the UK

### 1982

Launched IQ line of building controllers.

### 1989

Addressing scheme and text protocol debuts.

### 1995

Introduces next generation of controllers: IQ2.

### 1999

Debut of LonTalk®-based product line embeds open protocols for unitary controllers

### 2003

Acquired by Novar plc.

### 2004

Acquired by Honeywell, but remains entirely independent of Honeywell Building Solutions.

### 2005

IQ3 product line released in North America.

### 2006

IQ3xtend controller launched.

### 2008

Introduced Trend Building Access Control and MS/TP IP router.

### 2009

Debuted Trend Open Protocol Server (TOPS) and IQL Plus controllers.