

TEMO SUNROOMS THRIVES DESPITE RECORD-HIGH UNEMPLOYMENT

Clinton Township, MI – September 5, 2003 – TEMO Sunrooms, Inc., a Michigan-based national sunroom manufacturer is celebrating its 34th anniversary this month by reporting YTD profits up 26 percent over 2002, despite a 10-year-high statewide unemployment rate topping seven percent.

“We’re not insulated against economic fluctuations, such as those that occurred on the heels of 9-11, or during the war with Iraq,” says Jim Hall, TEMO President. “But sunrooms follow the home improvement sales trends, which have been steady.”

Compared to overall consumer spending growth that slowed to less than 2% over the last three quarters, the Home Improvement Research Institute (HIRI), a non-profit research organization, estimates a 3.5 percent increase in sales of home-improvement products during 2003 – with record high sales estimated at \$204 billion – based on research released in June by Global Insight. HIRI also predicts continued strong market growth, averaging 3.3 percent through 2007.

Sunrooms, in particular, have experienced a surge in popularity over the last decade, and currently rank in the top seven home improvements products. “Sunrooms are transitioning from a ‘want’ product, to a ‘need’ product,” says Nino Vitale, founder and CEO of TEMO Sunrooms.

Vitale established TEMO in 1971 at the age of 26, after emigrating to the U.S. from his family’s Italian vineyards in search of the American dream. He learned English and apprenticed in the construction trade fabricating aluminum skirting and awnings for mobile homes before discovering that homeowners wanted to experience outdoor leisure, but needed protection from insects and weather.

“The need to solve what I call ‘the outdoor tragedy’ – enjoying the outdoors without the undesirable elements of UV exposure, wind, rain, cold, heat and disease-carrying biting bugs – was very strong,” says Vitale.

Strong enough to take the fledgling TEMO, with its newly innovated all-thermal sunroom design, from \$1 million dollars in annual earnings in 1980 to \$1.7 million dollars just one year later. All in the midst of a recessive economy, high interest rates, a 50% rise in business bankruptcies and the pervasive lay-offs of the early 80s. TEMO now realizes annual earnings of \$40 million dollars, with approximately 140 dealers selling TEMO sunrooms across the U.S. and Canada.

Vitale says evolutions in design that provide a more integrated look with the home’s existing architecture as well as major innovations in roof, wall and window technology that increase the sunroom’s usage throughout the year have contributed to its surge in popularity over the years, particularly the last decade. “The current low interest rates have also helped sales over the last year,” says Vitale.

TEMO plans to celebrate its anniversary with special event sales and a carnival scheduled for September 18-21 at Tony V’s Sunrooms & Spas, TEMO’s Clinton Township, Michigan retail showroom.