

# TEMO TIME

## FALL 2020 NEWSLETTER



Skyview with Pergola pictured above

## 2020 WHAT A YEAR

As 2020 started the momentum in outdoor living was strong. Then Covid hit without warning and brought many unexpected changes in the country, including an economic shutdown. Immediately following the reopening was the launch of the stay at home economy and it has been a HUGE Positive for the TEMO Business. As we move into the fall season TEMO orders are at spring time levels and beyond. Now we face new challenges that include supply chain issues and labor shortages. Considering all that 2020 has thrown at us, TEMO is holding its own and meeting the challenge head on. Orders are shipping with limited delays and we are working diligently to maintain inventory levels to limit the impact of supply chain issues. Year to date we have seen a 67% increase in website traffic and last month alone we saw a 64% increase in leads. Based on this trend we expect orders to continue to surge through the winter months. Therefore we would like to ask all TEMO Dealers to plan accordingly when placing orders. Please allow for additional lead times and keep in mind the upcoming holidays.



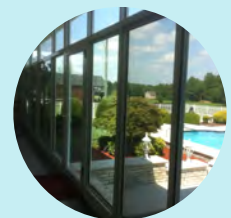
Temo Pergola Screen



TEMO Skyview Pavilion



TEMO New Roma 4X4 Column



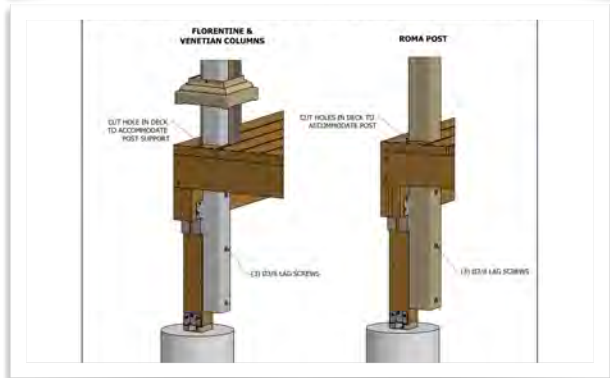
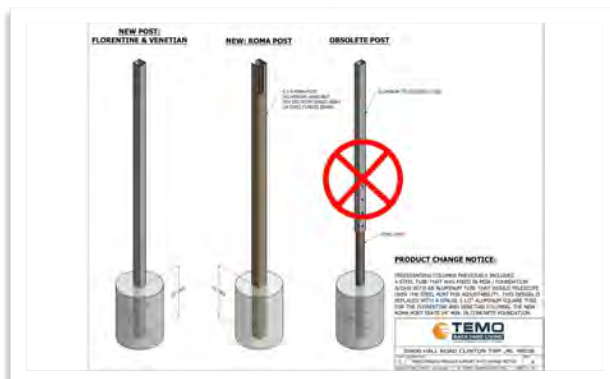
TEMO 406 Grandview Available 2021

## Engineering Updates

As always, TEMO is looking at updating design and engineering to make the installation process easier, more versatile and TEMO STRONG! Pictured to the right are updated designs to be aware of. First, is our new 4x4 extruded aluminum insert for freestanding installation. It will replace the previously used steel insert. Additionally, the the New Roma post can be used independently for the same purpose.

Next, we are using these same posts to accommodate freestanding structures on decks by going through the decking and attaching to the deck posts. This will allow you to overcome the ongoing challenges of building freestanding pergolas on decks and bypass the need to get permits in many of the municipalities that allow for this.

Finally, we have put a new method together to assemble the Florentine Column. Many have used a rubber mallet to assemble them in the past. This method works but has a higher risk of damage. TEMO is now recommending to interlock one side first and then use the pictured clamps to interlock the other. This will insure a proper connection and limit potential damage to the post by using unneeded force to assemble the post.



## 2019 DEALER OF THE YEAR

Finally after many years of persistence, TEMO would like to congratulate Lifestyle Remodeling for being the 2019 TEMO Dealer of they year! Cenk Sulker and Jeff Stavish have worked tirelessly to build their business over the last decade to become leaders in the sunroom industry. After many years of receiving a TEMO Diamond Dealer Award they have now earned the prestige of being named the TEMO Dealer Of The Year! Congratulations Jeff and Cenk!!

