



December 6, 2013

Press Release

T.J.T., Inc. Reports Results for Q4 and Fiscal Year 2013

Eagle, Idaho – December 6, 2013 – T.J.T., Inc. (the Company), OTC Markets: AXLE – T.J.T., Inc., a supplier of axles, tires, and set-up materials to the manufactured housing industry announced a net loss of \$340,936, or \$.08 per diluted share, for fiscal year 2013. The yearly results represent an improvement of \$808,064 over the prior year's results which were a net loss of \$1,149,000. Significant decreases in SG&A, as well as a slight increase in annual net sales, contributed to the year-over-year improvement in financial results. The Company reported net income of \$85,215, or \$.02 per diluted share, for the fourth quarter.

Net sales increased 76 percent to \$1,442,593 in the final quarter of 2013 as compared to the same quarter in 2012. Net sales increased 1 percent to \$4,022,081 during the twelve months ended September 30, 2013 compared to 2012. Net sales of axles and tires increased 13.5 percent and decreased 17 percent in the three and twelve month periods ending September 30, 2013 compared to the respective periods in 2012. Net sales of accessories increased 43 percent and 28 percent in the three and twelve month periods ending September 30, 2013 compared to the respective periods in 2012.

Gross margin decreased to 29 percent during the fourth quarter of 2013 compared to 32 percent in the same quarter of 2012. The Company's gross margin for the twelve month period in 2013 decreased to 28 percent compared to 30 percent in 2012. The decrease in gross margin was primarily due to increased industry demand for recycled tires and axles, and the associated increase in cost of goods sold.

Consolidated selling, general and administrative (SG&A) expense decreased 21 percent in the final quarter of 2013 compared to the same quarter in 2012. SG&A for 2013 decreased 34 percent, or \$848,907, compared to the same twelve month period in 2012. The reduction in SG&A expenses during fiscal 2013 was primarily the result of a reduction in headcount, as well as a focus on controlling corporate expenses.

A management change was ratified by shareholders at the Annual and Special Shareholders Meetings which were held on March 1, 2013. At the Annual Shareholders Meeting, Director Sue Allison failed to be re-elected to the Board of Directors. At the Special Shareholders Meeting, which immediately followed the Annual Shareholders Meeting, shareholders representing a majority of shares voted to install a new Board of Directors. Larry Kling and Jerome Light were replaced as directors by (T.J.T., Inc. co-founder) Terrence "Terry" J. Sheldon and Vicki Hines. Paul Smith retained his seat on the Board of Directors. At the subsequent Board of Directors meeting, Terry Sheldon was named President and CEO. Craig Jones was nominated as a director, and accepted the position of Chairman of the Board. Paul Smith was appointed CFO and Treasurer.

In October 2012, the Company formed T.J.T. Transit, LLC, a wholly-owned subsidiary of the Company, designed primarily for the transport of Manufactured Homes, Modular Buildings, and Man Camps. It began operations early in 2013, but was dissolved in May, 2013 in conjunction with the new management's focus on a return to the core business of the Company.



Although the Company reported an intention last year to no longer publish financial results, the new management has reversed this decision, and intends to continue to issue timely quarterly and annual financial reports on the OTC Markets website.

President and CEO Terry Sheldon commented on the yearly results by saying, "We have seen signs of improvement in the manufactured housing industry over the past year after what has been the longest downturn in industry history. Manufactured housing sales are increasing, primarily driven by an increased demand for housing in the Bakken and other oil producing regions."

Established in 1977, T.J.T., Inc. is a major provider of recycled axles and tires to the manufactured housing industry. It operates recycling facilities in Idaho and California and serves eight western states. In addition to the recycling business, T.J.T. also sells aftermarket products to manufactured housing, recreational vehicle, and residential markets.

This release contains certain forward-looking statements, which are based on management's current expectations including, but not limited to, general economic conditions, changes in interest rates, deposit flows, real estate values, competition, and changes in legislation or regulations, and other economic, competitive, governmental, regulatory, and technological factors affecting the Company's operations, pricing, products, and services. Any forward looking statement speaks only as of the date on which the statement is made, and the Company undertakes no obligation to update any forward looking statement.

Copies of this report and additional historical financial information can be found at www.otcmarkets.com, or you may contact:

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