



## CONSOLIDATED INCOME STATEMENT

	Quarter Ended October 31		3 Months Ended October 31	
	2012	2011	2012	2011
Sales	\$5,744,460	\$3,902,583	\$5,744,460	\$3,902,583
Income Before Income Taxes	\$290,359	(\$134,664)	\$290,359	(\$134,664)
Income Taxes (Est.)	\$101,626	(\$47,132)	\$101,626	(\$47,132)
Net Income	\$188,733	(\$87,531)	\$188,733	(\$87,531)
Earnings Per Share	.22	(.10)	.22	(.10)

The above are consolidated operating results of Universal Mfg. Co., including its ReTech operating division (“ReTech”) and its operating subsidiary Man Lift Mfg. Co. (“Man Lift”) (collectively, the “Company”) for the 1st Quarter ending October 31, 2012 (the “Quarter”) and the first three months of the current fiscal year (“YTD”) as compared to the same periods for the prior year (“PY”). The Quarter saw a significant increase in both Sales (increase of 47% over the same period PY) and net income, \$276,264 improvement over PY same Quarter. Operating Income (income before other income and expense, interest and taxes) was \$402,000 for the Quarter.

ReTech sales were down 6% for the Quarter over PY but just slightly ahead of budget for the Quarter. Transfer Case and AFS Fuel Pump sales experienced a strong Quarter; remanufactured Fuel Pumps and Brake Calipers sales were down significantly to both budget and PY. At Operating Income, ReTech earned \$132,000 for the Quarter compared to a \$139,000 profit same period PY. Man Lift sales for the Quarter increased 186% over the same Quarter PY and 34.7% over budget. Man Lift had Operating Income of \$277,000 compared to an Operating Loss of \$155,000 same period PY. Margins improved and backlog ended the Quarter at a record high.

ReTech continues to focus on growing Brake Caliper and Transfer Case sales. Additionally, it introduced a new product in the Quarter, front differential and front disconnect, both products that will be marketed through the same channels as Transfer Cases. Man Lift had an outstanding quarter of sales; \$6.8 Million of new orders were booked in the Quarter.

Corporate expenses are virtually unchanged from PY same Quarter. Cash flow for the Company was negative \$569,529 for the Quarter, principally impacted by growth in Accounts Receivable and Cost in Excess of Billings at Man Lift due to increased level of sales; debt has been serviced per agreements and only \$47,000 of an available \$1.5 Million line of credit was outstanding as of October 31, 2012.

### *Forward Looking Statements;*

*Statements herein that are not historical facts, including statements about the Company’s confidence and strategies and the Company’s expectations about future market opportunities, market demand or acceptance of the Company’s products are forward looking statements that involve risks and uncertainties. These uncertainties include, without limitation, the effect of general economic and market conditions, customer requirement for our products, the continuing strength of the industries in which we operate, competitor pricing, maintenance of our current momentum, weather conditions and other factors.*