

UNIVERSAL MFG. CO.

1128 Lincoln Mall, Suite 301
Lincoln, Nebraska 68508

Proxy Statement for Annual Meeting of Shareholders of Universal Mfg. Co.

To Be Held November 17, 2015

SOLICITATION AND VOTING INFORMATION

The enclosed proxy is solicited by Universal Mfg. Co. on behalf of the Board of Directors for use at the Annual Meeting of Shareholders of the Company to be held on November 17, 2015, and at any adjournment thereof. The Annual Meeting is to be held at 1128 Lincoln Mall, Suite 300, Lincoln, Nebraska 68508, and will commence at 10:00 a.m. local time. This solicitation is being made by mail and the Company may also use its officers, directors and regular employees to solicit proxies from shareholders in person or by telephone, telegraph, e-mail, or letter without extra compensation.

The entire cost of this solicitation, which represents the amount normally expended for a solicitation relating to an uncontested election of directors, will be borne by the Company. Such cost will include but is not limited to legal, copy, postage, and other costs of preparing and supplying necessary originals and additional copies of the solicitation material and annual report to shareholders, for beneficial owners of shares held of record by brokers, dealers, banks and voting trustees and their nominees and, upon request, the reasonable expenses of such record holders for completing the mailing of such material and report to such beneficial owners.

Voting Rights and Outstanding Shares of Common Stock

Only shareholders of record of the Company's 816,000 shares of Common Stock outstanding as of the close of business on September 11, 2015, will be entitled to vote. Each share of Common Stock is entitled to one vote on any matter which may properly come before the meeting. This Proxy Statement, the form of proxy, and the 2015 Annual Report of the Company are being mailed on or about October 12, 2015. The 2015 Annual Report and this Proxy Statement were posted on the Company's website, www.universalmfgco.com, on the same day.

The presence of a majority of the outstanding shares of Common Stock of the Company entitled to vote, represented either in person or by proxy, will constitute a quorum at the Annual Meeting.

All votes will be tabulated by the inspector of election appointed for the Annual Meeting, who will separately tabulate votes cast for directors or withheld, affirmative and negative votes and abstentions. Abstentions on any of the proposals or votes withheld for all director nominees will be treated as present at the meeting for purposes of determining a quorum, but will not be counted as votes cast on the proposals presented to the shareholders.

Proxy Voting

Shares of Common Stock cannot be voted at the Annual Meeting unless the holder of record is present in person or by proxy. The enclosed form of proxy is a means by which a shareholder or his or her agent or attorney-in-fact may authorize the voting of the shareholder's shares at the Annual Meeting. The shares of Common Stock represented by each properly executed proxy will be voted at the Annual Meeting in accordance with the shareholder's directions. Shareholders should specify their choices by marking the appropriate boxes on the enclosed proxy. If no choice has been specified and the enclosed proxy is properly executed and returned, the shares will be voted FOR the persons nominated by the Board for election as directors. If any other matters are properly presented to the Annual Meeting for action, the proxy holders will vote the proxies (which confer discretionary authority to vote on such matters) in accordance with their best judgment.

Execution of the enclosed proxy will not affect a shareholder's right to attend the Annual Meeting and vote in person. Any proxy given pursuant to such solicitation may be revoked by the shareholder at any time prior to the voting of the proxy. Any revocation of a proxy may be in writing delivered to the Company in advance or verbally by any shareholder in attendance at the Annual Meeting.

Proxy Voting by Street Name Holders

If your shares are held in a brokerage account or by another nominee, you are considered the "beneficial owner" of shares held in "street name," and these proxy materials are being forwarded to you by your broker or nominee (the "record holder"). As the beneficial owner, you have the right to direct your record holder how to vote your shares, and the record holder is required to vote your shares in accordance with your instructions. If you do not give instructions to your record holder by 4:30 p.m. on November 12, 2015, the record holder will be entitled to vote your shares in its discretion on the proposals that are presented and considered at the 2015 Annual Meeting.

As the beneficial owner of shares, you are invited to attend the Annual Meeting. Please note, however, that if you are a beneficial owner, you may not vote your shares in person at the meeting unless you obtain a "legal proxy" from the record holder holding your shares.

Attendance and Voting at the Annual Meeting

If you own shares of Common Stock of record, you may attend the Annual Meeting and vote in person, regardless of whether you have previously voted on a proxy. We encourage you to vote your shares in advance of the Annual Meeting date by returning the enclosed proxy, even if you plan on attending the Annual Meeting. You may change or revoke your proxy at the Annual Meeting as described above even if you have already voted by proxy.

YOUR PROXY VOTE IS IMPORTANT. PLEASE COMPLETE, SIGN AND RETURN THE ENCLOSED PROXY WHETHER OR NOT YOU PLAN TO ATTEND THE ANNUAL MEETING.

THE ENCLOSED PROXY IS SOLICITED BY THE COMPANY ON BEHALF OF ITS BOARD OF DIRECTORS. It delegates discretionary authority with respect to any additional matters which may properly come before the Annual Meeting. Although the Board is not currently aware of any matter other than those described in this Proxy Statement, if other matters do properly come before the Annual Meeting, proxies will vote thereon in accordance with their best judgment.

AUDITORS; ELECTION OF DIRECTORS AND VOTING

There are two items on the agenda for the 2015 Annual Meeting: (1) a proposal to appoint McGladrey LLP, certified public accountants, as the independent auditors of the Company, and (2) the election of three directors to hold office for two years until the 2017 Annual Meeting of Shareholders or until a successor is duly elected and qualified.

Auditors

McGladrey LLP was appointed as the independent auditors of the Company's financial records effective April 11, 2013. As indicated in the proxy, where no direction is given, the proxies solicited by the Board of Directors will be voted in favor of the appointment of McGladrey LLP. Votes withheld for this appointment will be treated as present at the meeting for purposes of determining a quorum, but will not be counted as votes for this proposal. Shareholders who neither submit a proxy nor attend the meeting, along with broker non-votes, will not be counted as either a vote for or against the appointment. Shareholders are entitled to one vote for each share of stock.

Your Board recommends a vote FOR the appointment of McGladrey LLP as the independent auditors of the Company.

If a quorum is present, this proposal will be decided by a majority of the votes cast at the Annual Meeting either for or against the appointment.

Election of Directors

The Articles of Incorporation of the Company provide for classification of directors into two classes to be elected in alternate years for two-year terms. Based on the Company's Bylaws, as amended by the Board of Directors effective November 17, 2014, the Company has five (5) directors, three of whom are to be elected at the Annual Meeting in 2015.

The following persons have been nominated to be elected to the Board of Directors (the "Nominees"):

1. Robert E. Scott
2. Donald L. Dunn
3. James W. Cluck, Jr.

Detailed information on each Nominee is provided below in the section entitled "Information About Current Directors and Nominees." The Company did not receive any additional nominee submissions for the 2015 election.

As indicated in the proxy, where no direction is given, the proxies solicited by the Board of Directors will be voted in favor of the election of the Nominees listed in this Proxy Statement. Votes withheld for all director nominees will be treated as present at the meeting for purposes of determining a quorum, but will not be counted as votes in the director election. While all Nominees have consented to serve as a director, if any of the Nominees shall withdraw or otherwise become unavailable, which is not expected, the proxies will be voted for a substitute nominee who will be designated by the Board of Directors. Shareholders who neither submit a proxy nor attend the meeting, along with broker non-votes, will not be counted as either a vote for or against the election of directors.

Your Board recommends a vote FOR the election of its nominees for the Board of Directors.

Cumulative Voting Description

Shareholders have cumulative voting rights. Each shareholder of record is entitled to as many votes for directors as the total number of shares of Common Stock held of record by such shareholder at the close of business on September 11, 2015, multiplied by three (3), which is the number of directors to be elected by the shareholders. These votes may be divided among the total number of directors to be elected or distributed among any lesser number in such proportion as the shareholder may desire. Unless otherwise instructed, the proxy holders will vote the proxies received by them equally for each of the Board's Nominees shown in this Proxy Statement, reserving the right, however, to cumulate their votes and distribute them among the Nominees in their discretion. By marking the appropriate box on the form of proxy, a shareholder may withhold authority to vote for all of the Board's nominees. A shareholder may also withhold authority to vote for any one or more of the Nominees by striking through the name (or names) of such Nominees on the form of proxy. Neither shares nor proxies may be voted for a greater number of persons than the number of nominees shown below.

If a quorum is present, the three nominees receiving the highest vote totals will be elected as directors of the Company at the Annual Meeting.

INFORMATION ABOUT CURRENT DIRECTORS AND NOMINEES

We believe that our Board should be composed of individuals with sophistication and experience in substantive areas that impact our manufacturing businesses. We believe that our current Board members and the Nominees possess the professional and personal experience, qualifications or skills necessary for board service, and have highlighted particularly noteworthy attributes for each Nominee in the individual biographies below.

Messrs. Scott and Dunn are presently directors of the Company and have been previously elected by the shareholders. Mr. Cluck has never been a director of the Company. Mr. Cluck has been nominated to the position previously held by Paul B. Luber, who decided not to stand for re-election to the Board. The principal occupation and business experience of the Nominees, for at least the past five years, is as follows:

CURRENT NOMINEES:

<u>Name</u>	<u>Age</u>	<u>Became Director</u>	<u>Year Current Term Expires</u>
ROBERT E. SCOTT	43	2005	2015
DONALD L. DUNN	63	2003	2015
JAMES W. CLUCK, JR.	66	N/A	N/A

Robert E. Scott has served as the President of Kinport Corporation for more than the last 5 years. Kinport Corporation is a privately owned company that, through its subsidiaries and affiliates, is engaged primarily in investment management and real estate development in Lincoln, Nebraska.

Donald L. Dunn has been employed by the Company as its Chief Executive Officer and President since October 2010. Effective November 2010, he was appointed to be Chairman of the Board of Man Lift Mfg. Co., a wholly owned subsidiary of the Company. Effective February 2015, he was appointed to be Chairman of the Board of Metal Works Mfg. Co., also a wholly owned subsidiary of the Company. From 1998 to 2007, Mr. Dunn was Executive Vice-President-Administration, Director, Secretary and General Counsel of Chief Industries, Inc. and its subsidiaries, a privately owned diverse manufacturing company located in central Nebraska with operations in six states and four foreign countries. Since December 2007, Mr. Dunn has been affiliated on an of counsel basis with Rembolt Ludtke LLP, a law firm with its principal office in Lincoln, Nebraska. Rembolt Ludtke LLP is general legal counsel for the Company.

James W. Cluck, Jr. has over 41 years of combined military and civilian Federal service including over 29 years of experience in U.S. Department of Defense acquisition. From 2009 until 2013, he was a member of the Senior Executive Service and served as the Acquisition Executive and Chief Information Officer for the United States Special Operations Command, MacDill Air Force Base, Florida. He retired as the Acquisition Executive in May, 2013. He also served as a member of the Advisory Committee and as a consultant to Ultra International, LLC, which is affiliated with Ultra Machine and Fabrication, Inc. (“Ultra”) from 2013 until Metal Works Mfg. Co. purchased the assets and business of Ultra in February 2015. He resides in Cove City, North Carolina.

OTHER DIRECTORS WITH CONTINUING TERMS:

<u>Name</u>	<u>Age</u>	<u>Became Director</u>	<u>Year Current Term Expires</u>
JEFF A. EINFALT	53	2004	2016
P. KEVIN POPE	46	2010	2016

Jeff A. Einfalt has been a consultant to Kinder Porter Scott Foundation since 2011. Robert E. Scott is a director of this Foundation.

P. Kevin Pope is the President of Pen-Link, Ltd. of Lincoln, Nebraska. He has held this position for more than the last 5 years. Pen-Link, Ltd. provides law enforcement and intelligence agencies with state-of-the-art software and systems for the collection, storage, and analysis of telephonic and intellectual property based communications.

All other directors have been in their respective occupations for more than the past five years.

Audit Committee

The Audit Committee reviews the services provided by the Company’s independent auditors, consults with the independent auditors and reviews the need for internal procedures and the adequacy of internal controls. Currently, the members of the Audit Committee are Messrs. Einfalt (Chair), Pope and Scott. The Board of Directors believes that a majority of the members of the Audit Committee are independent within the meaning of the listing standards of the National Association of Securities Dealers,

the operators of the Nasdaq Stock Market. The Board of Directors adopted the Audit Committee Charter in July 2011.

Other Committees

The Board of Directors established a Nominating Committee which currently consists of Messrs. Einfalt (Chair) and Pope. Nominations for the 2015 election of directors had to be received no earlier than February 1, 2015 and no later than June 1, 2015. There are three nominee submissions for the 2015 election, all of whom were nominated by the Board of Directors. **Nomination for election to the Board of Directors to be considered at the 2016 Annual Meeting must be submitted in writing to the Nominating Committee no earlier than February 1, 2016 and no later than June 1, 2016.**

The Board of Directors established a Human Resources and Compensation Committee to evaluate the organizational structure and personnel needs of the Company's divisions and to recruit and hire qualified individuals to complete the Company's management team, and to review and recommend compensation levels. This Committee currently consists of Messrs. Pope (Chair), Lubber and Einfalt. This Committee has not adopted a Charter.

The Board of Directors established an Acquisitions Committee (f/k/a Mergers and Acquisition Committee) to consider business expansion opportunities that are brought to the attention of the Company. The Committee members currently consist of Messrs. Dunn (Chair), Einfalt, Lubber and Scott.

The Board of Directors established an Investment Committee to assist and render advice regarding the investment of available cash to maximize return. The Committee members currently consist of Messrs. Scott (Chair), Einfalt and Dunn.

All committees are subject to change after the election of directors at the 2015 Annual Meeting of the Shareholders.

Meetings and Attendance

During fiscal year 2014-2015 the full Board of Directors held four quarterly meetings and three special meetings, and it acted by unanimous written consent on 5 occasions. The Audit Committee conducted one meeting, the Nominating Committee conducted one meeting, the Human Resources and Compensation Committee met once, the Investment Committee did not meet, and the Acquisition Committee did not meet. All directors participated in the meetings of the committees on which they serve.

MANAGEMENT

The Company's day to day affairs are managed by its executive officers who are appointed for a one year term. Executive officers of the Company and its wholly owned subsidiary entities, and other significant employees of the Company, are listed below:

Name and Age

Current Position and Business History

Robert E. Scott (43). Chairman of the Board since November 13, 2007.

- Donald L. Dunn (63). President and Chief Executive Officer since October 12, 2010; Chairman of the Board of Man Lift Mfg. Co. since November 2010; Chairman of the Board of Metal Works Mfg. Co. since February 2015.
- Dawn M. Sutter (44). Chief Financial Officer since December 3, 2013; Secretary and Treasurer since November 18, 2014. Prior to this employment with the Company, from 2011 to 2013, Ms. Sutter was a financial director at Infogroup, and from 2008 to 2010, she was the controller at Transgenomic, Inc.

COMPENSATION OF EXECUTIVE OFFICERS AND DIRECTORS

The following table sets forth all compensation paid or payable by the Company during the past fiscal year to the Executive Officers and Directors of the Company:

SUMMARY COMPENSATION TABLE

<u>Name and Principal Position</u>	Annual Compensation			
	<u>Year (1)</u>	<u>Salary and Bonus (2)</u>	<u>Stock Option Awards(3)</u>	<u>All Other Compensation</u>
Donald L. Dunn Chief Executive Officer and President (5)	2015	\$101,923	\$0	\$25,648 (4)
Dawn M. Sutter Chief Financial Officer, Secretary and Treasurer (7)	2015	\$146,690	N/A	\$8,742 (6)

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- (1) - For fiscal year ended July 31, 2015.
- (2) - Mr. Dunn and Ms. Sutter were entitled to an annual salary and a bonus based on the Company's annual earnings before interest, taxes, depreciation and amortization (EBITDA) targets, operating profit and/or return on assets determined on a fiscal year basis. Neither Mr. Dunn nor Ms. Sutter received a performance bonus based on the financial performance of the Company for the fiscal year. Ms. Sutter was awarded a discretionary bonus. The amount listed in this column represents the annual salary for the fiscal year ended July 31, 2015, and for Ms. Sutter, the sum of annual salary and the discretionary bonus.
- (3) - Mr. Dunn was granted stock options in 2012, 2013 and 2014. The grants were subject to a vesting provision based on the performance of the Company; the performance criteria for 2014 were not met and the options lapsed. As a result, there is no compensation value for the options awarded in August, 2014.
- (4) - The amount listed as "All Other Compensation" includes a value of \$6,000 paid to Mr. Dunn as an allowance for the use of his personal automobile, \$7,648 as a matching contribution to the Company's 401k Plan, and \$12,000 director fees. It does not include loan fees paid to Mr. Dunn as described in the section below entitled "Certain Relationships and Related Transactions."
- (5) - Mr. Dunn became employed as the Chief Executive Officer and President of the Company on October 12, 2010, as Chairman of the Board of Man Lift Mfg. Co. in November 2010, and as Chairman of the Board of Metal Works Mfg. Co. in February 2015. He was not employed by the Company prior to October 12, 2010.

- (6) - The amount listed as “All Other Compensation” includes a value of \$6,000 paid to Ms. Sutter as an allowance for the use of her personal automobile and \$2,742 as a matching contribution to the Company’s 401k Plan.
- (7) - Ms. Sutter became employed as the Chief Financial Officer of the Company effective December 3, 2013 and Secretary and Treasurer of the Company effective November 18, 2014. She was not employed by the Company prior to December 3, 2013.

Mr. Dunn is a party to an Employment Agreement with the Company dated October 12, 2010. He is entitled to a base annual salary of \$100,000, and to participate in a cash bonus incentive plan based on the Company’s earnings each fiscal year before interest, taxes, depreciation and amortization (EBITDA) beginning at 2.5% of annual EBITDA over \$500,000, to a maximum of 10% of annual EBITDA over \$2 million. Mr. Dunn was paid the following amounts as a cash bonus under this Plan for the fiscal years indicated:

<u>Fiscal Year</u>	<u>Amount of Cash Bonus</u>
2012-2013	\$50,168.15
2013-2014	\$159,588
2014-2015	\$ 0

There is no stated term of the Employment Agreement and it is terminable at-will by either party. Mr. Dunn participates in the 2012 Stock Option Plan as described below. Mr. Dunn has agreed to not compete with the business of the Company for 12 months following termination of employment.

The Board adopted the 2012 Stock Option Plan effective as of August 1, 2012. The Plan authorizes the Human Resources and Compensation Committee to grant options to eligible employees to acquire up to 86,000 shares of Common Stock of the Company at an option price not less than 100% of the fair market value of the stock on the date that the option is granted. If options for all such shares were granted, it would constitute approximately 9.534% of the total number of issued and outstanding shares. Pursuant to the 2012 Stock Option Plan, as of August 31, 2015:

- (a) Options to acquire 17,200 shares were granted to Mr. Dunn at an exercise price of \$6.625 per share for 8,600 shares and \$7.50 per share for an additional 8,600 shares. His rights to these shares vested based on the financial performance of the Company during the fiscal years ended July 31, 2013 and 2014. An option to acquire 8,600 shares for the fiscal year ended July 31, 2015, did not vest and the rights have lapsed. An option to acquire an additional 8,600 shares was granted to Mr. Dunn at an exercise price of \$11.20 per share subject to vesting based on the financial performance of the Company during the fiscal year ending July 31, 2016.
- (b) An option to acquire shares was granted to Mr. Philip Sprio, President of Man Lift Mfg. Co. and Metal Works Mfg. Co., and Manager of Ultra Armoring, LLC (all subsidiaries of the Company) at an exercise price determined under the Stock Bonus Plan. His rights are subject to a vesting schedule of 20% per year. The following table provides information about Mr. Sprio’s option as of August 31, 2015:

<u>Date of Award</u>	<u>No. of Option Shares</u>	<u>Exercise Price</u>	<u>Vested Percentage</u>
August 28, 2014	4,300	\$9.80	20%

All inside and outside directors of the Company are paid \$1,000 per month as director fees. Board Nominee James W. Cluck, Jr. was paid \$1,500 in March 2015 for participation on an Advisory

Committee to Metal Works Mfg. Co. The Company adopted a 401(k) Plan for its supervisory, clerical, sales and production employees. Mssrs. Dunn and Sprio, and Ms. Sutter, all participate in the Plan.

OWNERSHIP OF VOTING SECURITIES
BY DIRECTORS AND NOMINEES AND OFFICERS

The following table sets forth the share ownership for each of the directors, nominees for director and officers as of September 14, 2015:

<u>Title of Class</u>	<u>Name and Address of Beneficial Owner</u>	<u>Amount and Nature of Beneficial Ownership</u>	<u>Percent of Class</u>
Common Stock	Donald L. Dunn 1128 Lincoln Mall, Suite 301 Lincoln, NE 68508	81,547 (1)	9.787%
	Jeff A. Einfalt 1230 P Street, Apt. 2B Lincoln, NE 68508	0(2)	0%
Common Stock	Robert E. Scott 440 N. 8 th Street, Suite 140 Lincoln, NE 68508	232,277(3)	27.878%
	P. Kevin Pope 5936 VanDervoort Drive Lincoln, NE 68516	0	0%
Common Stock	Paul B. Luber 155 East Main Street Lomira, WI 53048	7,000	0.839%
	James W. Cluck, Jr. 330 Boyd Lane Cove City, NC 28523	0	0%
	Dawn M. Sutter 1128 Lincoln Mall, Suite 301 Lincoln, NE 68508	0	0%

- (1) - Includes 14,745 shares owned by Mr. Dunn's IRA, and 17,200 shares authorized and vested pursuant to the Company's 2012 Stock Option Plan. It does not include an option for 8,600 shares which was authorized but not vested for the 2016 fiscal year.
- (2) - Jeff A. Einfalt's total does not include 11,889 shares owned by Trusts and Individual Retirement Accounts for the benefit of Marilyn Einfalt, his mother. If he is deemed to have voting and dispositive power over such shares, then the total rises to 11,889 shares, which is 1.425%.
- (3) - Includes 228,277 shares owned by WRK, LLC, to which Mr. Scott has shared voting and dispositive power; and 1,000 owned by Mr. Scott's child; and 3,000 shares owned by Mr. Scott's SEP retirement account. It does not include 3,000 shares owned by Mr. Scott's brother William

D. Scott and his children. (Note that if Mr. Scott is regarded as having shared voting and dispositive power for these shares, then his total rises to 235,277 shares, which is 28.209%).

In addition to the shared voting power and shared investment power indicated in the above footnotes, spouses of the persons listed may be regarded as having beneficial ownership and shared voting power and shared dispositive power with respect to the shares shown.

The following table sets forth certain cumulative information per the above as to the shares of Common Stock beneficially owned by all officers and directors of the Company as a group as of September 14, 2015 on a diluted basis:

<u>Title of Class</u>	<u>Amount and Nature of Beneficial Ownership</u>	<u>Percentage of Class</u>
Common Stock	320,824 (1)	38.465%

(1) - Includes shares with respect to which members of the group may be regarded as having shared voting power and/or dispositive power as determined per the shares in columns above (and if the additional shares per footnotes 2 and 3 above is included the total rises to 335,713 shares, which is 40.25-%).

PRINCIPAL HOLDERS OF VOTING SECURITIES

The following table sets forth the names and certain information with respect to each person who was known by the Company to be the beneficial or record owner of more than five percent (5%) of the Company's Common Stock, except as otherwise noted, as of September 14, 2015.

<u>Title of Class</u>	<u>Name and Address of Beneficial Owner</u>	<u>Amount and Nature of Beneficial Ownership</u>	<u>Percent of Class (1)</u>
Common Stock	Cede & Co. Box 20 Bowling Green Station New York, NY 10004	764,562 (2)	91.668%
Common Stock	Robert E. Scott 440 N. 8 th Street, Suite 140 Lincoln, NE 68508	232,277 (3) (4)	27.849%
Common Stock	WRK, LLC c/o Robert E. Scott 440 N. 8 th Street, Suite 140 Lincoln, NE 68508	228,277 (4)	27.369%
Common Stock	Donald L. Dunn 1128 Lincoln Mall, Suite 301 Lincoln, NE 68508	81,547(5)	9.777%

- (1) - Based on a total of 834,060 shares, consisting of 816,000 shares issued and outstanding, and 18,060 shares for which rights are vested and exercisable under the Company's 2012 Stock Option Plan which are deemed to be outstanding.
 - (2) - The Company's stock transfer records reflect that these shares are held in nominee name. These shares are beneficially owned by more than one beneficial owner.
 - (3) - Includes 228,277 shares owned by WRK, LLC, to which Mr. Scott has shared voting and dispositive power; and 1,000 owned by Mr. Scott's child; and 3,000 shares owned by Mr. Scott's SEP retirement account. It does not include 3,000 shares owned by Mr. Scott's brother William D. Scott and his children. (Note that if Mr. Scott is regarded as having shared voting and dispositive power for these shares, then his total rises to 235,277 shares, which is 28.209%).
 - (4) - Director Robert E. Scott is the Co-Manager of this Nebraska limited liability company. See also Note 3.
 - (5) - Includes 14,745 shares owned by Mr. Dunn's IRA. It also includes 17,200 shares authorized and vested pursuant to the Company's 2012 Stock Option Plan, but it does not include an option for 8,600 shares which is authorized but not vested for the 2016 fiscal year. The option for 8,600 shares for the 2015 fiscal year did not vest and has lapsed.
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In addition to the persons listed above, any spouses of the persons listed may be regarded as having beneficial ownership and shared voting and shared investment power with respect to the shares shown.

Metal Works Mfg. Co. was organized to acquire the assets and business of Ultra Machine & Fabrication, Inc. ("Ultra") in Shelby, North Carolina (the "Ultra Transaction") in February 2015. As part of the consideration for the Ultra Transaction, the Company granted to Ultra a right to receive common stock of the Company if the "Net Revenue" of Metal Works Mfg. Co and Ultra Armoring, LLC combined (referred to as the "Metal Works' Net Revenue") exceeds \$20 million in one or more of four 12-month periods ending on February 29/28, 2016, 2017, 2018 and 2019. For Metal Works' Net Revenue from \$20 million up to \$22.5 million, the 20% "Earnout" is payable in Company shares; for Metal Works' Net Revenue from \$22.5 million up to \$25 million, the 20% "Earnout" is payable one-half in Company shares and one-half in cash; and for Metal Works' Net Revenue in excess of \$25 million, the 20% "Earnout" is payable in cash. Such shares are referred to as the "Earnout Shares." The maximum aggregate value of the Earnout Shares that Ultra might receive with respect for any of the four 12-month periods is \$750,000 if the Metal Works' Net Revenue reaches \$25,000,000 for a 12-month period, and the maximum aggregate value payable in Earnout Shares over the four 12-month periods would be \$3 million. The number of Earnout Shares issuable for each period will be based on the Company's net book value per share as of the last day (February 28/29) of the 12-month period for which Metal Works' Net Revenue exceeds \$20 million.¹ After issuance, Earnout Shares held for three years will be subject to a put option to require the Company to redeem the Earnout Shares for an amount equal to the undiluted per share net book value of the Company as of February 28/29 in each of 2019, 2020, 2021 and 2022.

CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

The Board of Directors of the Company is responsible to review and oversight of all related party transactions.

¹ For demonstration purposes, assuming that the Company's net book value per share at February 29, 2016, is \$11.50, and if the Metal Works' Net Revenue was \$25 million for the 12-month period ending February 29, 2016, the Company would issue 65,217.39 shares to Ultra, based on \$750,000 Earnout Shares value divided by \$11.50, the Company's net book value per share. Based on 834,060 outstanding shares, these additional shares would constitute 7.82% of the total outstanding shares of the Company.

Security First Bank, Lincoln, Nebraska. The Company and its wholly owned subsidiaries, Man Lift Mfg. Co. ("MLM Co."), Metal Works Mfg. Co. ("Metal Works"), and Ultra Armoring, LLC ("Ultra Armoring") have established a credit facility with Security First Bank of Lincoln, Nebraska ("Security First"). Donald L. Dunn is and has been a member of the Board of Directors of Security First. Mr. Dunn is the Chief Executive Officer and President of the Company, Chairman of the Board of MLM Co., and Chairman of the Board of Metal Works. All loans from Security First to the Company and its subsidiary corporations are cross collateralized and cross defaulted with essentially all of their non-real estate assets pledged to secure the loans. The credit facility provided by Security First consisted of the following term debt and lines of credit as of July 31, 2015:

(a) Term Debt – Metal Works Transaction. The Company incurred term debt to finance a portion of the purchase price associated with the Ultra transaction. On February 27, 2015, Security First provided a \$4 million term loan, annual interest rate of 4.25% fixed for 5 years and amortized over 10 years, with a balloon payment which is due on February 26, 2020. The outstanding balance as of July 31, 2015, was \$3,864,430.11.

(b) Term Debt – MLM Co. On July 24, 2014, the Company borrowed \$2,012,748 from Security First to refinance the debt associated with the acquisition of the assets and business of Man & Material Lift Engineering, LLC and HB Equipment, LLC (collectively the "Bailey Companies") (herein referred to as the "Man Lift Transaction"). The Man Lift Transaction closed on December 1, 2010. The proceeds of this loan were also used to redeem 35,633 shares of common stock from the Bailey Companies for \$400,000 (\$11.23 per share) that had been issued as part of the Man Lift Transaction. This term loan amortizes over a period of 10 years, with the interest rate fixed at 4% for the entire term. As of July 31, 2015, the outstanding balance was \$1,846,096.05.

(c) Line of Credit – Universal Mfg. Co. Security First provides a \$5 million line of credit to the Company. This line of credit matures annually and accrues interest at the New York prime rate of interest plus 0.5%. The current rate is 3.75%. As of July 31, 2015, the outstanding balance of the line of credit loan was \$2,174,040.39. The maturity date is February 27, 2016.

(d) \$10 Million Line of Credit – Ultra Armoring. Security First provided a \$10 million line of credit to Ultra Armoring to finance the purchase of vehicles to fulfill the requirements of a U.S. government contract. The line provides for multiple draws, with a 90 day maturity and an interest rate of 4.75%. The full amount of \$10 million was outstanding at July 31, 2015 and has been paid in full as of the effective date of this Proxy Statement.

(e) \$7.7 Million Line of Credit – Ultra Armoring. Security First provided an additional \$7.7 million line of credit to Ultra Armoring for the U.S. government contract mentioned above. The line provides for multiple draws. The amount outstanding at July 31, 2015 was \$6,088,000.00.

(f) Loan Fees. Ultra Armoring paid \$282,000 as loan fees to Security First to obtain the two lines of credit described in paragraphs (d) and (e) above. The loan fees were based on 2% on \$14,100,000 of the loans and were paid in addition to interest on the loans.

Participation Loan. To complete the financing by Security First for the U.S. government contracts described in paragraphs (d) and (e) above, Security First participated a portion of the loans. Two companies owned in part by Robert E. Scott participated \$2.75 million, and Donald L. Dunn participated \$850,000. Msrs. Scott and Dunn are directors and officers of the Company. Msrs. Scott and Dunn earned an annual rate of 10% simple interest in the aggregate for their loan participations, that being 4.25% through and from Security First, and an additional 5.25% per annum directly from the

Company. In addition, the Company paid a loan fee of 3% to the two entities partially owned by Mr. Scott, or \$82,500 (based on \$2.75 million participation), and paid a loan fee of 3% to Mr. Dunn, or \$25,500 (based on \$850,000 participation) to obtain the participation in the Security First lines of credit. The loan fees were paid in addition to interest on the loans. The loan fee to Mr. Dunn is in addition to his compensation on the Summary Compensation Table set forth above. The loans participated by Msrs. Scott and Dunn have been paid in full as of the effective date of this Proxy Statement.

Inter-Company Loans. The Company extends credit to its subsidiaries from the Security First line of credit (paragraph (c) above). There is no security for the inter-company debt. The inter-company debt is consolidated on the balance sheet of the Company for financial statement reporting purposes. Advances on the inter-company line of credit are made from time to time on such terms, amounts and conditions as the officers deem to be fair and reasonable to the companies.

Rembolt Ludtke LLP. Mr. Dunn has an Of Counsel relationship with Rembolt Ludtke LLP of Lincoln, Nebraska, the principal law firm of the Company and its subsidiaries. Mr. Dunn has no ownership interest in Rembolt Ludtke LLP, and Mr. Dunn does not provide legal services to the Company or its subsidiaries. The Company and its subsidiaries incurred legal fees to Rembolt Ludtke LLP of \$46,234.66 in fiscal 2014-2015, and legal fees of \$7,939 in fiscal 2013-2014.

Office Leases. Since September 1, 2015, the Company has leased office space in Lincoln, Nebraska, from Rembolt Ludtke LLP. The space is used for the Company's corporate offices. The Company pays \$2,500 per month for rent and common area expenses. The lease continues until December 31, 2016, and thereafter on an annual basis unless terminate by either party prior to October 1 of each year. For the period from April 1, 2015 until August 31, 2015, the Company occupied space in the Rembolt Ludtke LLP offices at no cost to the Company. During the period from August 1, 2014 until March 31, 2015, the Company leased space from Arlington Properties, Inc., a corporation which is partially owned by Robert E. Scott, a director of the Company and Chairman of the Board. During fiscal 2014-2015, the Company paid an aggregate amount of \$12,384 to Arlington Properties, Inc. for rent and common area charges.

ANNUAL REPORT AND FINANCIAL STATEMENTS

The Company's annual report for the fiscal year ended July 31, 2015, including financial statements, has accompanied or preceded the mailing of this proxy statement, but it is not deemed a part of the proxy soliciting material. Annual Reports and Financial Statements of the Company for prior years may be reviewed at the Company's website www.universalmfgco.com.

AUDIT MATTERS

The Audit Committee selected McGladrey, LLP ("McGladrey") to serve as independent auditors for the Company effective April 11, 2013. A representative of McGladrey is expected to be present at the Annual Meeting of Shareholders. The representative will have the opportunity to make a statement if they desire to do so and are expected to be available to respond to appropriate questions from shareholders. For several prior years, Kiesling Associates LLP served as the independent auditors for the Company. After a bid process, McGladrey was retained by the Company's Audit Committee to replace Kiesling Associates LLP, and this action was ratified by the Board of Directors. During the two most recent fiscal years and any subsequent interim period preceding such change, there were no reportable events or disagreements with the former accountant on any matter of accounting principles or practices, financial statement disclosure, or auditing scope or procedure that would have caused the firm to make reference to the subject matter of the disagreement(s) in connection with its report.

SHAREHOLDERS' PROPOSALS

In order for any proposal of shareholders to be presented as an item of business at the 2016 Annual Meeting of Shareholders of the Company, the proposal must be received at the Company's principal executive offices no later than May 25, 2016.

Any shareholder who desires to present a proposal for inclusion in the next year's proxy statement must deliver a written proposal to the Company's President at 1128 Lincoln Mall, Suite 301, Lincoln, NE 68508 no later than the close of business on May 25, 2016. The submission should include the proposal and a statement of the reasons for it, the name and address of the shareholder, the number of shares beneficially owned of record by the submitting shareholder, and a description of any material direct or indirect financial or other interest the shareholder (or any affiliate or associate) may have in the proposal.

SHAREHOLDER LIST AND TRANSFER AGENT

For at least ten days prior to the meeting, a list of the shareholders entitled to vote at the annual meeting will be available for examination, for purposes germane to the meeting, during ordinary business hours at the Company's offices. The list will also be available for examination at the meeting.

The Company's stock transfer agent is Securities Transfer Corp., 2591 Dallas Parkway, Suite 102, Frisco, TX 75034, phone (469) 633-0101.

OTHER MATTERS

The Board of Directors knows of no other matter to be acted upon at the meeting. However, if any other matter is lawfully brought before the meeting, the shares covered by the proxy in the accompanying form will be voted on such matter in accordance with the best judgment of the persons acting under such proxy.

By Order of the Board of Directors
Donald L. Dunn, President

October 12, 2015

TO BE CERTAIN THAT YOUR SHARES WILL BE REPRESENTED AT THE 2015 ANNUAL MEETING OF SHAREHOLDERS WE URGE YOU TO SIGN, DATE AND RETURN THE ENCLOSED PROXY CARD PROMPTLY, WHETHER OR NOT YOU PLAN TO ATTEND THE MEETING IN PERSON.

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