



Dynco Manufacturing

FOR IMMEDIATE RELEASE

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LITTLE KNOWN STOCK OFFERING PLAN MAY OFFER WAY TO RAISE SMALL BUSINESS CAPITAL

When companies want to raise capital, one of the options is to take the business public through a regular stock offering. But many small companies do not have the financial resources or staff to put together such an offering.

Fortunately, other options are available. One of those options is the little-known Uniform Limited Offering Registration or ULOR.

ULORs allow small companies with assets of \$5 million or less to sell up to \$1 million in stock. This process allows a company to sell stock and raise capital more cheaply and quickly than other traditional methods. Companies can then use the money to raise the additional cash they need to expand into new markets, pay off debt, or upgrade equipment.

Dynco Manufacturing has filed to raise \$500,000 through Arizona's ULOR program by selling up to 100,000 shares of common stock at \$5 a share.

"We felt it was the best way for us to raise money and create public awareness," said Robert Scott, company president. "We are approaching it just as if we were doing a regular stock offering. We've hired a securities attorney and a brokerage firm to represent us. So far, we've been approved for the sale of our securities in Arizona, California, Nevada, and Colorado."

The Phoenix-based company, which was started in 1982, has already sold \$155,000 in stock and is hoping to sell the other \$345,000 shares within the next few months. First Affiliated Securities Inc. in La Jolla, California, is the selling agent for the stock. Fred Schaffer, a Phoenix-based attorney who has worked with other ULOR offerings, is handling all of the legal details.

Dynco manufactures pallet scrapers, a patented tool used in producing concrete block. The company, which sells its scrapers nationally and internationally, also creates custom molds for manufacturing fancy concrete block.

The Dynco Pallet Scraper cleans pallets to ensure the production of high quality concrete products. The scrapers are fully adjustable, jam resistant, and can be custom made to fit any conveyor system on the market today. These scrapers can also be added to a company's plant without changing existing equipment.

"Concrete block is formed on a steel pallet," Scott said. "The pallet forms one side or structural plane of the block. If the pallets are not cleaned every time

the block is made, manufacturers can end up making bad block or they end up ruining the pallets. That's a very expensive proposition for the block plants."

Concrete block is the number one building material in the world, according to Scott. According to industry sources, the recent disasters worldwide have created a huge demand for concrete block. Not only is it sturdy and durable, but it is also ecologically friendly. And sources look for the industry to continue to grow as construction demands grow.

Dynco supplies many of its pallets to concrete manufacturers throughout the world. To keep up with the demand and quality that manufacturers want, Dynco decided it needed more capital and newer equipment. The ULOR stock offering was a feasible way for them to reach these goals.

"The block manufacturing business is machinery and capital intensive," Scott said. "Manufacturers need to have a company that can fill their needs, quickly and with quality products. For us to do that, we required new equipment and working capital. We can accomplish these things with a ULOR offering."

Many small companies looking to raise capital are unaware of the Uniform Limited Offering Registration and how it can assist in helping businesses grow and expand their existing base as well as move into newer markets. Dynco Manufacturing's initial ULOR success shows that other small businesses could be successful as well.

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