



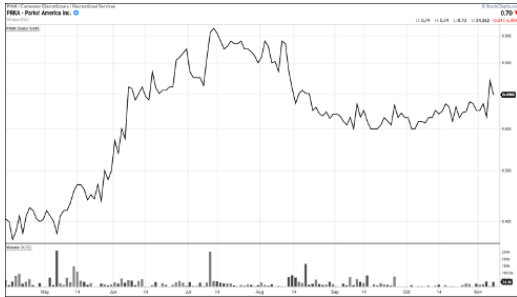
Next Company of the Month Recording:
Friday, December 10, After 5 PM EST
Recording on for entire weekend
Phone: (757) 877-5979

Recommendations to watch

A look at stocks close to or in buying range with serious potential

Over the past six months, many recommendations have slowed down after huge run ups. This makes it difficult to buy more shares of your favorite stocks or enter ones that you may have missed the first time around. While we would normally recommend the newly reformatted *Database* for new investment opportunities, not everyone has the time to do their own research. Here are a few Bowser stocks that we believe to have high potential:

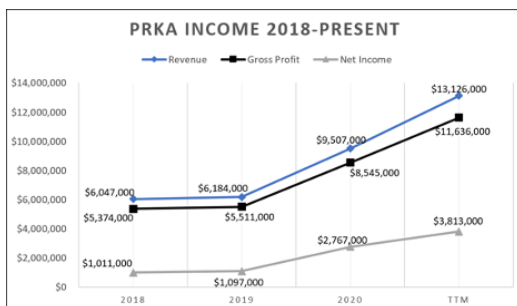
Parks! America (PRKA)



Original Price: \$0.85
Current Price: \$0.70
Ideal Entry: \$0.50-\$0.60

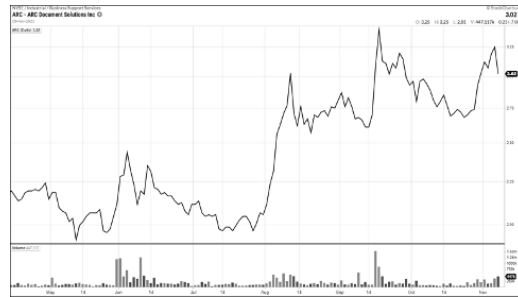
While Parks! America has slightly pulled back since our recommendation four months ago, the stock has a bullish technical reading and fundamentals have improved. The most recent quarterly results showed 19% year-over-year (yoy) growth in attendance-based sales. Comparable sales increased across all timeframes. Bottomline growth was small because the company allocated much more capital to advertising and general operating expenses.

The main catalysts for PRKA are increased consumer spending and a promising industry outlook. Zoos typically struggle during economic downturns, but PRKA revenue surged during the emergence of the global pandemic, and the company has generated fantastic profits as a result. Below is a chart showing its income since 2018:



The company is on track to generate more top and bottomline growth. A significant portion of its recent growth is attributed to the acquisition of its Texas park in April 2020. New catalysts to keep an eye out for include new park acquisitions and a potential uplisting. Since PRKA is an OTC Pink Sheet stock, the only way to go is up. Any share price under \$0.60 is appealing as long as attendance-based sales do not lag.

ARC Document Solutions (ARC)



Original Price: \$2.38
Current price: \$3.02
Ideal Entry: \$2.40-\$2.60

ARC Document Solutions went from industry laggard to leader in 2021. The ideal buying range for long-term investors is under \$2.60 per share but based on the Bowser Game Plan, any dips under \$3 will suffice. The company generated a second consecutive quarter of EBITDA over \$11 million and net income increased to \$3.2 million. ARC is still undergoing a transformation built on consistent revenues and new growth opportunities. Its construction segment remained strong despite supply chain concerns, and its gross margin grew yoy.

Insider accumulation has been significant over the past year primarily due to automatic purchases from CEO Suriyakumar Kumarakulasingam. Below is a chart showing recent insider transactions:

TIMEFRAME	TRANSACTIONS	SHARES
Last 3 Months	12 Purchases	141,414
	0 Sales	0
Last 6 Months	26 Purchases	1,169,909
	0 Sales	0
Last 12 Months	26 Purchases	1,169,909
	19 Sales	1,461,087

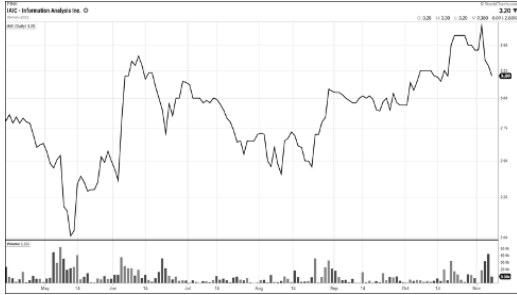
While automatic buys might seem less significant, they are more beneficial for shareholders because

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the insider is buying regardless of the price. That is more reassuring for long-term holders and acts as a catalyst. We saw a similar buying pattern from the CEO of **Retractable Technologies (RVP)** during its run up. Although we do not consider ARC to be a growth stock like RVP, its consistent profits make it an appealing value investment at the right price.

Information Analysis Inc. (IAIC)



Original Price:
\$2.27

Current Price:
\$3.20

Ideal Entry:
\$2.30-\$2.60

Information Analysis shares have already gained 41% since our recommendation in March 2021. However, the company still offers more opportunity. IAIC has made some vital structural changes and is setting itself up for success by improving profit margins. As long as the focus remains on driving its professional fee business, any revenue growth will cause substantial value creation.

IAIC currently has a float of 5.9 million shares, which makes the share price more volatile. Investors commonly shy away from volatility, but in this case, it could provide long-term investors with better entry points on unusual dips. Just like with ARC, any dip under \$3 puts it in buying range, but anything under \$2.60 provides ideal risk/reward.

Outside of its robust business model, the IAIC executive team is the biggest catalyst to create shareholder value. New CEO Jamie Benoit has hit the ground running and has plenty of experience in driving organic growth. Benoit intends to reposition the company as a disruptive technology and commercial enablement leader in the government and global private sector verticals. Additionally, Tim Hannon was appointed as CFO, bringing an abundance of experience to the table. With its new management team, potential uplisting and higher profit margins, IAIC is in a great position to capture market share.

Market Overview

BWSR AVG ↑ 5.1%	NASDAQ ↑ 9.6%	RUS 2000 ↑ 9.1%	S&P 500 ↑ 7.0%	DOW JONES ↑ 4.6%
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This was a phenomenal month for equities as major indices soared to new all-time highs. The strength from NVIDIA Corp. (NVDA) and Tesla (TSLA) played a huge part in the run up, as evidenced by the outperformance of the Nasdaq. Jobs data showed a slight recovery, and the Federal Reserve announced that it will begin tapering this month.

Bowser stocks (up 5.1%) also pushed higher but lagged relative to other indices. Strength from **KonaTel (KTEL)** and a few others was offset by multiple picks selling off after earnings.

Honorable Mentions

Lastly, there are two companies that we feel deserve honorable mentions: **BAB (BABB)** and **Charles & Colvard (CTHR)**. BABB has been somewhat quiet since our recommendation in November 2019. However, any stock with a high dividend yield and minimal risk is always appealing. The stock has a 5% dividend yield, and its business model is rock solid. Outlook is positive as the company is recovering from lacking demand during the global pandemic.

CTHR was the August 2021 stock pick and has already delivered a favorable return. Last month's publication highlighted some of the upcoming catalysts through an interview with management. You can read the full transcript in the newsletter archive on our website. Overall, both BABB and CTHR should be considered "buy the dip" stocks due to their business models and underlying value.

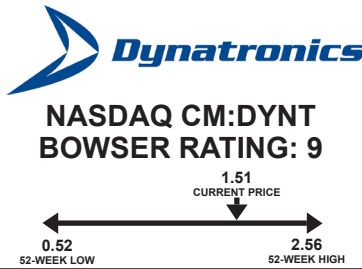
In conclusion, we believe all of these stocks offer unique opportunities at the right price. If you are interested in making new investments beyond those listed above, we recommend using the *Database of Low-Priced Investment Ideas*. We have revamped the *Database* so that users can easily find opportunistic dividend, growth and value stocks. Overall, as long as you maintain focus on the underlying companies and do not overpay, there are still plenty of promising opportunities in this market.

The Bowser Game Plan

1. DO NOT PAY more than \$3/share for a stock.
2. CREATE A PORTFOLIO of 12 to 18 stocks. **Diversification is important.**
3. DO NOT SELL when a stock goes above \$3/share and is moved to Page 5.
4. DO NOT SELL when a stock moves to a lower category.
5. SELLING PLAN: Sell half of your holdings when the stock doubles from your purchase price. Sell the remainder after the stock drops 25% from its most recent high. If the stock drops 50% without doubling, sell all shares.
6. RECORD proceeds from sales.
7. PORTFOLIO EVALUATION = current value of portfolio + proceeds from sales

COMPANY OF THE MONTH

Dynatronics Corp. (DYNT) is a provider of high-quality restorative medical devices to the orthopedic and rehabilitation industry to accelerate achieving optimal health. The company designs, manufactures and sells physical therapy, rehabilitation, orthopedics, pain management and athletic training products. The company markets its products through the Solaris®, Hausmann™ and PROTEAM™ brands. Dynatronic's most robust product line is that of Bird & Cronin® Manufactured Products, which include various supports and immobilizers. It currently exports its products to approximately 30 countries and has customers that include professional sports teams ranging from the Minnesota Vikings to the Boston Red Sox.



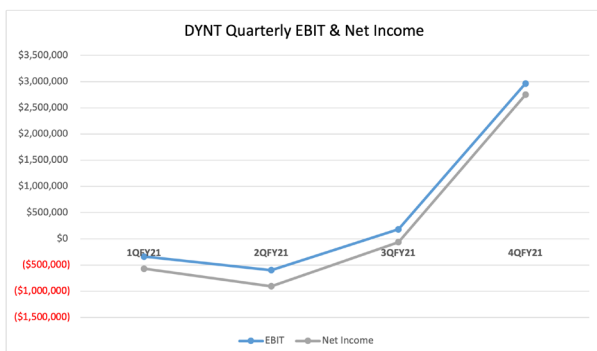
Both EBIT and net income have trended higher over the past year, and book value is increasing. The optimization strategy began just after the second quarter, and DYNT started to issue revenue guidance following its strong third quarter results.

The Bowser Report originally recommended DYNT in 1997 for a max gain of 488%. Although sales doubled, we recommended its sale over ten years later due to inconsistent bottomline results. Increased product demand and financial efficiency have warranted a second recommendation of DYNT.

Turnaround

At a glance, it may seem that sales have been lagging for the past few years. However, the company recently executed a financial turnaround that focused on long-term growth prospects. Despite more consistent customer and dealer demand for its products, management is prioritizing its transformation in order to improve margins and build value for shareholders.

The optimization strategy was initially proposed to navigate the fluctuating market volatility caused by COVID-19. It was substantially completed by June 30, 2021, as planned, but management has remained focus on improving operating income and cash flows from operations. Below is a chart showing how EBIT and net income have changed following the strategy execution:

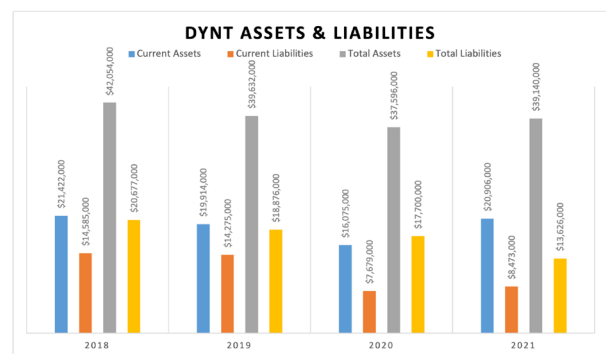


Net sales are on pace for approximately \$11.5-\$12 million for the first quarter of 2022, exceeding the \$9.8 million in continued product net sales in the fourth quarter. DYNT expects net sales of \$40-45 million in 2022, roughly a 15% improvement over the \$37 million in 2021. The company's guidance and management's transparency throughout the turnaround are both incentives for long-term investors.

Financials and Valuation

Dynatronics has become more financially efficient over the past year. Income has largely improved due to increased demand, an employee retention credit of \$900,000 and an \$800,000 gain on the sale of its former Tennessee manufacturing facility.

Additionally, DYNT has a healthy balance sheet after paying off its long-term debt. It has a \$5 million borrowing base with zero balance on the line of credit. Further, cash grew 35% to \$6.1 million in the fourth quarter from \$4.5 million in the prior quarter. This is its largest cash position in recent years and presents minimal liquidity risk as liabilities are in a downward trend. Below is a chart showing the company's assets and liabilities in recent years:



Continued on page 6...

	2019	2020	2021
REVENUES	\$ 62,565,000	\$ 53,409,000	\$ 47,799,000
INCOME (LOSS)	(\$922,000)	(\$3,425,000)	\$ 2,002,000
WORKING CAPITAL	\$ 5,639,000	\$ 8,396,000	\$ 12,433,000
BOOK VALUE	\$ 2.51	\$ 1.94	\$ 1.45
TOTAL SHARES	8,246,000	10,263,000	17,558,000
FLOAT	N/A	N/A	10,830,000

MINIPRICED STOCKS IN BUYING RANGE

SYMBOLS: (A) NYSE MKT; (CM) NASDAQ CAPITAL MARKET, WAS THE SMALL CAP MARKET; (GM) NASDAQ GLOBAL MARKET, WAS NATIONAL MARKET; (N) NEW YORK STOCK EXCHANGE; (NR) NOT RATED; (QB) OTC QB MARKET; (QX) OTC QX MARKET; # PREVIOUSLY APPEARED ON LIST, BUT WAS REMOVED BECAUSE IT HAD RISEN ABOVE \$3.00/ SHARE; FIGURES IN PARENTHESIS ARE LOSSES.

Date of Recommend & Market	Issue/Trading Symbol	Principal Business	Price 11/05/21	Long-term Debt (Millions)	Sales Updated Quarterly (Millions)	Income/Loss Updated Quarterly (Millions)	Shares Outstanding (Millions)	Bowser Rating
CATEGORY ONE: BEST COMPANIES (RATED 10+)								
08/21(CM)	CHARLES & COLVARD (CTHR)	NOW ABOVE \$3 PER SHARE; SEE PAGE 5 (FOLLOW-THROUGH)						
09/21(CM)	CLEARONE, INC. (CLRO)	VOICE AND VISUAL COMMUNICATIONS	1.50	\$2.609	\$31.8	\$1.048	18.8	10
10/21(CM)	EVOLVING SYSTEMS (EVOL)	SELL RECOMMENDATION; SEE BELOW						
04/21(CM)	SPAR GROUP (SGRP)	MARKETING SERVICES	1.71	\$1.000	\$246.5	\$4.605	21.3	10
09/19(QB)	TECHPRECISION (TPCS)	METAL COMPONENTS AND SYSTEMS	2.02	\$0.030	\$15.7	\$1.808	29.5	10
CATEGORY TWO: GOOD COMPANIES (RATED 8-9)								
04/19(N)	ARC DOCUMENT SOLUTIONS (ARC)	NOW ABOVE \$3 PER SHARE; SEE PAGE 5 (FOLLOW-THROUGH)						
10/19(QB)	BAB, INC. (BABB)	FAST CASUAL RESTAURANT FRANCHISES	0.80	\$0.000	\$3.0	\$0.411	7.3	8
11/21(CM)	DYNATRONICS (DYNT)	MEDICAL DEVICES	1.51	\$0.005	\$47.8	\$2.002	17.6	9
# 03/20(CM)	FLEXSHOPPER (FPAY)	VIRTUAL LEASE-TO-OWN MARKET	2.73	\$35.267	\$116.2	\$0.814	21.6	9
12/14(QB)	INT'L BALER CORP. (IBAL)	BALING EQUIPMENT	1.91	\$0.000	\$12.3	\$0.312	5.2	9
05/21(QB)	KONATEL, INC. (KTEL)	TELECOM SERVICES	1.45	\$0.150	\$10.5	\$0.104	40.7	9
06/21(QX)	MACE SECURITY INT'L (MACE)	PERSONAL SAFETY AND SECURITY	0.25	\$0.000	\$14.9	\$1.399	64.6	8
# 04/17(QB)	MAMAMANCINI'S (MMMB)	FOOD PRODUCTS	2.64	\$0.000	\$42.1	\$3.485	35.7	8
07/21(PK)	PARKS! AMERICA INC. (PRKA)	THEME PARKS AND ATTRACTIONS	0.70	\$5.164	\$13.1	\$3.813	75.1	8
CATEGORY THREE: SPECULATIVE COMPANIES (RATED 7 AND BELOW AND/OR NON-PROFITABLE)								
02/18(QB)	ALTIGEN COMMUNICATION (ATGN)	CLOUD-BASED IP SOLUTIONS	2.00	\$0.000	\$11.2	\$0.723	23.4	7
02/20(QB)	BUTLER NATIONAL (BUKS)	AEROSPACE AND DEFENSE PRODUCTS	0.66	\$3.211	\$65.9	\$3.234	67.7	7
# 10/20(A)	CBDMD, INC. (YCBD)	CANNIBIDOIL PRODUCTS	1.74	\$0.000	\$46.4	(\$26.627)	57.3	9
# 07/20(CM)	ENGLOBAL CORP. (ENG)	ENGINEERING SERVICES	2.46	\$1.377	\$41.0	(\$2.493)	35.2	9
# 11/20(GM)	FLUENT, INC. (FLNT)	DIGITAL MARKETING SERVICES	2.50	\$41.507	\$311.4	(\$13.711)	80.1	8
# 12/18(CM)	GSE SYSTEMS (GVP)	DATA ACCESS AND MANAGEMENT	1.46	\$0.000	\$52.2	(\$1.104)	20.9	8
10/17(QB)	INNOVATIVE FOOD (IVFH)	FOOD PRODUCTS AND SERVICES	0.42	\$7.401	\$52.5	(\$5.538)	36.0	8
# 02/15(GM)	NOVA LIFESTYLE (NVFY)	FURNITURE MANUFACTURING/SALES	2.35	\$0.150	\$13.7	(\$31.333)	6.7	9
# 06/20(CM)	TOMI ENVIRONMENTAL (TOMZ)	DISINFECTION AND DECONTAMINATION	1.34	\$0.000	\$11.5	(\$4.174)	16.8	8
02/19(QB)	TSS, INC. (TSSI)	END-USER AND ENTERPRISE SYSTEMS	0.69	\$1.979	\$36.3	\$0.334	18.3	7

We recommend only purchasing companies rated 8 or higher. If a company's rating drops, do not sell. For when to sell, refer to the Game Plan on page 2.

Category Changes

Mace Security (MACE) is falling from Category 1 to Category 2 this month as its Bowser Rating dropped from 10 to 8 as a result of its most recent earnings report. Quarterly sales, earnings and EBITDA all were down year-over-year as robust retail sales in 2020 due to social unrest did not recur in 2021 and private label customers insourced their operations.

Evolving Systems sells major assets

Evolving Systems (EVOL) entered into definitive agreements to sell all of the assets of its Customer Acquisition and Network Services division as well as its CVML and Loyalty Business for a base purchase price of \$40 million. At the closing, EVOL expects to receive \$37.5 million of the base purchase price in cash, with the remaining \$2.5 million placed in escrow as security for indemnification obligations.

The total equates to roughly \$3.24/share. While we expected EVOL to create value long-term, the company is unlikely to generate income without these businesses. Shareholders who are

comfortable speculating for a future payout from the asset sale can hold.

This is a unique circumstance given the timing of the announcement. For those uncomfortable with speculating, we recommend selling to protect against downside risk.

ClearOne wins patent trial

ClearOne (CLRO) announced that a jury in the U.S. District Court for the District of Delaware has found that CLRO's Ceiling Tile Beamforming Mic Array line of products do not infringe Shure Inc.'s U.S. Patent No. D865,723 (the "'723 patent"). The jury also found that the '723 patent is invalid.

President and CEO Zee Hakimoglu commented, "Shure was using the '723 patent to retaliate against ClearOne, and the jury's verdict validates ClearOne's strategy."

This is a positive catalyst for the September 2021 recommendation as the lawsuit was hanging over the company for some time. If financials continue trending upward, share price should recover.

FOLLOW-THROUGH AND STOCKS TO SELL

WE ENCOURAGE SUBSCRIBERS TO BUY OUR STOCKS WHEN THEY ARE \$3 OR LESS. HOWEVER, WHEN THEY GO ABOVE \$3, WE FOLLOW THEM IN THE FIRST GROUP BELOW. IN BOTH OF THE FOLLOWING LISTS, COLUMN 1 GIVES THE SHARE PRICE AS OF **11/05/21** PLUS THE CURRENT BOWSER RATING. COLUMN 2 IN THE FIRST LIST BELOW INCLUDES THE MONTH/YEAR WE ORIGINALLY RECOMMENDED THE ISSUE, THE PRICE PER SHARE THEN AND THE BOWSER RATING. (NR=not rated)

ISSUE/EXCHANGE SYMBOL	1	2	ISSUE/EXCHANGE SYMBOL	1	2
AEHR TEST SYSTEMS (CM:AEHR)	\$25.72(10)	10/18 \$1.95(8)	MIND C.T.I. (GS:MND0)	\$3.24(10)	02/21 \$2.64(8)
ARC DOCUMENT SOLUTIONS (N:ARC)	\$3.02(8)	04/19 \$2.22(9)	ONE STOP SYSTEMS (GS:OSS)	\$5.40(10)	12/20 \$2.73(9)
BGC PARTNERS (GS:BGCP)	\$5.14(NR)	08/20 \$2.89(8)	ORION ENERGY SYSTEMS (CM:OESX)	\$4.31(7)	11/19 \$2.93(9)
CF BANKSHARES. (CM:CFBK)	\$22.50(7)	03/17 \$9.00(11)	RADA ELECTRONIC (CM:RADA)	\$10.56(9)	03/18 \$2.16(10)
	*Price adjusted for 1-for-5 reverse split (Aug. '18)		RETRACTABLE TECHNOLOGIES (A:RVP)	\$9.07(10)	01/20 \$1.48(10)
CHARLES & COLVARD (CM:CTHR)	\$3.31(9)	08/21 \$2.62(9)	SAFE BULKERS (N:SB)	\$3.80(9)	05/19 \$1.81(10)
CLEAN ENERGY FUELS (GS:CLNE)	\$8.60(7)	09/20 \$2.57(9)	SONO-TEK CORP. (QB:SOTK)	\$5.95(10)	08/14 \$1.11(8)
DESWELL INDUSTRIES (GM:DSWL)	\$4.12(8)	05/20 \$2.35(9)	TABLE TRAC (QB:TBTC)	\$3.55(9)	07/19 \$2.40(10)
GALAXY GAMING (QB:GLXZ)	\$4.21(8)	05/17 \$0.69(8)	TRXADE HEALTH (CM:MEDS)	\$4.05(7)	08/19 \$4.20(9)
INFORMATION ANALYSIS (QB:IAIC)	\$3.20(7)	03/21 \$2.24(9)		*Price adjusted for 1-for-6 reverse split (Feb. '20)	
INNOVATE CORP. (N:VATE)	\$4.55(7)	06/19 \$2.34(12)	WHERE FOOD COMES FROM (CM:WFCF)	\$11.70(10)	10/12 \$5.80(9)
INSIGNIA SYSTEMS (CM:ISIG)	\$6.26(7)	03/19 \$8.82(10)		*Price adjusted for 1-for-4 reverse split (Dec. '20)	
	*Price adjusted for 1-for-7 reverse split (Jan. '21)		WIDEPOINT CORP. (N:WYY)	\$5.24(8)	04/20 \$3.50(8)
LEATT CORP. (QB:LEAT)	\$26.50(11)	12/17 \$1.92(10)		*Price adjusted for 1-for-10 reverse split (Nov. '20)	
LIBERATED SYNDICATION (QB:LSYN)	\$3.60(7)	08/18 \$1.61(8)	WILLIAMS INDUSTRIAL (QX:WLMS)	\$4.88(8)	01/21 \$2.86(9)

THE FOLLOWING WE SAID SHOULD BE SOLD

(COLUMN 2 SHOWS THE DATE, PRICE AND BOWSER RATING WHEN WE RECOMMENDED THE STOCK BE SOLD)

EVOLVING SYSTEMS (CM:EVOL)	\$2.74	11/21 \$2.74	SEACHANGE INT'L (GS:SEAC)	NOW IN DATABASE
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BRIEFS

Aehr Test Systems (AEHR) received multiple orders totaling \$8.9 million for various test systems. . . . **BGC Partners (BGCP)** launched FMX, a comprehensive marketplace for fully-electronic trading and execution across U.S. Rates Cash and Futures. . . . **Butler National (BUKS)** subsidiary, Butler National Service (BNSC), purchased a minority equity ownership interest in BHCMC, manager of the Boot Hill Casino & Resort, that results in sole ownership of BHCMC. . . . **cbdMD (YCBD)** finalized a category-exclusive official partnership with Wodapalooza starting in 2022. YCBD also hired Matt Coapman as chief marketing officer. . . . **Charles & Colvard (CTHR)** opened a wholesale distribution center in Panyu, Guangdong, China. . . . **ClearOne (CLRO)** is a signature sponsor of TSI APAC-MEA Hub powered by USAV, a division of PSA Security Network. Additionally, the company's BMA 360 product was awarded the 2021 Installation Product Award for Most Innovative Audio Hardware by Systems Contractor News. . . . **ENGlobal (ENG)**

added self-performing on-site construction to its list of client services to further increase its scope of work on current projects, qualify for additional projects and provide clients with a single source for project execution. . . . **Fluent (FLNT)** was named to five lists in AppsFlyer's Performance Index XIII, ranking highly across categories in the mobile gaming industry. One list named FLNT as a top ten media source for in-app purchases among iOS users in North America and global markets. . . . **Liberated Syndication (LSYN)** podcast advertising rates took a slight dip in September and upticked slightly in October. LSYN also appointed Bradley Tirpak as CEO. Finally, LSYN acquired certain assets of PODGO Media, a fast-growing, membership-based platform that connects highly-engaged podcast audiences with advertisers. . . . **Smith-Midland (SMID)** was awarded a \$4.15 million contract expansion to provide rental barriers for the I-64 Hampton Roads Bridge-Tunnel expansion project with Hampton Roads Connector Partners. . . . **SPAR Group (SGRP)** announced the election of Sean

M. Whelan and Michael Wager to the board. The company also reported an investment into a larger team and resources to provide expanded distribution center staffing services to retailers and consumer goods companies. . . . **TOMI Environmental Solutions (TOMZ)** obtained EPA registration for its 0.35% hydrogen peroxide BIT Solution, an all-in-one disinfectant for use across the entire food supply chain.

INSIDER TRANSACTIONS

COMPANY	SHARES TRADED	# OF TRADES	PRICE RANGE
Aehr Test Sys. (AEHR)	A-10,102	4	\$1.19-\$2.18
	AS-20,000x	1	\$15.00
	OE-14,000	1	\$1.22
	S-150,946	6	\$14.08-\$18.87
	S-11,000x	2	\$15.67-\$19.90
ARC Document (ARC)	AB-111,159	6	\$2.73-\$3.18
One Stop Systems (OSS)	S-8,254x	1	\$5.25
Sono-Tek Corp. (SOTK)	D-85,769	4	\$4.67-\$6.49
	OE-221,000	4	\$0.61-\$2.45
	S-100,958	9	\$5.41-\$5.95

A-Acquisition (Non Open Market), AB-Automatic Buy, AS-Automatic Sell, B-Bought, D-Disposition (Non Open Market), OE-Option Exercise, S-Sold, x-indirect holdings. Information obtained from Nasdaq.com.

BUCKAROOS SPEAK

The Game Plan and multiple entry points

KonaTel (KTEL) is up 101% from my first buy and 60% from when I bought more. Should I wait until those shares also double before I sell?

-Joseph W.

KTEL has performed exceptionally and reported strong quarterly earnings last time around. Earnings are coming up, but our focus is obviously on the long run. Your sell plan should focus on your entry point. If you have multiple entries, it can seem tricky.

The Game Plan (page 2) states that you should sell half of your holdings at a double only and the remainder after a 25% drop from the most

recent high (after doubling). For multiple entries, it's up to you whether you sell based on a double from the average cost of the two entries or as individual positions. Both are effective in generating profits.

Companies raising capital

If a company needs money, how do you know if its going to do an offering or issue debt?

-Sam K.

There is no definitive way of knowing what method a company will use to raise capital. If it has a history of secondary offerings, then that is a likely possibility. The best thing to watch out for is a high debt/equity ratio with minimal cash, which is a huge red flag.

COMPANY OF THE MONTH... CONTINUED

Total assets have hovered around \$39 million in recent years and total liabilities are down to \$13.6 million. The stock has a current ratio of 2.4, demonstrating great financial health.

All of DYNT's value metrics are lower than the competition, including the price/book (P/B) ratio of 1.5, which is 64% lower than its competitors' average.

Price/sales (P/S) is not as relevant since sales growth is not a major factor in our thesis. However, the company's P/S ratio of 0.49 is only 9% of the industry average (5.2). These phenomenal metrics justify paying a higher premium for the stock as long as it maintains healthy fundamentals.

Moving forward, DYNT must continue to improve operational income and maintain consistent bottom-line results. Positive operational cash flows are becoming increasingly consistent, setting the company up for long-term asset generation.

DYNT is up 157% over the past year following higher sales, better financial outlook and overall strength from small stocks. Our ideal entry point is \$1.20, 21% below the current share price. However, anything under \$1.60 will suffice as the stock is undervalued relative to its competition.

Management

The Dynatronics management team missed a few crucial marketing opportunities following our initial recommendation in 1998 but has since become more proactive. John Krier was appointed CFO in March 2020 and took on the role of CEO in July 2020. Prior to joining Dynatronics, Krier was the VP of marketing and commercial operations at Breg, a customer of DYNT. He has a proven track record in driving commercial success and headed 13 successful acquisitions in his prior positions.

Norm Roegner, CFO, joined DYNT in November 2020. He was previously the VP of finance for a global leader of manufacturing services to the medical device market. Roegner has over 20 years of experience in senior finance positions.

Management has been more transparent recently. Although we are optimistic about this management team, Roegner and Krier have not been purchasing shares. Considering insiders currently hold 26% of the outstanding shares, we would like to see these new executives accumulate larger positions in the stock down the road.

Outlook and Conclusion

The Selected Rehabilitation and Bracing markets are projected to grow at 5.3% CAGR and 6.5% CAGR, respectively. The largest growth is anticipated from the Bracing market, which should total \$1.8 billion by 2025. Minimizing recovery times will always be in demand and rehabilitation systems are the top solution outside of pharmaceuticals.

DYNT is in a strong position to capture more of this market and create value in the process. Management has repeatedly expressed interest in growth via acquiring companies with at least a 40% gross margin and immediate cash flow contributions.

The two risks of investing in Dynatronics are the recent jump in share price and its low float, which implies higher volatility. However, we believe that the company offers a lot of long-term value at the right price. If DYNT continues on its current path, then it should be able to outperform the industry and continue to create value.

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Beginner's Portfolio Up 482%

BOUGHT: CLRO (200 Shares) @1.50 = \$300

SOLD: SB (100 Shares) @ 4.08 = \$408
VATE (100 Shares) @ 4.60 = \$460

		Cost	11/05/21			Cost	11/05/21			Cost	11/05/21	Proceeds
LEAT*	488/Jan '18	2,650		YCBD	600/Dec '20	348		ARC	530/Aug '21	604		From Sales
BOSC	510/Aug '18	698		TBTC	587/Feb '21	710		BABB	157/Aug '21	160		17,411
ISIG	262/Apr '19	175		MNDO	586/Mar '21	648		PRKA	169/Aug '21	139		408
VATE*	460/Jul '19	455		IAIC	573/Apr '21	640		TOMZ	406/Aug '21	268		460
BUKS	134/Mar '20	132		IBAL	371/May '21	382		CTHR	586/Sep '21	662		(300)
BGCP*	512/Sep '20	514		KTEL	219/Jun '21	290		CLRO	300/Nov '21	300		17,979

Current Holdings Value: 9,775

Proceeds from Sales: 17,979

Total Value of Portfolio: 27,754

Original cost for all stocks: \$4,766

*Half of original holdings

Gain: 27,754 minus 4,766 = 22,988

Percentage of gain: 22,988 divided by 4,766 x 100 = 482.3

Compound Annual Growth Rate: 9.13%

Comments: This is a simulated portfolio for those who would like to actively participate in the stock market... **They want an approach that will serve as a learning situation**... An investment of up to \$600 a month is required... **With each new Company of the Month, 100 shares are purchased until we had 18**... We began using 200 shares each in 2017 to use more cash... We use an internet broker... **We follow the Bowser Game Plan. Portfolio started Sep. '01.**

Beginner's Portfolio Explanation

The Beginner's Portfolio's all-time gain climbed to 482% as **INNOVATE Corp. (VATE)** doubled. **Safe Bulkers (SB)** dropped 25% from its recent high after doubling, resulting in the sale of our remaining shares. We replaced SB with **ClearOne (CLRO)**, September's Company of the Month.

EARNINGS

	Quarter Ended	Current Sales	Same Period Last Year	Current Earnings	Same Period Last Year	Comments
ARC Document Solutions (ARC)	09/30/21	\$72,432,000	\$72,379,000	\$3,137,000	\$2,628,000	
BGC Partners (BGCP)	09/30/21	\$473,747,000	\$455,042,000	(\$11,402,000)	\$8,850,000	
Central Federal (CFBK)	09/30/21	\$14,780,000	\$30,517,000	\$4,076,000	\$10,186,000	
Charles & Colvard (CTHR)	09/30/21	\$10,280,311	\$7,926,293	\$827,025	\$874,266	
Clean Energy Fuels (CLNE)	09/30/21	\$70,886,000	\$86,095,000	(\$2,539,000)	(\$4,158,000)	
ENGlobal Corp. (ENG)	09/25/21	\$5,921,000	\$15,729,000	\$2,401,000	(\$1,110,000)	(A)
Fluent, Inc. (FLNT)	09/30/21	\$85,858,000	\$78,280,000	(\$2,452,000)	\$1,169,000	
Information Analysis (IAIC)	09/30/21	\$4,299,925	\$3,922,746	(\$95,527)	\$214,703	(B)
INNOVATE Corp. (VATE)	09/30/21	\$394,800,000	\$170,500,000	(\$214,500,000)	(\$21,600,000)	
Insignia Systems (ISIG)	09/30/21	\$3,493,000	\$4,435,000	(\$921,000)	(\$886,000)	
Mace Security (MACE)	09/30/21	\$3,819,000	\$4,757,000	\$142,000	\$682,000	
Rada Electronic (RADA)	09/30/21	\$32,004,000	\$20,359,000	\$6,039,000	\$2,126,000	
Safe Bulkers (SB)	09/30/21	\$92,494,000	\$51,933,000	\$55,379,000	\$3,311,000	
Sono-Tek Corp. (SOTK)	09/30/21	\$7,714,935	\$6,909,185	\$1,610,576	\$345,691	
TRxADE Health (MEDS)	09/30/21	\$2,550,046	\$6,332,269	(\$1,301,748)	\$138,391	(C)
Where Food Comes From (WFCF)	09/30/21	\$6,545,000	\$6,197,000	\$867,000	\$730,000	

(A) *ENG's bottom line improved despite the significant decline in sales as a result of two one-time other income sources: \$5 million in PPP Loan forgiveness and \$1.4 million in employee retention credits.*

(B) *IAIC made significant selling, general and administrative investments in the most recent*

quarter, resulting in the lower earnings. According to CEO Jamie Benoit, these investments "position the company for growth and the transformation IAIC will outline in coming months."

(C) *The drop off in MEDS's sales is attributed to the lack of PPE sales experienced in 2020.*

NOTES BY THE EDITOR

Noteworthy movers this month were Aehr Test Systems (AEHR) and KonaTel (KTEL). KTEL made its biggest run up since recommendation. **Sono-Tek (SOTK)** also pushed higher following a fantastic quarter, hitting a new all-time high price of \$6.74.

Evolving Systems' (EVOL) major asset sale on the first trading day after our recommendation put subscribers in an unusual scenario. The sale eliminates the long-term upside discussed in our write-up. It is up to our subscribers as to whether



they want to speculate on a potential cash payout or sell open positions in EVOL.

Bowser stocks have kicked off the earnings season with a bang! Ten of the stocks reported year-over-year revenue growth, six of which had record breaking quarters. Remember to focus on those companies that are delivering strong results with healthy underlying fundamentals.

To that end, we've received some communication about portfolio results. Always remember to (1) keep a long-term mindset; (2) **DIVERSIFY**; (3) review the May 2021 and July 2021 newsletters about entry points to limit downside risk; and (4) stick to a plan.

The past year and a half has made investors impatient, which is not good. Discipline and patience are foundational. With those the profits will come.

FIVE BOWSER STOCKS UP AND DOWN

KonaTel (KTEL)	UP	68%	ClearOne (CLRO)	DOWN	32%
Aehr Test Sys. (AEHR)	UP	32%	Safe Bulkers (SB)	DOWN	23%
Sono-Tek (SOTK)	UP	28%	Mace Security (MACE)	DOWN	17%
INNOVATE Corp. (VATE)	UP	20%	Insignia Systems (ISIG)	DOWN	17%
Evolving Systems (EVOL)	UP	19%	TRxADE Health (MEDS)	DOWN	15%