

# DYNAMIC NEWS

Cornerstone of Quality

VOL 14 Summer 2012

## All Life is Lived before GOD

by Bruce Henderson

ALL OF LIFE IS LIVED BEFORE GOD! Like many of us, I was accustomed to compartmentalizing my life; work, family, play, health, church. What I've found is it doesn't work that way because God is over and above all my compartments. He sees them all at once and in unison one with the others. Why does this matter? Because when the contents of one compartment overflow into the others, there is no way to separate and control. It is precisely at that point that we can recognize our need to see our lives as God sees them, all total.

*The eyes of the LORD search the whole earth in order to strengthen those whose hearts are fully committed to him 2 Chron 16:9 (NLT)*

Maybe like you, I too have had the compartments of my life overflow. In the past three years, life-threatening illnesses have taken center stage in my life. In 2010 I had an emergency five-way by-pass surgery, yet by God's grace was back to work in just three weeks. Then in 2011 a serious staph infection on my left foot had me in the hospital and undergoing surgery again, yet I was back to work in about three weeks, by God's grace. This year I was diagnosed with stage 4 prostate cancer, yet in less than a week was completely pain free and working full days while receiving a daily oral medication and a shot once

**...whose hearts are fully committed to Him**

every six months. Again, by God's grace, I'll not need radiation or chemo-therapy. I share all this not to illicit sympathy or concern, but to loudly proclaim the GOODNESS OF GOD. Understanding that all of life is lived before Him and dedicating your entire life to Him first will put you in the category of "those whose hearts are fully committed to Him"; then He will strengthen you in your times of need, just as my testimony proves.

Our faith is proclaimed here at Dynamic Sales in everything we do and this is just our way of making sure God gets the Glory for all He has done. Just as with my illnesses, we have believed God's commitment to His word and we have seen His faithfulness. In a time of concern and economic uncertainty, our faith in God's provision has stood strong and He has been constant. We have just finished our second strongest year in the company's history, again not because of our strength, but because of His goodness and faithfulness.

Maybe you've come to recognize that your life's compartments are not as neat as you once thought. If you would like to discuss the place God wants to have over your compartments, Jim or I would be excited to share with you anytime. Contact us, perhaps we can go to lunch, it will be our expense, because it is all God's business.



### PRESIDENT'S MESSAGE

Praise God! I thank God for all He has done and all He is doing here at Dynamic Sales, through Dynamic Sales and with Dynamic Sales and our employees.

As Bruce mentioned, we have finished our second highest year in 47 years of business, and look forward to what Christ has in store for the 2012/2013 fiscal year.

We also give thanks to you, our valued customers. Your faith and confidence in Dynamic Sales is never taken for granted and is valued greatly. We make it our pledge to continue to earn your trust and to bring you unmatched Service, Quality, Commitment, and Integrity.

Again, with this newsletter we highlight another new product line - Mayhew Steel Products.

We continue to look for and add products and services that provide value and benefit for our customers. If there are products or services you would like us to consider adding, let your sales rep or me know.

We give Christ the glory for what He has accomplished for us.





At Dynamic Sales Co., Inc., we bring long term benefits and solutions to our customers to help you achieve greater market share, increase revenue, operate more efficiently, and create more satisfied customers on your end.



Dynamic Sales Co., Inc.,  
Cornerstone of Quality.  
An industry leader since  
1966.

Our Dynamic team is prepared, knowledgeable and willing to provide you with exceptional customer service in order to earn your trust and confidence.

## Dynamic Sales Partners with MAYHEW

Mayhew Tools™ has been manufacturing Punches and Chisels in the Western Massachusetts town of Shelburne Falls since 1856. As the oldest punch and chisel manufacturer in the United States, Mayhew Tools™ has grown from a small tool house to the leader of the industry.

Over time our product line has grown to include an assortment of Wrecking Prying Bars, Masonry Tools, Handguarded Tools, Screwdriver Pry Bars, Brass Punches, Pilot® Punches, Nail Sets, Carbon Scrapers, Hollow Punches and Hook & Pick Sets. Our current manufacturing facility is located in Shelburne Falls, Massachusetts. As we celebrate 150 years in business, our passion for manufacturing quality hand tools continues. In January of 2002 we moved to new facilities in Turners Falls, Massachusetts. This facility houses our corporate offices and a 25,000 square foot warehouse. Along with shipping and receiving functions, the warehouse is also responsible for final tool assembly and product packaging.

For over 150 years, Mayhew Tools™ has been manufacturing quality hand tools. The use of S-Series and 6150 alloy steel, precision heat treating, and advanced techniques result in products of long life, durability and toughness. Therefore, any product manufactured by Mayhew Tools™ with the Lifetime Warranty Star Seal which fails to render service due to defect in workmanship or materials will be replaced at no charge.

Quality. Dependability. Confidence. When the caliber of the tools is just as important as the skills of the professionals employed, businesses trust Mayhew to get the job done. Since 1856, our punches, chisels, and pry-bars have been the go-to tool for OEM's and professionals throughout the country. and while our company has grown to meet the needs of the professional market, as well as those of the do-it-yourself enthusiasts, our focus has never changed-leveraging our strength to build your business.



## Lithium Ion Batteries

***Lithium Ion batteries have revolutionized the power tool market with superior run time, more power, lighter weight and greater productivity.***

Remember when cell phones were the size of a brick, and we carried a bag with them to hold the battery pack? Today they are pencil thin and have more computing power than our old desktop computers. And who can forget the old heavy laptops that allowed us to take the work with us.

All that has changed, and one reason is longer lasting and better performing lithium ion (Li-Ion) batteries

That same technology has been embraced by the power tool market with great success - especially from MAKITA.

From an ergonomic perspective, Li-Ion batteries make a big difference in worker fatigue. These new batteries hold more power in the same size or even smaller size package as the old Ni-Cad batteries they are replacing.

Another advantage is fade-free power throughout the discharge cycle. The old Ni-cads lose power during use, creating frustration. The Li-Ion avoid this power loss and give full power until completely discharged. This allows a user to short cycle a charge and have full power available for peak performance.

Makita has been a leader and innovator in this market for more than 5 years. They introduced the line correct the first time and have only increased the product line since. The Makita line now encompasses over 50 tools that run off the same battery platform

Additionally, all of their 18V Li-Ion tools are available bare, meaning you can make custom kits, buy additional tools or replace tools without having to buy another charger, 2 batteries, and a carrying case.

Dynamic Sales has teamed up with Makita for a **Summer of Savings** on Makita products. Be sure to contact your sales rep for the complete story on the Makita line, to arrange a demonstration, and to find out about the great summer savings.



Dynamic Sales Co., Inc-  
providing our industry  
with contractor & industrial  
supply solutions,  
jobsite delivery,  
inventory management,  
pricing guarantees,  
technical assistance, and  
application advice. We  
welcome your suggestions  
and ideas on how we can  
serve you better.



Service, Quality,  
Commitment, and  
Integrity. The four points  
of the Dynamic Star  
and our pledge to our  
business partners and  
community.





**Dynamic Sales Co. Inc.**

9419 Koenig Circle | St. Louis, MO 63134

PHONE 1.800.446.6656 | FAX 314.428.2638

## Welcome to Dynamic Sales!

We are a Christian, family owned, small business, established in 1966 by Wayne Henderson.

We are open Monday through Friday from 7:30am—5pm CST. Stop by to see our showroom or check us out on line at [www.dynamicsalescoinc.com](http://www.dynamicsalescoinc.com)

## Dynamic Employees

### **Rusty Reneau**

*Rusty has been employed with us since March of 2010*

*Rusty and his wife, Shonda have been married 10 years*

*Rusty has 2 children, Hallie and Sawyer*

*Rusty hails from Amarillo, TX*

*Rusty graduated from Wayland Baptist University in Amarillo, TX with a degree in Business Administration*

*Rusty is a Cards fan, enjoys sports and values time with his family*

*Rusty is actively involved in his local church*



**Dynamic Sales proudly salutes Rusty and his dedication to our company**