



# **DYNAMIC SALES CO. INC.**

9419 Koenig Circle Dr  
1-800-446-6656  
† JOHN 14:6

314 -428-2702  
SINCE 1966 - A PROVEN LEADER  
[www.dynamicsalescoinc.com](http://www.dynamicsalescoinc.com)

St. Louis, MO 63134 USA  
FAX: 314-428-2638  
PROVERBS 16:3

## **Dynamic News**

### **Welcome to Dynamic Sales!**

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

**As our logo says, we are **The Sign of Quality**.**

**We are open Monday through Friday from 7:30am - 5pm CST. Stop by to see our showroom!**

# THEN



# NOW



In 1966, Wayne Henderson began Dynamic Sales at 8610 Natural Bridge. We operated at that corner for 37 years, expanding and purchasing properties next to us.

In 2003, we moved to our present location, **9419 Koenig Circle**. We now have all operations under one roof, we have a showroom, new computer systems, and a warehouse with 3 dock doors.

If you haven't seen Dynamic Sales lately, you haven't seen Dynamic Sales.

We have grown our inventory, added new lines and have an up to date, informative website.

So visit us today at **9419 Koenig Circle** and on the web at [www.dynamicsalescoinc.com](http://www.dynamicsalescoinc.com).



June 2008

Dynamic Sales Co., Inc.

Dynamic News Vol 1



## President's Message

WELCOME! I am excited to debut our new quarterly newsletter. It is my intent for this letter to be informative and useful for you, our valued customer. There will be articles of importance to your business, tips and suggestions for product use from the manufacturers, and more. In order to make you more familiar with your Dynamic Sales team we will feature employees from time to time.

For those who are new to Dynamic Sales, allow me to provide a little background information. We are a Christian, family owned business founded by Wayne Henderson in 1966, and we are currently operating under our second generation, with our third generation running our warehouse. We have been supplying the contractor and industrial markets with quality products and superior service for 42 years. We keep a well stocked warehouse in order to provide our customers with time sensitive deliveries.

The four points of our star represent ; **SERVICE, QUALITY, COMMITMENT, and INTEGRITY** - our pledge to our customers, business partners, and community.

If you would be interested in receiving our newsletter electronically, please let us know. You can notify your sales rep and give them your e-mail address, or e-mail me at: [jim@dynamicsalescoinc.com](mailto:jim@dynamicsalescoinc.com)

I welcome your comments and input.

In His Grip, Jim

## National Federation of Independent Businesses - NFIB

The National Federation of Independent Business is the leading small business association representing small and independent businesses. A nonprofit, nonpartisan organization founded in 1943, NFIB represents the consensus views of its members in Washington and all 50 state capitals.

NFIB's mission is to promote and protect the right of our members to own, operate and grow their businesses. NFIB also gives its members a power in the marketplace. By pooling the purchasing power of its members, the National Federation of Independent Business gives members access to many business products and services at discounted costs. NFIB also provides timely

information designed to help small businesses succeed.

### What Is NFIB?

NFIB members are a diverse group consisting of high-tech manufacturers, retailers, farmers, professional service providers and many more.

When NFIB speaks on its members' behalf, lawmakers in state legislatures, Congress and the White House listen. No wonder *Fortune* magazine acknowledges NFIB as the top-ranking business lobbying organization in Washington.

But NFIB's policy advocacy strength didn't come overnight. NFIB started out small. One man, Wilson Harder, founded the organization in 1943. Harder began with a

home office and sold the first memberships to his neighbors. Harder's vision was to give small and independent business a voice in governmental decision making through policy advocacy.

This vision remains strong today. NFIB sets its public-policy positions by regularly polling members and acting on their advice. Once this member ballot is tallied, NFIB carries a unified message to Congress and the state legislatures on behalf of small business owners.

In the last several years, NFIB has enlarged the scope of its policy advocacy. NFIB has entered the political arena to support pro-small business candidates for state and national office. [continued](#)



**NFIB's Mission**  
is to promote  
and protect  
the right of our  
members to  
own, operate,  
and grow their  
businesses.



**The Purpose of STAFDA is to**  
**Encourage,**  
**Promote,**  
**Conduct**  
**Research,**  
**Develop**  
**Programs,**  
**Collect &**  
**Disseminate**  
**Information...**

## National Federation of Independent Businesses - NFIB

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In 2000, it added the NFIB Legal Foundation, representing small business interests in the judicial system. The NFIB Young Entrepreneur Foundation provides scholarships and internships to the entrepreneurs of tomorrow. And the NFIB Research Foundation provides policymakers, small business owners and other interested parties empirically based information on small business. NFIB also continues to build alliances with various businesses, allowing the organization to provide services to members at special prices.

### Mission

NFIB's mission is to promote and protect the *right* of our members to own, operate and grow their businesses.

### Core values

#### Our Employees

We provide personal and professional growth through education and mentoring.

We support an entrepreneurial environment where new ideas are embraced. We recognize and reward excellence and outstanding performance.

#### Our Members

We listen and respond to our members' needs.

We are committed to exceeding our members' expectations.

We are committed to excellence in advocacy and all we do on behalf of our members.

Our members determine the public policy positions of the organization -- one member, one vote.

#### Our Team

We collaborate and communicate for team success.

We recognize and reward outstanding team performance.

We celebrate success and have fun.

#### Our Workplace

We expect the highest ethical standards in all our activities.

We value an environment of trust, integrity and respect

for human and spiritual values.

We collectively determine the success of our endeavors, and each person has a valued contribution to make.

### NFIB

#### Membership Profile

NFIB's national membership spans the spectrum of business operations, ranging from sole proprietor enterprises to firms with hundreds of employees. While there is no standard definition of a "small business," the typical NFIB member employs five people and reports gross sales of about \$350,000 a year. The NFIB membership is a reflection of American small business.

NFIB has membership offices in Nashville, Tenn., legislative and political offices in Washington, and an office in each of the 50 state capitals. Learn about the NFIB staff in your state, and how they act on your behalf in your state capital!

## Specialty Tool & Fastener Distributors Association - STAFDA

**The Specialty Tools & Fasteners Distributors Association (STAFDA)** is a not-for-profit educational trade association comprised of distributors, manufacturers, and rep agents of light construction, industrial, and related products. STAFDA membership also includes publishers of industry trade press (affiliates). STAFDA has nearly 2,900 members from the U.S., Canada, and overseas. Our educational programs include regional meetings, webinars, and workshops in addition to 65 different services/benefits offered, including valuable benchmarking reports. Our three latest books – *Foundations of a Business*, *Sales Pro*, and *Counter Pro* – are three terrific self-study tools for employees.

### PURPOSE OF STAFDA

**Encourage** legal, ethical and friendly business relations, and to maintain and enhance competition within the industry.

**Promote** a better understanding of the economic value of the functions performed by distributors of power tools, construction fasteners, and related accessories among customers and suppliers. **Conduct Research** for the benefit of the membership as a whole, and to develop ways and means of increasing the value of distribution to the free enterprise system.

**Develop** and promote programs to educate the members on the importance of the wholesale distribution channel leading to an efficient and competitive economy.

### Collect and Disseminate

statistical information to participating companies without reference to individual members. The primary purpose of these reports is to promote efficient and competitive operations.

**Advise** members of legislation, regulations and lobbying efforts affecting their business.

**Exert** its best efforts toward the development of a more effective, efficient and economical wholesale distribution channel.

**Cooperate** with other organizations in a legal and ethical manner.

**Ensure** the accomplishment of any objectives or purposes herein set forth or which shall be recognized as proper and lawful objectives

continued next page

## Specialty Tool & Fastener Distributors Association - STAFDA

Continued from page 2 of this Association, all of which shall be consistent with public interest and in the interest of the specialty distribution industry.

**Georgia H. Foley** has been STAFDA's executive director since January 2000. Her duties include overseeing all meeting planning activities, member programs, association relations, financials and communications. She joined STAFDA in August 1994 as member services director and was promoted to assistant executive director in June 1998. Prior to joining STAFDA, she was the executive director of the Exhibit Designers & Producers Association (EDPA) for 7 years. In

addition to her STAFDA responsibilities, she recently served on the Board of Directors for the Small Business Legislative Council (SBLC), Washington D.C. She is the 2007-2008 Chairman of the Association Education Alliance (AEA), Annapolis, MD, and is Vice Chair of the University of Industrial Distribution (UID) Steering Committee. Georgia holds a B.A. from Marquette University, Milwaukee, WI.

**Dynamic Sales** is a founding member of STAFDA, and has been involved in the leadership and direction of STAFDA. Our current President, Jim Henderson served on the board of directors for 3 years,

and maintains an active roll in the organization.

Our membership and association with STAFDA is a vital aspect of our business, as it provides educational and instructional expertise otherwise unavailable to our company.

For more information on STAFDA, contact them at Specialty Tools & Fasteners Distributors Association P.O. Box 44, Elm Grove, Wisconsin 53122 (262) 784-4774; (800) 352-2981; FAX (262) 784-5059 or visit their website [www.STAFDA.org](http://www.STAFDA.org)

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## Need To Know How To Specify a Diamond Tool? Ask The Right Questions.

### What is the primary material that needs to be cut?

We have organized our catalog so that the material being cut runs along the top of each page. Various materials include cured concrete, asphalt, green concrete, brick, block and granite or marble.

### Will water be used to provide cooling for the blade?

In our catalog, sections marked in blue require water during use. All sections in black mean that water is not necessary. In most applications, water will improve the life of the blade.

### What kind of equipment will be used?

The equipment used with diamond blades have specific power ratings and only certain blades and core bits will work

on certain types of equipment. Equipment varies from cut off saws to 65 HP walk behind saws.

**What is the arbor size of the equipment?** It is important that the arbor of the product fits correctly on the equipment. A one inch and a 20mm arbor are very common; However, it is always good to check the arbor size. Also, some arbors are threaded.

**How large is the job to be completed?** This will determine the type and quality of the product you will need as very large projects need a more superior bond and diamond height.

Based in Atlanta, **Dixie Diamond Manufacturing** has

been Manufacturing diamond saw blades and bits since 1969. Using only top quality materials and equipment, the company remains one of the few family owned diamond blade and core bit manufacturers in the U.S.A..

**Dixie Diamond Manufacturing** strives to outperform the industry by manufacturing the highest quality diamond tools in the United States at our factory just north of Atlanta, Georgia. Brothers Garrett and Greg Wolters constantly reinvest in their factory by purchasing the most up to date equipment on the market. Our processes require the finest material available to make a truly reliable product and a satisfied customer base.



**Dixie Diamond Manufacturing** remains one of the few family owned diamond blade and core bit manufacturers in the USA.