



January 2009

Dynamic Sales Co., Inc.

Dynamic News Vol 3



## President's Message

Value Added, partnership, win-win, these are popular phrases in the business community, and to many that is all they are - phrases. Here at Dynamic Sales, they are not empty phrases, they have been woven into the fabric of how we do business for 43 years!

In this newsletter I will highlight the value that we bring beyond that of quality products at competitive prices. It is important to do business with a company that understands the importance of real value added, practices it daily, and has a history of living out the values it professes. We set the standards by which other supply companies are measured.

That is why our STAR logo is known as **The Sign of Quality**, representing **SERVICE, QUALITY, COMMITMENT, INTEGRITY.**

Thank you for the confidence you place in us. We will continue to earn your trust daily.

In His Grip, Jim

## Dynamic Benefits!

When you deal with **Dynamic Sales Company, Inc.**, you are dealing with a proven leader with more than 43 years of experience and success in exceeding the needs of our customers.

We bring you:

- Personalized Service
- An experienced staff
- Inventory Management Programs
- Bulk Buying Programs
- Timely Deliveries
- Product Training

In addition, **Dynamic Sales Company, Inc.**, offers you the benefit of 8 additional people on your staff, but without adding to your payroll costs.

We offer you:

- [A PURCHASING AGENT](#) - WHO BUYS FROM MANY SOURCES AND PROVIDES THIS INVENTORY TO YOU WITH EFFICIENCY AND ECONOMY
- [A PRODUCT EXPERT](#) - WHO KEEPS YOU INFORMED AND ASSISTS IN PRODUCT PROBLEM SOLVING NEEDS
- [A WAREHOUSEMAN](#) - WHO STORES THE INVENTORY IN AN ORGANIZED FASHION UNTIL YOU NEED IT
- [A DELIVERYMAN](#) - WHO DELIVERS WHEN & WHERE YOU NEED IT
- [A SERVICEMAN](#) - WHO HELPS KEEP PRODUCTS RUNNING TO REDUCE DOWN TIME
- [A FINANCIER](#) - WHO FINANCES THE PURCHASE OF INVENTORY AND EXTENDS YOU CREDIT
- [AN EXECUTIVE](#) - WHO USES A NATION-WIDE NETWORK OF CONTACTS TO BRING YOU THE LATEST PRODUCTS, WHILE REPRESENTING YOUR NEEDS TO THE MANUFACTURER
- [AN INSURER](#) - WHO TAKES THE RISK OF OBSOLETE INVENTORY, SHRINKAGE, AND OTHER NON-PROFITABLE LOSSES FOR YOU continued

Because we do these jobs for you, the products you purchase come with the *added value* of these services - **automatically!**

**Makita**  
INDUSTRIAL POWER TOOLS

**LXT**  
LITHIUM-ION



**3**  
YEAR  
WARRANTY  
**LXT**  
LITHIUM-ION

Lithium-ion batteries are popular because they have a number of important advantages over competing technologies.

## Dynamic Benefits continued from page 1

You receive the expertise of these eight "employees" when you do business with Dynamic Sales Company, Inc. Together they lower your total procurement cost.

Because we do these jobs for you, the products you purchase come with the *added value* of these services - **automatically!**

Dynamic Sales Company, Inc. is also committed to meeting community needs. Through our faith, LIONS clubs, Boy Scouts of America, and other local & national organizations we are meeting our commitments to our community.

We are actively involved with the National Federation of Independent Business (NFIB) and Specialty Tools & Fastener Distributors Association (STAFDA).

To find out more about our involvement in these organizations, visit our website [www.dynamicsalescoinc.com](http://www.dynamicsalescoinc.com).

## Lithium-Ion Batteries - Why Upgrade?

Lithium-ion batteries are popular because they have a number of important advantages over competing technologies:

They're generally much lighter than other types of rechargeable batteries of the same size. The electrodes of a **lithium-ion battery** are made of lightweight lithium and carbon. Lithium is also a highly reactive element, meaning that a lot of energy can be stored in its atomic bonds. This translates into a very high energy density for lithium-ion batteries. Here is a way to get a perspective on the energy density. A typical lithium-ion battery can store 150 watt-hours of electricity in 1 kilogram of battery. A **NiMH (nickel-metal hydride)** battery pack can store perhaps 100 watt-hours per kilogram, although 60 to 70 watt-hours might be more typical. A **lead-acid battery** can store only 25 watt-hours per kilogram. Using lead-acid technology, it takes 6 kilograms to store the same amount of energy that a 1 kilogram lithium-ion battery can handle. That's a huge difference [Source: [Everything2.com](http://Everything2.com)].

They hold their charge. A lithium-ion battery pack loses only about 5 percent of its charge per month, compared to a 20 percent loss per month for NiMH batteries.

They have no memory effect, which means that you do not have to completely discharge them before recharging, as with some other battery chemistries.

## Lithium-Ion Batteries - Why Upgrade continued

Lithium-ion batteries can handle hundreds of charge/discharge cycles.

The price of NiCd's is poised to skyrocket in 2009. In China, where a majority of NiCds are produced, a 13 percent rebate on the export of NiCd batteries expired January 1.

The EU has passed legislation imposing tight restriction on the labeling, recycling and composition of all batteries sold in the EU

California is considering similar legislation.

**The price of NiCd's is poised to skyrocket in 2009**

# FLEXOVIT®



**Therefore, abrasive wheels should be stored in a dry area and protected from large changes in temperature ...**

## Abrasive Safety Do's & Don'ts

When a damaged wheel reaches operating speed, centrifugal force and lateral pressure from the wheel being applied to the work piece can cause failure and a safety risk. Therefore, abrasive wheels should be stored in a dry area and protected from large changes in temperature, excessive humidity or contact with moisture.

### DO:

1. Handle and store wheels in a careful manner.
2. Visually inspect wheels before mounting for possible damage in transit. Resinoid can only be checked visually for damage.
3. Check maximum operating speed established for wheel against machine speed.
4. On Type 1 (flat) wheels, check flanges for equal and correct diameter.
5. Use a machine guard that covers at least half of the grinding wheel.
6. Allow newly mounted wheels to run at operating speed, with guard in place, for at least one minute before grinding.
7. Wear protective goggles or other eyewear when grinding.

### DON'T:

1. Don't use a wheel that has been dropped.
2. Don't force a wheel onto the machine or alter the size of the arbor hole and don't use a wheel that fits the arbor too loosely. If the wheel doesn't fit, get one that does.
3. Don't exceed maximum operating speed established for the wheel.
4. Don't use warped, nicked, sprung or dirty mounting flanges.
5. Don't over-tighten the mounting nut.
6. Don't grind on the edge of the wheel unless the wheel is specifically designed for that purpose.
7. Don't start the machine unless all guards are in place.
8. Don't stand in front of a grinding wheel when it starts.
9. Don't grind material for which the wheel is not designed.
10. Don't use relieved or recessed flanges with threaded hole cup wheels, cones or plugs.

THE SIGN  
OF  
QUALITY



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**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!**

## Eye On Safety



Reports from OSHA estimate that over 1000 eye injuries occur each day across the USA. Over 60 % of these cases occur in manufacturing, construction, or trade services industries. While it is not surprising that the majority of injuries happened on the jobsite, many are shocked when they realize 400 eye injuries occur everyday away from the jobsite in ordinary activities of life. Too many people have a false sense of security in everyday activities and don't believe safety eyewear is necessary. On the jobsite, three out of every five persons who suffered an eye injury were not wearing any safety glasses at all because the glasses were uncomfortable or unfashionable. Many others were injured while wearing glasses that were not appropriate for their activity. Edge Eyewear is dedicated to designing and producing safety eyewear which will eliminate eye injuries by complying with the standards written by ANSI and enforced by OSHA for this purpose.



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