



Feb. 04

Volume 4, Number 1

What to **EXPECT** from us:

- A prompt reply to your inquiries
- Knowledgeable & professional product support
- Reliable equipment that meets or exceeds spec
- On-time shipments
- Competitive Prices

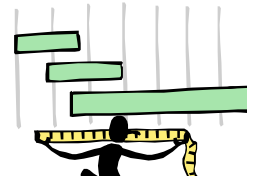
Redefining Value

At Dynamic Solutions we believe we are changing the vibration test equipment market for the better...although our competitor's may not agree! Just as the influx of Japanese motorcars in the 1970's forced the American automotive manufacturers to re-assess their operations, Dynamic Solutions is forcing the vibration industry to take a hard look at the value they offer their customers. Quickly gaining a reputation as responsive, knowledgeable and determined to win our customer's confidence, Dynamic Solutions provides robustly built, state-of-the-art vibration test equipment that won't break your budget.

Our unique business model keeps costs low and quality high at every step of the process. From design and manufacturing to marketing, sales and support – we work hard to deliver the best for less. We don't cut corners and we always guarantee your satisfaction.

Dynamic Solutions business model was designed to serve the needs of the vibration technician as well as the purchasing agent. So, not only do we build shakers with higher first resonances, bigger payload supports, superior guidance systems and the best warranty in the world... our pencils are always sharp the first time! But, it doesn't stop there.

When you contact Dynamic Solutions you can always count on a prompt and professional response because providing value means more to us than just quality and price. At Dynamic Solutions we strive to deliver value that is both intrinsic and extrinsic – because after all, we are not redefining value, you are!



The Importance of Happy Customers

Did you know that according to the Research Institute of America for the U.S. White House Office on Consumer Affairs the average business will hear nothing from 96% of their unhappy customers? And 90% who are dissatisfied will not buy again. An unhappy customer will tell his story to 9 other people and 13% of these will tell 20 or more. For every complaint received, the average company has 26 customers with problems – six of which are critical. Only 4% of dissatisfied customers bother to complain and for every complaint reported, 24 go un-communicated. 54 to 69% will do business again if their complaint is resolved and that figure goes up to 95% if the customer believes it was resolved quickly. 68% of customers who dropped a vendor did so because of company indifference and it takes 12 positive incidents to make up for one negative incident.

At Dynamic Solutions we take these statistics to heart. Dynamic Solutions is 100% committed to total customer satisfaction and we guarantee a prompt, courteous response to every phone call and e-mail. **GUARANTEED.**



WORLD CLASS Manufacturing ...



"ISO 9001 is the recognized badge of world-class excellence, and receiving this certification proves to customers that our products and services are designed and produced following corporate quality systems which meet the highest international standards."



Inside and out, the manufacturing facilities that support Dynamic Solutions are as state-of-the-art as the equipment produced there. Located in the new High Tech Zone of Suzhou, the factory is located in what is quickly becoming one of the most important industrial centers in the world.

Spanning nearly 65,000 square feet, the new impressive facilities integrate the latest technologies and insure the lowest possible operating costs. The complex consists of a manufacturing and production building with areas specifically created to support the design, assembly and testing of electro-dynamic vibration systems connected by bridge to the administrative building which houses executive offices, meeting rooms, conference facilities and classrooms. The thoughtfully designed ISO 9001 certified manufacturing plant encourages interaction between departments and enables us to respond quickly and flexibly to customers' needs.

Amongst the 120 employees are many skilled technicians and degreed engineers. Our commitment to quality and customer service can be seen at every level of the operation, where employees are trained to settle for nothing less than 100% conformance to our customers' needs and requirements, both now and in the future. Our quality management

system aims to continually improve our processes and products. Employees are empowered to detect, correct and prevent nonconformities in a timely manner. From the Receptionist to the General Manager, every employee takes great pride in the work they do and the products they produce.

The elaborate production facilities demonstrate how Dynamic Solutions is applying new and innovative business models that allow us to deliver bigger and better systems at highly competitive prices without compromising quality. Taking advantage of offshore manufacturing while maintaining strict quality control, Dynamic Solutions is poised to become a future industry leader.

Customers wishing to visit the plant or discuss specific requirements with our Application Engineers are encouraged to call the Sales and Marketing Office at 818-831-0832 to schedule a tour or meeting.



New Product Development

We Have
FORCE

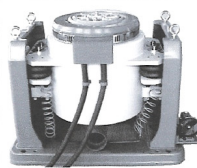
TO BE RECKONED WITH

dynamic solutions

Is proud to offer
The **BIGGEST**

100% Air Cooled

**Shaker System
in the WORLD!**



- 16000 force pounds!!
- Full 2" Stroke
- High First Resonance
- Over 1 Ton Payload Support!

**THREE
YEAR WARRANTY***

*on all parts - incl. armatures and field coils

Call Us Toll-free:
877-767-7077
for Shaker Systems
From 55 to 16,000 lbf.

WE TAKE TRADE-INS!
WE ALSO SELL USED
SHAKERS

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www.dynsolusa.com
dynsolusa@dynsolusa.com



Dynamic Solutions' new DS-16000/17-70 Shaker System

Less than one year ago, Dynamic Solutions first introduced its line of electro-dynamic shaker systems which ranged in size from 55 to 13,000 pounds-force at the SAE Noise & Vibration Conference and Exhibition in Traverse City, Michigan. That was the beginning. Now with installations in Southern and Central California, the Midwest, the Pacific-Northwest and Canada we are expanding our product line to include bigger shakers and power amplifiers.

In October 2003 we introduced our newest model, the DS-16000/17-70 shaker system rated at **16,000 force-pounds** peak sine force which is the largest 100% air-cooled shaker system in the world. The release of

the DS-16000 illustrates our commitment to growing our shaker product line to meet the demands of the American market.

Now, in 2004, we are already planning the release of our first water-cooled shaker, the DS-35000, designed to offer a **BIG 35,000 lbf.** peak sine rating. Now, that is **FORCE TO BE RECKONED WITH!**

Backed by one of the finest and most motivated engineering groups on the planet, Dynamic Solutions new product development is moving forward at a record pace. Product designs are carefully evaluated in terms of reliability, durability, price and performance to ensure that every shaker in our line provides our customers with maximum value. Each new model is then methodically built and tested in full compliance with ISO-5344 and is required to meet stringent quality standards prior to release in the market.

Dynamic Solutions is always interested in learning more about the features and capabilities that are important to our customers and we welcome your input. Our engineers are eager to turn your ideas into innovative test equipment designs that are reliable and affordable and of course, backed by our signature **THREE YEAR PARTS** warranty. Dynamic Solutions plans to develop products specifically engineered to meet customer's demands because we don't only want to build shakers that are bigger, we want to build shakers that re **BETTER.**



Centerpole for the soon-to be-released DS-35000

dynamic solutions

is the **#1 CHOICE**
FOR REPLACEMENT AMPLIFIERS

- 3 YEARS WARRANTY on parts
- Robust IGBT Design
- Competitive Prices
- From 10 to 300kva
- All 100% Air Cooled
- Built to mate with your existing shaker (UD, MB, LE and LDS)



DS SA120 for a UD T1000

References Available
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ASK US ABOUT REPLACING YOUR OLDER AMPLIFIERS WITH NEW STATE-OF-THE-ART SWITCHMODE AMPLIFIERS BACKED BY OUR SIGNATURE FULL THREE YEARS PARTS WARRANTY!

"The Chinese have gained achievements in only 20 years which would take many other countries two centuries to accomplish."

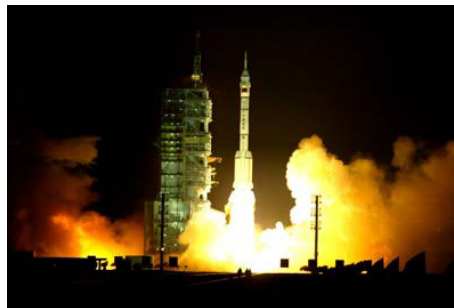
**James Wolfensohn
World Bank
President**

Vibration Testing Shenzhou V

In preparation for the Shenzhou missions, China vastly improved its facilities for space flight research and training and the same shaker systems available to you under the Dynamic Solutions label were there to support their space program.



The certificate pictured above acknowledges the contribution the vibration system made to the Shenzhou-5 Manned Space Program



The new Space Technology Research and Test Center in Tangjialing, northwest of Beijing, includes spacecraft integration halls, space environment chambers (such as the world's fifth largest vacuum chamber), vibration test facilities and laboratories. The vibration test facilities in Tangjialing include the first 12000-lbf shaker ever produced at our new factory.



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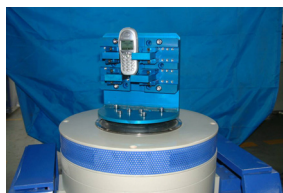
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The TIA (telecommunications Industry Association) recently released FOTP-11 "Vibration Test Procedure for Fiber Optic Components and Cables," TIA/EIA-455-11-C which is intended to determine the effects of vibration within the sinusoidal and random vibration environments that may be encountered during the life of the fiber optic component. The procedure is applicable

to all types of fiber, cable or cable assemblies, and fiber optic devices including connectors, splices, passive branching devices (couplers), etc.

Dynamic Solutions has small to medium air-cooled shaker systems perfect for accelerated life and certification testing requirements of consumer electronics and telecommunications devices including cellular phones, PDAs and mp3s. In addition to our electro-dynamic vibration and package testing equipment, Dynamic Solutions can design and supply custom magnesium fixturing as well as standard cube and L-bracket style mounting brackets for turnkey solutions that satisfy your specific testing requirements.

The telecommunications industry is more competitive than ever so you need a solution that is reliable and cost effective. Dynamic Solutions has the answer. Give us a call and find out why so many companies are turning to Dynamic Solutions for reliable, affordable testing.