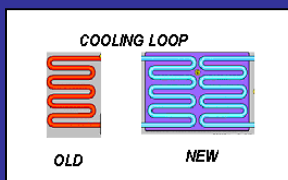


Oct-04

Volume 6, Number 1

**NEW
DS-40000
OFFERS
IMPROVED
RELIABILITY**



- **DOUBLE ARMATURE COOLING LOOP**
- **40,800 LBF**
- **LONG STROKE: 2.44" between stops and 2.0" continuous duty**
- **100G'S MAX. ACCELERATION**
- **NEW "COOL" CURRENT LEAD DESIGN**
- **BUILT IN AN ISO: 9001 PLANT**
- **TESTED TO ISO-5344**

NEW SHAKER EXCEEDS EXPECTATIONS!

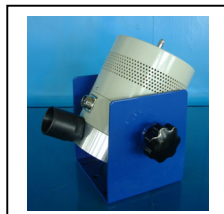
The new DS-40000/23-200 shaker system puts out an amazing 40,800 force pounds! The innovative new designs of the armature guidance system, current leads and cooling system solve many of the problems identified with previous generation designs by competing manufacturers offering similar performance. "The new design features and competitive pricing intrigued us enough to want to put the system to the test," commented Rick Smith of Wyle Laboratories in El Segundo, "Our goal is to have a system in our facility before 2005."



DYNAMIC SOLUTIONS NEW DS-40000

The DS-40000 is distinguished by its highly efficient dual cooling loop that cools the field coils more than twice as efficiently as older designs and a new failure-proof current lead design that requires no external cooling. In addition, the new armature link-arm guidance system uses durable isolation bearings instead of rubber shear mounts. The new guidance design facilitates higher displacements (allowing a big 2.36" for shock) and is guaranteed to resist fatigue. And as with all of our new shaker systems, the DS-40000 is backed by our "best in industry" three years parts warranty. For more information, please contact us at sales@dynsolusa.com.

What the BUZZ is about...



Our new electro-dynamic STINGER MODAL THRUSTER offers a high force-to-weight ratio and can be current or voltage driven. Perfect for testing structures this shaker is capable of generating over 100 pounds of force. THE STINGER'S one-inch stroke and matching wide-band amplifier makes this system an excellent choice for modal analysis over a wide range of frequencies. Trunion mounted and competitively priced, the STINGER is the perfect solution for your swept-sine, sine, random, burst-random, and pseudo-random modal test applications. SEE IT AT AUTOMOTIVE TESTING EXPO IN NOVI, MI this October 27, 28 and 29.



"One of the reasons why Nokia and other companies are coming to Beijing is the flexibility and efficiency you get from employees in China — their energy and their desire to make products successfully. I don't think you can beat that anywhere in the world right now,"

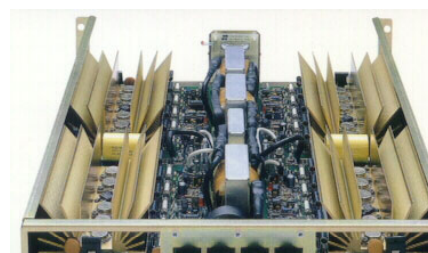
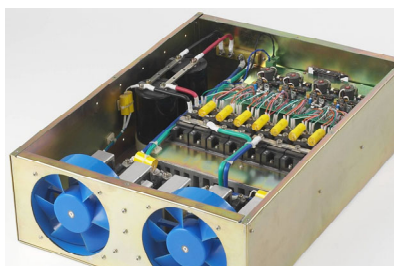
Steven Marcher,
Nokia Beijing

"The abundance of manual labor is legendary in this country of one billion people, but brainpower is quickly catching up."
-Michael Kanellos,
CNET

Not Your Father's Buick

Dynamic Solutions' innovative new designs are robust and efficient and our products are manufactured in what is likely the most modern shaker manufacturing plant in the world. The made-in-China label sometimes evokes an image of cheap imitations and shoddy quality, a preconception that some of our less than ethical competitors have sometimes tried to leverage in the market. With regard to the Dynamic Solutions product line, this image could not be further from the truth.

A side-by-side comparison of our state-of-the-art amplifier technology (left) and our competitor's past generation technology (right) is powerful evidence even to the untrained eye that ***our elegant designs are leading edge, never*** cheap imitations.



Japan was once seen as only good at copying from Western designs and now they are considered world-class designers. Old preconceptions of China lacking the ability to innovate technologically are quickly eroding. Expected to become the third world power by 2020, China is now home to many of the finest design engineers in the world. Don't be misled by vicious rumors. The truth is Dynamic Solutions offers **reliable and affordable new designs** that provide a cost effective alternative to the established brands of yesterday.

Customer sends KUDOS

The V.P. of Operations from Cascade TEK, a full service testing laboratory and test equipment sales operation in the Pacific Northwest recently wrote, "I am writing this letter to express our satisfaction with the Dynamic Solutions DS12000 vibration system. Cascade TEK is a full service independent test lab. A large percentage of our income is derived from vibration testing services so high reliability and immediate support were critical factors in our shaker purchase.



We simply got over the "*Made in China*" arguments the competing shaker mfg's were expressing and selected Dynamic Solutions. For almost 1 year now, the DS12000 has been running a wide range of shock and vibe profiles - we are very pleased with its overall performance.

The start-up assistance and after sale support we have received from DS Field Engineers has been better than we have historically seen from any of the more established manufacturers. We now have Dynamic Solutions providing parts and technical support for our UD and Ling Shaker systems as well."

Dynamic Solutions Shaker Systems, Shock Testers and Replacement Amplifiers are built in a state-of-the-art ISO: 9001 factory in Suzhou, China and are supported by a team of factory trained field service engineers strategically located throughout the United States and South America.

RUGGED STATE-OF-THE-ART REPLACEMENT AMPLIFIERS

Give your Shaker System an
EXTREME MAKEOVER
Replacement Amplifiers



- State-of-the-art IGBT technology
- 100% Air Cooled
- THREE year parts & One year labor warranty
- Built to match your existing shaker
- Small Footprint
- Over 95% Efficient!!

dynamic SOLUTIONS

We Are The #1 CHOICE
FOR REPLACEMENT AMPLIFIERS!

818.831.0832 • FAX 818.831.0842 sales@dynsolUSA.com
www.dynsolUSA.com www.dynamicsolutions.com

- IGBT Technology
- 3 Yrs. Parts Warranty
- Custom built to match ANY shaker
- All Sizes from 10 to 400 kva
- 100% Air-Cooled
- Efficient
- Compact

Survival of the Fittest



Recently, Dynamic Solutions received an order for a 20-kva replacement amplifier that was needed to run an urgent test requirement. In order to meet our customer's aggressive schedule, it was agreed that the amplifier should be

airfreighted to the Mid-West from Shanghai.

What ensued was reminiscent of the old Timex and Samsonite ads in which the product was severely abused to demonstrate it's nearly indestructible nature, robust construction and superior reliability.

Only 72 hours, (2) Door switches, (1) current transformer, (25-30) console screws and (1) logic module later, the amplifier was up and running just in time to meet the customer's schedule!

Dynamic Solutions 100% Air-Cooled Power Amplifiers can be custom built to match shakers of all makes and models and are backed by our signature three years parts, one year labor warranty.



LIKE-NEW USED EQUIPMENT

Buying a used vibration system used to be somewhat like buying a pig in a poke... the quality of what you got was largely dependent on the condition in which the dealer acquired the unit. Well, not anymore. **Dynamic Solutions removes the risk with our comprehensive, point-by-point performance verification and cosmetic inspection procedures.** Every system we sell, whether it is from our own inventory or from someone else's, is



subjected to rigorous quality standards and

is backed by a three-month parts and labor warranty with extended warranties available for additional cost.

LARGE SELECTION!! We maintain a diverse inventory of the very finest used vibration systems available and we work closely with all the top used equipment dealers in the country. This way, Dynamic Solutions has access to a large selection of used shakers to make sure you are buying the best available solution for your requirements. Dynamic Solutions will locate the dynamic test equipment you need, oversee the reconditioning process and make sure you receive all the supporting documentation you need to properly install and run the equipment. But the value doesn't stop there. Dynamic Solutions also provides the best start-up assistance, training and support you can buy, bar none, at extremely reasonable prices.

Have a shaker you no longer need? CALL US. WE BUY SURPLUS!!
Sell-it, trade-it in or ask about our new consignment sales option.

"Our success proves without question that manned spaceflight does not require mammoth government expenditures. It can be done by a small company operating with limited resources and a few dozen dedicated employees."

-Burt Rutan,
CEO
Scaled Composites



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We're on the Web!
www.dynsolUSA.com

CONGRATULATIONS TO SPACESHIPONE



Dynamic Solutions salutes the accomplishments of Scaled Composites and the success of their awesome manned spaceflight missions. We applaud the philosophy that with limited resources and unconventional methods it is possible for creative small new companies to produce reliable and affordable solutions.

NEW WEB BASED TRAINING!!

Vibration Theory and Application

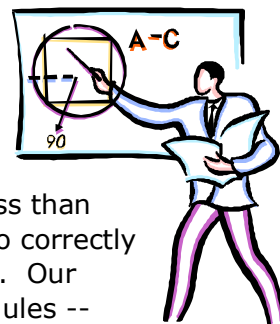
Whether your vibration techs are all in one location or in many different locations around the world with our new virtual classrooms, there is now a low cost solution to making sure everyone on your team is properly trained. Our



new web-based instruction is custom designed to meet the needs and skill levels of your test engineers and managers. We cover topics from basic vibration theory to advanced test methods and fixture design and just like our on-site training, all instruction is done by a real live person with decades of vibration

testing experience.

There are no travel expenses or per diems. All you need at each location is a telephone, a computer and a high-speed internet connection to participate. Starting from less than \$100 per hour of instruction we can teach your staff how to correctly perform the specific dynamic testing your products require. Our classes can be designed and scheduled to meet your schedules -- sometimes with as little as 24 hours notice.



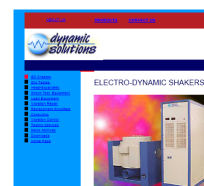
Training Topics Include:

How To Program Your Vibration Controller; The Effects Of Damping, Resonance And Fixture Design; Knowing The Limits Of Your Test System; Safety Procedures For Working In A Vibe Lab; Understanding Your Electro-Dynamic Vibration System; Trouble-shooting Problems in the Lab; How To Read And Understand A Test Specification

What's new @

www.dynsolUSA.COM

Make sure to check out the newly updated Dynamic Solutions website that now includes lots of useful downloads including back issues of our newsletters, shaker system specifications, performance curves and helpful tutorials.





Shaker Systems and Replacement

Amplifiers - all with
3 year warranty!

CLICK HERE



Call 818.831.0832