

April 2008
eNewsletter

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James McLendon

is your contact for
the Foods Industry

Contact him at

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or
James McLendon

THE ANALYZER

Computrac® Division

Your exclusive manufacturer of Moisture/Solids Analyzers

www.azic.com

Thoughts from your sales representative

As I learn more about this industry, I find that moisture becomes a major variable for all aspects of the manufacturing and quality process. Moisture affects the weight of shipped materials, the texture and palatability of manufactured products and the shelf life of these products, as some examples.

Customers that utilize our moisture analyzers have a solution to these issues. Because our customers are using the best equipment available, they gain confidence in their process. This confidence comes from the ability to make on-the-fly adjustments, which ensures the absolute best quality and efficiency in whatever process they use independent of application.

The Computrac® MAX® 5000 and MAX® 2000XL are utilized for meats, milk and milk products, flavors and ingredients, grains and seeds, agricultural raw materials, doughs, baked materials, milled materials and oils, just to name a few. This diversity makes our instruments very unique. We service just about every application and every environment.

If you own some of our equipment, I am curious to know more about your situation, samples and process. If you do not own our equipment, call me to try out one of our instruments today, **FREE OF CHARGE!**

Ask James a question

-James McLendon, National Account Representative

Lab Tip

Don't take chances when it comes to lab safety!

From the first moment I stepped into my first chemistry laboratory setting as a sophomore in high school, lab safety dogma has been drilled into me daily. Safety glasses and a lab coat were mandatory apparel. Wear it or go home, there were no compromises. Wearing a seat belt can seem like an annoyance if you haven't been in an accident in fifteen years, just like wearing personal protective equipment can feel burdensome to the professional lab technician. An "I know what I'm doing" attitude can lull even the most intelligent chemist into complacency. One minor transgression without consequence gives way to more and more until all those safety rules that were once ingrained, are nothing more than a soft whisper in the back of your mind. And just like with not wearing a seat belt, a split second is all it takes to be reminded of the error of your ways.

Rick's Corner

Where did the first quarter of 2008 go?

I wish to take a moment of your busy day to relay my appreciation for the input we have received from our valued customers regarding this newsletter. We at Arizona Instrument are committed to providing the highest level of service and instrumentation to you, our customers, who rightfully demand the very best. We will continue to strive toward sharing helpful information about our instrumentation, services and support based on the input we receive from you. Please take a moment to send us some feedback on what you are interested in seeing from us. Our motto for this year, after all, is "Great in 2008"

Suggestions for AZI eNewsletter

-Rick Ervin, Director of Sales

Instruments of interest to you

Find out more on our website links below.



MAX® 2000XL



MAX® 5000

March's Company Outing!

I included a few photos from our most recent company teambuilding activity. I am the one in the black shirt and white shorts. We try to get together once a month for a fun activity outside of work for a few hours.



The result of that lapse could be as small as a minor burn, or as major as a loss of sight, or worse. Managers owe it to those in their employ to make safety a top priority, and technicians who are in the lab every day owe it to themselves and their loved ones to take the extra time and effort to ensure that when their workday has ended, they can hop in their vehicles and head home intact. And since the hazards of the world don't end at 5PM, don't forget to wear that seatbelt.

-Garrett Rowe, Lab Manager

Need training or field service?

Come visit our manufacturing facility in Tempe, Arizona for in depth Computrac® training. If you are not able to travel to Arizona Instrument or have a large group to train, Arizona Instrument's trained Field Service Engineers are available to perform on site trainings. Our Field Service Engineers are also available to perform on site repairs and calibrations. Contact our Customer Service Department for more details at 800.528.7411 or [Email Us](#).

-Jeff Castro, Customer Service Representative

Consumable Parts and Extended Warranties

Contact Nancy Thiede for your consumable parts and extended warranties. We stock all parts for our instruments at our facility, so that we can ship out orders within 48 hours after the order is placed. If you don't have a part number or you are looking for pricing of a part please contact me and I can help you with that as well.

[Ask Nancy a question](#)



Upcoming Tradeshows

IFT
June 29-July 1, 2008
New Orleans, LA
Booth #1307
Morial Convention Center

[Get more information!](#)

This newsletter has been specially created to fit your needs in the Foods Industry.



ARIZONA INSTRUMENT LLC

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Exclusive Manufacturer of Computrac® Moisture Analyzers and Jerome® Toxic Gas Analyzers

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