

July 2008  
eNewsletter

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Mark Band



Brad Hays

and



Joe Pecha

are your contacts  
for the Jerome®  
Division

Contact them at

800.390.1414  
602.470.1414  
or

[Mark Band](#)  
[Brad Hays](#)  
[Joe Pecha](#)

ARIZONA INSTRUMENT LLC

# THE ANALYZER

Jerome® Division

Your exclusive manufacturer of Mercury and Hydrogen Sulfide Analyzers  
[www.azic.com](http://www.azic.com)

## Thoughts from your sales representatives

### **Need Jerome® Training?**

We are in the process of revising our existing website so that it is more easily navigated, and a little easier on the eyes. With that being said, we want to be sure that you are finding everything you need on our current website. Please let us know if you need any assistance with that.

Just to be sure you notice a couple areas, we do have a J405 training scheduled for November 6, 2008. Please let any of us know if you would like to sign up for this.

### **Arizona Instrument Training**

As always, we appreciate your continued business, and hope to see you at an upcoming training!

### **Ask Mark a question**

-Mark Band, National Account Representative

### **Ask Brad a question**

-Brad Hays, National Account Representative

### **Ask Joe a question**

-Joe Pecha, National Account Representative

## **Taking a step outside our world, into yours**

Here in our marketing department, we don't usually have the opportunity to interact with our customers on a one-on-one basis. I would like to take this as a chance to learn about your world a little more in depth, as well as talk about things I find to be new and interesting.

Most people know that mercury has been used in thermometers, barometers, fertilizer, and light bulbs. I came across these more unusual applications which you may not have heard of: fishing lures (although not common anymore due to environmental concerns), liquid-mirror telescopes, eye drops, nasal sprays, and in the manufacturing of mascara. Many uses of mercury, such as dental amalgams, gold mining, and the production of chlorine have been drastically cut back or banned due to health concerns. It is interesting to read about how this element, which dates all the way back to the ancient Egyptian tombs in 1500 BC, has had so many uses over the years. It is more than just the silver liquid stuff that people used to play with back in the day! Did you know that mercury is so dense that a cannonball will float in it? See it here on YouTube courtesy of BBC: [YouTube](#).

Do you have any interesting stories or

## **Need training or field service?**

Come visit our manufacturing facility in Tempe, Arizona for in depth Jerome® training.

Contact our Customer Service Department for more details at 800.528.7411 or [Email Us](#).

### **What trainings are available?**

-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 call her and she can help you with that as well.

### **Ask Nancy a question**

## **See us in:**

### **Occupational Health & Safety**

### **ISHN**

### **Industrial Hygiene News**

Jerome® J405  
Low Level, Portable Monitoring Solution for Mercury Vapor Analysis

- Detects down to 5µg/m<sup>3</sup>
- Fast response times
- On board data logging
- USB Communications
- GSA Contractor
- Light, ergonomically designed case
- Gold film sensor
- Meets EPA regulation for acceptable cleanup level

ARIZONA INSTRUMENT LLC

- Rentals available
- 24 hour customer support
- 800.390.1414
- 602.470.1414
- sales@azic.com
- www.azic.com

ARIZONA INSTRUMENT LLC  
Exclusive Manufacturer of Computer® Wetness Analyzers and Jerome® Test Gas Analyzers

## **Instruments of interest to you**

Find out more on our website links below.



**Jerome® J405®**

pictures about your experiences with mercury that you would like to share? Email us at [marketing@azic.com](mailto:marketing@azic.com) and we will print your story in a future newsletter!  
-Joya Nielsen, Marketing Coordinator

#### Upcoming Tradeshows

Continuing Challenge - Hazmat Conference  
September 3-4, 2008  
Sacramento, CA  
Booth #46  
Radisson Hotel  
[Get more information!](#)

NSC Congress & Expo  
September 22-24, 2008  
Anaheim, CA  
Booth #686  
Anaheim Convention Center  
[Get more information!](#)



[Jerome® 471®](#)

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

*Mark Band*

*G. Bradford King*

*John*



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