



Nadine White

is your contact for
the
Pharmaceutical
Industry

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Nadine White

ARIZONA INSTRUMENT LLC

THE ANALYZER

Computrac® Division

Your exclusive manufacturer of Moisture/Solids Analyzers

www.azic.com

Nadine's News

Arizona Instrument recently announced the release of the next generation of bench top moisture and ash analyzers, the Computrac® MAX® 5000XL.

The MAX® 5000XL advances the state of the art in rapid moisture and ash analysis with a new temperature controlled balance and high temperature lift compensation algorithm that provides users with more stable and accurate measurements.

The new instrument also features a temperature ramp control feature that allows the MAX® 5000XL to be used for qualitative analyses that were previously only possible using a thermogravimetric analyzer (TGA).

It looks identical to the regular MAX®5000, but has some really great new features that will really add to the ease of use.



Ask Nadine a question

-Nadine White, 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.

I was reading up on the newest and latest in the pharmaceutical industry, and have found that Wal-Mart is now offering \$4.00 generic prescriptions for common therapeutic categories. They have rolled out this new program in Florida, and state that Wal-Mart is doing its part to save the senior population and working families up to 50% annually on their prescriptions. To find out more, please read [here](#).

Wal-Mart has done this with the hopes that other companies will follow suit, and it seems that it is working.
-Shari Houtler, Marketing Manager

Need training or field service?

Rick's Corner

Having been employed by AZI for more than 15 years, I began my career here as a set-up technician in our production area where I learned the value of producing high quality instrumentation.

I had a root belief that quality is always better than quantity. This belief has been the cornerstone of my behavior inside and outside of the company. From my continued learning and investment in our products and customers, I found that my knowledge of the instruments was valuable to our customers and began assisting the sales folks. It was through this exposure to our customers that helped me realize that the quality of our instruments and service was a critical component to our customers. The professionals that utilize our equipment are either industry leaders in their fields or professionals that demanded the very best.

I migrated into sales after a few years to assist our customers and provide them with the best equipment on the market. It was easy for me to make the claim that we are the best. Not only do I believe this, but AZI is focused on keeping this true. I found great rewards in promoting great product to great customers. Selling for over 10 years has allowed me the opportunity to hear from many of you that word of mouth and referrals is the most effective way to market a great product and company. As a result of our commitment to our customers, AZI chooses to provide higher level service and relationships with our customers. [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](#)

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



Vapor Pro®

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

A handwritten signature in black ink that reads "Kadir White".



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](#)



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

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