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eNewsletter

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Scott Gifford

is your contact for  
the Plastics  
Industry

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# THE ANALYZER

Computrac® Division

Your exclusive manufacturer of Moisture/Solids Analyzers

[www.azic.com](http://www.azic.com)

## Giff's Gab

### *Price of plastic is rising!*

With the ever rising gas prices comes a large increase in cost of plastics as well. According to Times Online, the price of plastics has actually doubled since this time last year. Read more [here](#).

The pressure is on now more than ever to make sure we recycle as much plastic as we can to save costs wherever possible. The efforts in going green are growing substantially in popularity, as we are facing no other choice.

Arizona Instrument is no exception. We are the manufacturers of the Computrac® Vapor Pro®, which is a chemical and reagent free alternative to Karl Fischer technology.

Call me today to see how we can save your company as much time and money as possible!

#### **Ask Scott a question**

-Scott Gifford, National Account Representative

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

We all know by now that pretty much every industry, including the plastics industry, is making an effort to go green. It seems like every day companies are finding different ways to do so, ranging from very creative ad campaigns to simple day-to-day processes.

One interesting new innovation I have recently come across is the redesigned gallon milk jugs that Wal-Mart, Sam's Club, and Costco now have on their shelves. According to the New York Times article, the new jugs are cheaper to ship and better for the environment, the milk is fresher upon arrival to the stores, and it costs less. Like any change that comes about in a product everyone is familiar with, there have been mixed reactions. Read more about it [here](#).

I believe that more and more people are getting on board with the going green thing, even if it is just the smallest change, such as remembering to recycle or turning off the lights or television when leaving a room. Once people start becoming more open-minded about accepting these changes, which we will probably be seeing more of in the near future, we will realize that it really can improve the quality of our life as a whole if we all just do our little part.

Do you have any interesting stories or pictures about your experiences with

## 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.



[Computrac® MAX® 2000XL](#)



plastics 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

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

[Ask Nancy a question](#)

#### Computrac® Vapor Pro®

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



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