

May 2008  
eNewsletter

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James McLendon

is your contact for  
the Foods Industry

Contact him at

800.290.1414  
602.470.1704  
or  
James McLendon

ARIZONA INSTRUMENT LLC

# THE ANALYZER

Computrac® Division

Your exclusive manufacturer of Moisture/Solids Analyzers

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

## Thoughts from your sales representative

The last two months, I have written about what we do and how our instruments are beneficial to process control and quality control.

That is confirmed daily with our customers. One of which is someone who has several of our instruments and just acquired two more at the beginning of this month! She is great to work with and I am excited to see what she sends to our lab for testing, as new products become available. We have tested multiple products they manufacture, and will continue to develop parameters when they need us to do so. They are expanding their product lines and are now incorporating our instrumentation for research and development purposes.

This is going to help develop the moisture specifications for new and innovative products that are designed, keeping them on the cutting edge of their industry.

### Ask James a question

-James McLendon, National Account Representative

## Lab Tip

### *Embrace the mundane!*

Lab work was once described to me by one colleague as "Hours of intense tedium interspersed with moments of sheer excitement."

While 'tedium' may be understating the mood of most labs, the underlying premise, that the day-to-day activities are mundane when compared to the rare but satisfying "Aha!" moments, rings true.

However, as denizens of this wondrous alcove of work and discovery, we must learn to not just accept but to embrace the everyday activities that must be performed in our laboratories. For these activities are the preparations for the ultimate goal of scientific discovery. So compile and analyze that data with zeal! Go about those routine calibrations with a vigor that leaves the uninitiated wondering what the heck got into your morning coffee. And when those moments of real breakthrough come, revel in them, but not too long, for there's glassware to be washed.  
-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

## Rick's Corner

### *Happy 28th Birthday Computrac®!*

Did you know that we have an instrument out in the field older than some of our employees? The

Computrac® Moisture Analyzer, Model MA-5A 333E is still in operation and in excellent condition. It celebrated it's 28th Birthday this year!!



This goes to show you how durable and reliable instruments purchased from Arizona Instrument really are. Our instruments are an investment. They save you time and money in their lifespan alone, but when you purchase an instrument from Arizona Instrument, you are really purchasing the company itself. We manufacture, service and support every instrument we sell.

### 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](#)

## 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.*

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](#)



**ARIZONA INSTRUMENT LLC**

1912 W. 4<sup>th</sup> Street, Tempe, AZ 85281 • (602) 470-1414 • (800) 528-7411 • [www.azic.com](http://www.azic.com)

*Exclusive Manufacturer of Computrac<sup>®</sup> Moisture Analyzers and Jerome<sup>®</sup> Toxic Gas Analyzers*

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