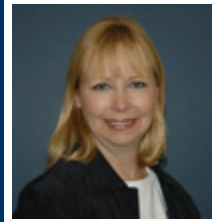


September 2008
eNewsletter

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Stephanie Blaha

is your contact for
Arizona
Instrument's
Computrac®
Division

Contact her at

800.290.1414

602.470.1414

or

Stephanie Blaha

THE ANALYZER

Computrac® Division

Your exclusive manufacturer of Solids/Moisture Analyzers

www.azic.com

Intermountain Power Service Corporation saved over \$335,000.00 in 2 years by using Arizona Instrument's Moisture Analyzer, the MAX® 2000XL!

Intermountain Power Service Corporation, which operates and maintains a coal fired power facility located 80 miles south of Salt Lake City, UT in Delta, UT purchased a Computrac® MAX® 2000XL in 2006 to assist in the control of their Wet Limestone Flue Gas Desulfurization Scrubbers. In order to minimize sulfur emissions, limestone slurry is used to bind the sulfur dioxide from the flue gas into Calcium Sulfate (synthetic gypsum), that can be easily landfilled. The addition of an antifoam agent is required to reduce the foaming caused by biological matter carried into the scrubber modules by the limestone slurry and makeup water. The addition of the silicon based antifoaming agent in excessive amounts inhibits the oxidation reaction, resulting in a byproduct of Calcium Sulfite. The Calcium Sulfite has a finer crystalline structure which scales piping and equipment, and is extremely difficult to dewater and landfill. To offset this, IPSC added polymer to aid in settling and removal of the scrubber byproducts.

The use of the MAX® 2000XL has allowed IPSC to control the usage of defoamer, by providing a means to quantify how much is too much. This in turn has decreased the amount of polymer being used. The statistics of actual dollars being saved is as follows:

In 2005, IPSC used \$329,000.00 in defoamer, whereas in mid-2006, when the company began testing the MAX® 2000XL, the reduction in chemical usage dropped to \$252,000.00. In 2007, after a full year of using the MAX® 2000XL, the chemical usage

Arizona Instrument's Bowling Event August 2008

I included a few photos from our most recent company teambuilding activity. We try to get together once a month for a fun activity outside of work for a few hours. Thought you might like to have a look!



dropped to \$88,000.00.®In addition to the MAX® 2000XL saving a significant amount of money on the front end, the company was also able to utilize the MAX® 2000XL data to control waste solids and reduce polymer usage. The polymer expenses were \$110,000 in 2005, \$127,000.00 in 2006, and \$15,000.00 in 2007.

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.

Want a chance to win an iPod?

Log onto www.azic.com, click on customer survey on the top bar, print, fill out and email to support@azic.com or fax to 602.281.1745 to be entered to win an Apple iPod Nano from Arizona Instrument!

All entries for this drawing must be received on or before **September 30, 2008!!** So be sure to log on today!

Winner will be chosen and notified by October 3, 2008.

-Jeff Castro, Customer Service Representative

The screenshot shows the Arizona Instrument LLC website. At the top, there's a navigation bar with links for Home, About Us, Products, Services, and Contact Us. Below the navigation bar, there are three product images: a MAX 5000, a MAX 2000XL, and a MAX 2000. Below the products, there's a text box that says "We are the answer to your moisture and toxic gas needs!". At the bottom, there are two trade show listings: "Coating" on September 23-25, 2008 at the Indiana Convention Center, and "Coating Challenge & Market Entrance" on September 24, 2008 at the Indiana Convention Center. There are also logos for "ALL US AIR" and "Coating Challenge & Market Entrance".



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](#)

Instruments of interest to you

Find out more on our website links below.



[MAX® 2000XL](#)



[MAX® 5000](#)

Upcoming Tradeshow

Coating
September 23-25, 2008
Indianapolis, IN
Booth #833
Indiana Convention Center
[Get more information!](#)

This newsletter has been specially created to fit your needs.

Stephanie Blala



ARIZONA INSTRUMENT LLC

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

The Analyzer eNewsletter goes out monthly from Arizona Instrument. If you would like to subscribe to this eNewsletter please [Email Us](#). If you think others would like to subscribe, please forward this email to them. To opt out of receiving this eNewsletter, feel free to [Unsubscribe](#).