# Up to two questions “Funnel the Spec” to one product type.

Start at the top, follow the path down, end on the recommendation. Designed for distributors to send a customer ahead of a quote call.

QUESTION 1

**Where does the nitrogen have to leave the system, at plant pressure, in cylinders, or on a remote site with no building?**

## PLANT PRESSURE · STANDARD INDUSTRIAL DEMAND

QUESTION 2A

**Is there an indoor location with space, power, and a building to house the equipment?**

IF YES · PERMANENT INDOOR INSTALL

RECOMMEND

### PSA Generator, Standard

The workhorse. Standard plant pressure, 95% to 99.999%+ purity, sized on a specific purity-and-flow pair. Available as skid, cabinet, or compact: and as a portable chassis variant when the demand needs to move.

IF NO · REMOTE SITE, NO INDOOR SPACE, OR RAPID DEPLOYMENT

RECOMMEND

### Containerized System

The full chain: generator, feed compressor, dryer, filter, buffer: inside an ISO container. Set on a pad, connect power, run in days. Also the right answer for asset-relocation optionality.

## CYLINDER PRESSURE · 2,200 PSIG AND ABOVE

QUESTION 2B

**Is this aviation, defense, munitions, or specialty cylinder filling?**

IF YES · MISSION-CRITICAL FILL OPERATIONS

RECOMMEND

### High-Pressure Generator

PSA core plus a gas booster and a cylinder-fill stand: the only format engineered to fill bottles. Deployable wheeled package or stationary fill skid. South-Tek is the anchor brand for this segment.

IF INDUSTRIAL GAS-CHARGING (ACCUMULATORS, GAS SPRINGS, REFRIGERATION)

RECOMMEND

### High-Pressure Generator

Same fill-system format: booster + fill stand, sized to the customer's cylinder demand. Clean payback against bottled-gas deliveries for any customer running these operations at volume.

Three structural rules behind the tree: **feed-air treatment is not optional**: a desiccant dryer to -40°F PDP plus a coalescing filter upstream of every PSA install, on every format (refrigerated dryers destroy CMS beds). **Size to peak, never average**: the buffer vessel smooths swings but does not erase them, and a generator that can't hit peak ends in supplemental cylinder deliveries that erode the payback case. **Quote the system, not the generator**: every PSA install needs the dryer, the coalescing filter, the buffer vessel, and the on-line purity analyzer; selling the generator alone leaves the customer with capital that can't hit spec.

*“The format is decided by where the nitrogen leaves the system: plant pressure, cylinder pressure, or remote site. After that, every PSA sizing conversation is the same three numbers: purity, peak flow, monthly spend.”*