4 inputs determine the right power & drive.

A distributor-facing pre-quote checklist. If the customer answers most of these at the first call, the second call is the quote.

01 **What equipment is being driven?**

The motor and starter are sized to the compressor or pump load, not chosen in isolation.

02 **What does the nameplate say?**

Horsepower, voltage, phase, frame, FLA, and enclosure prevent most quote mistakes.

03 **Is this a hard-start problem or a failed-part replacement?**

That separates magnetic-starter replacements from soft-start opportunities.

04 **Are belts, pulleys, and guards being replaced together?**

Drive-train wear usually travels as a set.