4 inputs determine the right service & mro.

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 compressor make, model, and horsepower is being serviced?**

Most consumables and replacement parts are machine-specific.

02 **Is this scheduled maintenance or a failure?**

Scheduled service supports a bundled kit; failure calls for diagnostics first.

03 **What else is being replaced while the machine is down?**

Oil, filters, belts, drains, and pads are often quoted together.

04 **Do they have the old part number or dimensions?**

Cross-reference and fit checks prevent wrong-part delays.