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

What's failing or what's coming due in the PM cycle?

OIL CHANGE DUE, OR A LUBRICANT PROBLEM ON THE UNIT

QUESTION 2A

Does the plant's audit require NSF H1 (food, beverage, pharma, cosmetics)?

IF NO · GENERAL INDUSTRIAL

RECOMMEND

Synthetic Compressor Oil

Cross-reference to OEM factory-fill at the matching ISO grade. 8,000-hour drain vs. 2,000-4,000 on mineral: TCO math justifies the conversion at any duty above ~30 hours per week.

IF YES · H1 AUDIT-DRIVEN

RECOMMEND

Food-Grade Compressor Oil

NSF H1 cross-reference to the OEM food-grade factory-fill. Audit document ships with the fluid; the registration IS the deliverable. Shorter 6,000-hour interval is the compliance cost.

FILTER CHANGE DUE, OIL FILTER OR INTAKE ELEMENT

QUESTION 2B

Replacement element only, or is the OEM housing the limit?

IF OIL FILTER · SCHEDULED REPLACEMENT

RECOMMEND

Compressor Oil Filter · Aftermarket

KELTEC cross first; Mann-Filter if KELTEC doesn't cover. Anchor of the annual service kit: quote with oil + separator + intake element on one PO, never on its own.

IF INTAKE ELEMENT · AFTERMARKET CROSS TO OEM HOUSING

RECOMMEND

Compressor Intake Filter · Aftermarket

Cross-reference by OEM make / model / HP. Standard 12-month interval in clean indoor air; 3-6 months in dusty plants. Confirm environment at the quote stage.

IF INTAKE HOUSING CHRONICALLY UNDERSIZED · UPGRADE

RECOMMEND

Compressor Intake Filter · Solberg

When element life is chronically short because the OEM housing is wrong-spec or undersized, the element catalog can't fix that: only a bigger housing can. Solberg F / FT-series sized 25-50% over nameplate FAD.

VALVE FAILURE, COMPRESSOR DOWN OR BEHAVING INCORRECTLY

QUESTION 2C

What's the symptom?

IF HARD-START · WON'T CYCLE · PRESSURE-CREEP · WEEPING

RECOMMEND

Service Valve · Replacement

Conrader cross-references the four families (unloader, inlet control, check, safety relief) by OEM make / model / HP. Symptom-to-part diagnostic resolves which one in one question; same-day ship is the deliverable.

Two things to keep in mind on every service-parts quote. **First: the cross-reference catalog IS the spec sheet for aftermarket items.** Oil filters, intake elements, separators, and service valves don't have customer-facing engineering datasheets; the OEM make / model / HP (sometimes serial) resolves to one aftermarket part number through KELTEC, Mann-Filter, or Conrader's catalog. Photo the nameplate + photo the failed part = both inputs the catalog needs. **Second: the customer rarely calls for a single item.** An oil quote is also an oil-filter quote, an intake-filter quote, and a separator quote: all four wear items change in the same

service window. Bundle as the annual service kit at 5-10% discount; the bundle is the recurring-revenue mechanic, not the individual line.

“Service Parts isn't transactional: it's the layer customers come back for. Sell the cross-reference once, sell the annual kit every year after.”

SPC DISTRIBUTOR PLAYBOOK SERVICE PARTS · HOW TO WIN THE RECURRING PO