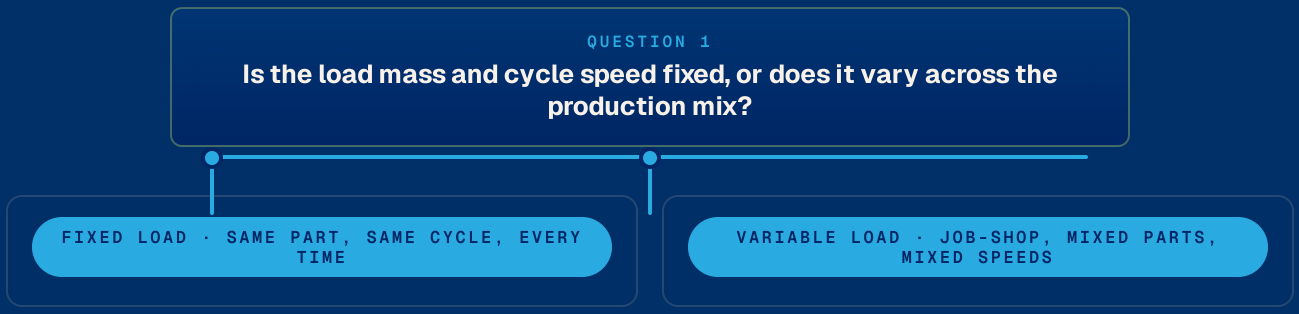
One question, two options “Funnel the Spec” to one product type.

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



These two products aren't a brand-choice and they aren't a tier-choice: they're an **operations-mode choice**. The question above is the only thing that decides between them. The other shock-absorber conversation that comes up on every quote is sizing: **energy capacity (Nm/cycle) has to cover ½mv² plus any drive force still applied at end-of-stroke**. Undersizing destroys the shock in weeks; oversizing decelerates too slowly and the cylinder still slams. Get the energy number first, then pick the variant.

“The shock absorber is what keeps the cylinder from beating itself: and the machine; apart. Skip it and the cylinder breaks; size it wrong and the shock breaks. Get both right and neither one disappears.”

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