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 the exhaust application, and what environment is the silencer in?

GENERAL INDOOR INDUSTRIAL · THE DEFAULT

QUESTION 2A

Anything that disqualifies bronze, washdown, corrosion, weight, prototype?

IF NO · STANDARD MANUFACTURING / ASSEMBLY / PACKAGING

RECOMMEND

Sintered Bronze Silencer

The default. Porous bronze handles oil mist, dust, temperature, and mechanical abuse for years. Quote the full set (one per valve exhaust port) and document 6-12 month PM replacement.

IF YES · WEIGHT-SENSITIVE MOVING SUB-ASSEMBLY

RECOMMEND

Plastic-Body Silencer

Gantries, robot end-of-arm tooling, high-speed pick-and-place where every gram of moving payload matters. A 10-valve manifold in plastic saves 0.5-1 lb of moving mass vs. bronze : real cycle-rate impact.

HOT EXHAUST · OUTDOOR · IMPACT-ZONE

QUESTION 2B

Is exhaust temperature above ~120°F, or is the install outdoor / exposed to impact?

IF YES · ANY OF THOSE CONDITIONS

RECOMMEND

Sintered Bronze Silencer

Bronze is mandatory. Polymer deforms above ~120°F, cracks on impact, and degrades outdoors. High-cycle valve manifolds, construction equipment, conveyor controls, and any guarded-but-exposed install all default to bronze.

WASHDOWN · FOOD · MARINE · CHEMICAL-VAPOR · CORROSIVE

QUESTION 2C

NSF-graded food-contact requirement, or general corrosion resistance?

IF NSF FOOD / PHARMA WASHDOWN

RECOMMEND

Plastic-Body Silencer

Bronze rusts under repeated washdown and contaminates the air stream with corrosion products. NSF-grade plastic is mandatory on direct food-contact applications and the default on any washdown zone.

IF GENERAL CORROSION · MARINE / COASTAL / CHEMICAL

RECOMMEND

Plastic-Body Silencer

Salt air, chlorinated atmospheres, and chemical-vapor environments destroy bronze in months. Plastic is the right call anywhere the ambient atmosphere is corrosive to metals.

Two things to keep in mind on every silencer quote. **First: silencers are an attach sale, not a primary spec.** The conversation starts after the valve count is known: one silencer per valve exhaust port × number of valves on the machine. A 20-valve machine is a 20-silencer line at

install and a 20-silencer reorder line every 6-12 months at PM. Single-piece reactive quotes are the failure mode; full-set PM bundles are the recurring-revenue mechanic. **Second: default to bronze unless a specific reason pushes to plastic.** The named-reason list is short and clear (washdown / food / marine / corrosive / weight-sensitive / short-life prototype). Outside those conditions, bronze wins on durability, temperature range, and mechanical resilience: and Adsens carries both body styles, so the brand decision is already made.

“Silencers aren't a tier-card sale: they're a count-the-valves sale. Quote the full set at install, put the reorder on PM, and the line runs itself.”

SPC DISTRIBUTOR PLAYBOOK SILENCERS · HOW TO WIN THE REORDER