2 inputs determine the right speed & flow control.

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

01

How does the customer plan to tune cylinder speed, and is there a downstream concern about end-of-stroke slam?

Two speed controllers per double-acting cylinder, meter-out, threaded into the cylinder ports. This is the second SKU on every cylinder quote and the most common new-install miss. If the customer asks "can we just throttle the pressure?": no. Reducing pressure cuts force, not speed; cylinder stalls under load. If the customer asks for "a flow control," verify they don't mean a speed controller (about 1/3 of those requests do).

02

For each cylinder, is the cylinder holding a load, and what's the failure mode if supply pressure is lost?

Drives the pilot-operated check valve sale. **Two pilot-op checks at every cylinder that holds a load against gravity or external force**: lift platforms, clamp stations, indexing stages, pallet positioners. $20-50 of check valves prevent the kind of power-event failures that cause OSHA recordables. The integrator who built the machine often skipped these as a cost-cut decision the customer regrets after the first power event.