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 is the customer trying to measure or prove?

DEMAND · "HOW MUCH AIR DO WE ACTUALLY USE?"

QUESTION 2A

One-time audit baseline or continuous monitoring?

IF ONE-TIME AUDIT · 2-4 WEEK DATALOG

RECOMMEND

Thermal Mass Flow Meter (insertion-probe)

Hot-tap insertion-probe on the main header, datalogging at 1-minute intervals. Produces the demand-profile dataset that anchors leak repair, dryer sizing, and compressor sizing.

IF CONTINUOUS · PERMANENT INSTALL + SCADA

RECOMMEND

Thermal Mass Flow Meter (with Modbus/Ethernet)

Permanent install with Modbus or Ethernet/PoE into the plant's energy-monitoring system, datalogging continuous, alerts on flow excursions. Anchor of any compressed-air chargeback or ESG-reporting program.

WASTE · "WHERE IS ALL OUR AIR GOING?"

QUESTION 2B

Audit service (SPC walks the plant) or tool sale (customer runs the program)?

IF AUDIT SERVICE · SPC TECH WALKS THE PLANT

RECOMMEND

Ultrasonic Leak Detector (camera variant)

LD 510 / UltraCam acoustic-imaging detector for overhead and photo-documented leaks. SPC produces the quantified leak report; the report sells the downstream repair work (fittings, couplers, FRLs, hose).

IF TOOL SALE · CUSTOMER RUNS THE SURVEY

RECOMMEND

Ultrasonic Leak Detector (LD 500 handheld)

LD 500 audio + numerical-estimate handheld with report-export software included. Half-day training for the customer's maintenance lead. Customer owns the program; SPC owns the consumable resupply.

DEW POINT · "IS THE DRYER ACTUALLY WORKING?"

QUESTION 2C

Verifying a refrigerated dryer or a desiccant dryer?

IF REFRIGERATED · TARGET +35 TO +50°F PDP

RECOMMEND

Dew Point Monitor (refrigerated-grade)

Fixed transmitter at the dryer outlet, range covering +35 to +50°F PDP, alarm setpoint at +45°F for early warning before wet air reaches the tools. Pair with a portable handheld for multi-point spot-check work.

IF DESICCANT · TARGET -40°F PDP OR BELOW

RECOMMEND

Dew Point Monitor (desiccant-grade to -80°C)

Service-grade portable for commissioning plus a fixed transmitter at the dryer outlet sized for the deep range. A desiccant without a dew-point monitor is unverified equipment: the entire reason to spec desiccant is the deep dew point, and only the monitor proves it's there.

COMPLIANCE · "CAN WE PROVE ISO 8573-1 TO AN AUDITOR?"

QUESTION 2D

All three parameters (particle / water / oil) or a subset?

IF SUBSET · 1-2 PARAMETERS IN COMPLIANCE SCOPE

RECOMMEND

ISO 8573-1 Analyzer (scoped set)

Many customers need only two of three parameters: particle and water for food contact (oil already excluded by oil-free compressor), water and oil for pharma on a desiccant system. Scope to the compliance driver, not the full set by default.

IF FULL THREE-PARAMETER · PHARMA / ELECTRONICS / MEDICAL

RECOMMEND

ISO 8573-1 Analyzer (full three-parameter set)

PI 500 / PC 400 series: particle counter, dew point, oil sensor consolidated through a Modbus logger. Tied to a written SOP and an annual calibration program. The audit-grade deliverable an FDA / GFSI / NFPA 99 inspector accepts.

PRESSURE · "IS THE LINE AT SETPOINT AND ARE FILTERS LOADING?"

QUESTION 2E

Status indication, filter differential, or control-loop feedback?

IF FILTER DIFFERENTIAL · CONDITION-BASED CHANGE-OUT

RECOMMEND

Pressure Sensor (differential pair)

Pair of sensors (or a single differential sensor) across each major filter stage: coalescing, particulate, activated carbon. Highest-payback pressure-sensor application; converts calendar change-outs into condition-based, saves element cost and avoidable compressor energy.

IF STATUS OR CONTROL FEEDBACK · COMPRESSOR / HEADER / POU

RECOMMEND

Pressure Sensor (4-20 mA or IO-Link)

Adsens AP-series electronic sensor at compressor discharge, system header, and critical points of use. 4-20 mA into the controller or IO-Link into the modern PLC. Lead with the broad middle tier and reserve audit-grade transmitters for the high-criticality slots.

If the customer doesn't know which measurement they need, work the business problem backward: **"what conversation made you call us?"** An electric bill that jumped → flow meter + leak detector. A wet-air complaint at the tools → dew point monitor. An auditor's finding on compressed-air purity → ISO 8573-1 analyzer scoped to the parameters in the finding. Filters being changed on a calendar regardless of condition → pressure-sensor differential pair. The instrument follows the question, not the other way around.

"What you can't measure, you can't manage: and what you don't manage is the largest line on your electric bill."