

2 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

Is the air already past the compressor's discharge, with bulk liquid still riding the line upstream of the dryer?

NO · WE'RE SPEC'ING A COMPRESSOR INSTALL

YES · WE HAVE AFTERCOOLING BUT THE DRYER'S GETTING FLOODED

These two products aren't an either/or in most plants — they're a sequence. The aftercooler is at the compressor; the water separator sits between the wet receiver and the dryer. On humid-climate installs, you want **both** in the train, and the question above just gets you to the one the customer is currently missing.

“Every gallon of liquid water you knock out here is a gallon the dryer doesn't have to handle as vapor. This stage is what makes the dryer's spec actually mean something.”

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