3 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 customer trying to solve at this point in the system?

DISCHARGE LEGALLY TO A SEWER

GET LIQUID OUT OF A TRAP WITH RELIABLE, HANDS-OFF OPERATION

QUESTION 2B

Is there electrical service at the drain point, and does the customer want an alarm output?

IF YES · POWER AVAILABLE + ALARM WANTED

RECOMMEND

Zero-Air-Loss Drain (Electronic)

BEKOMAT or JORC level-sensed. Opens only on actual liquid, wastes zero compressed air, signals fault if discharge stops. Default spec for every high-volume drain point.

IF NO POWER · OUTDOOR / REMOTE / GENERATOR PACKAGE

RECOMMEND

Zero-Air-Loss Drain (Magnetic-Float)

JORC MAG-11 or KELTEC. Float-and-latch mechanism, no electronics, no power required. Same zero-air-loss result without the alarm output.

CHEAPEST POSSIBLE DRAIN, LOW CONDENSATE, COST IS BINDING

The math that decides between timer and zero-air-loss: **a single miscalibrated timer drain on a 50 HP system wastes $500-2,000/year** in compressed air, and most plants have 3-6 drain points. Across a typical industrial system, upgrading from timer to zero-air-loss returns $1,000-5,000/year with 12-24 month payback. The OWS isn't a choice — it's a regulatory requirement for any oil-injected install.

“The drain decision is energy economics, the separator decision is regulatory. Both are paid for in the first audit or the first electricity bill.”

SPC DISTRIBUTOR PLAYBOOK CONDENSATE MANAGEMENT · DRAIN MATH + EPA MATH