

EXCEL DRYER

COST SAVINGS AND ENVIRONMENTAL CALCULATOR



Excel Dryer's full product line — featuring XLERATOR®, XLERATOR^{eco}® and ThinAir® Hand Dryers — can help facility managers save thousands of dollars annually by eliminating the need for paper towel dispensers and their maintenance. Compared with paper towels, our high-speed, energy-efficient hand dryers offer a 95% cost savings on average.

Fill in the information below and follow the instruction to calculate your savings and return on investment from installing Excel Dryer Hand Dryers.

PAPER TOWEL COSTS

1. **Number of Cases of Paper Towels Used Annually** _____
2. **Cost per Case Delivered** (Include Freight and Tax; typically \$15.00 - \$25.00/case) _____
3. **Number of Towels per Case** (For example: 2,400/case for C-fold towels; 4,000/case for Multi-fold towels; 4,800 linear ft/case for Roll Towels) _____
4. **Your kWh Rate** (typically \$.010 per kWh) _____
5. **Total Paper Towel Costs per Year** _____

Handling Cost

(50% of item Total Paper Towel Costs - Includes the cost of generating requisitions and purchase orders, receiving, storing, servicing towel dispensers, collecting and disposing of used towels.) _____

6. TOTAL COST OF USING PAPER TOWELS PER YEAR	
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HAND DRYER COSTS

7. **Number of Paper Towels Used Annually**
(Item 1 multiplied by total sheets per case) _____
8. **Number of Hand Drying Annually**
(Item 7 divided by 2.5 towels per hand dry) _____
9. **Hours of Hand Dryer Usage** (Item 8 divided by 120 hand dries per hour for conventional; use 450 hand dries per hour for XLERATOR, 360 hand dries per hour for XLERATOR^{eco} and 257 hand dries per hour for ThinAir)

	CONVENTIONAL	XLERATOR	XLERATOR ^{eco}	ThinAir
_____	_____	_____	_____	_____
10. **Cost of Electricity per Hour** (multiplied by your kWh rate - Use 2.2 kW for Conventional, 1.7 kW for XLERATOR, 0.5 kW for XLERATOR^{eco} and 0.9 kW for ThinAir)

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11. **TOTAL ANNUAL HAND DRYER COSTS** (Line 9 multiplied by Line 10) _____

12. YOUR ANNUAL SAVINGS (Item 6 minus Item 11)				
COMPUTE YOUR % SAVINGS (Item 12 divided by Item 6)				

CALCULATE YOUR PAYBACK

- Cost of Each Dryer _____
- Installation Cost (Typically \$125 - \$200/dryer) _____
- Number of Hand Dryers Purchased (*See Note Below) _____
13. **Total Purchase Price** _____

	CONVENTIONAL	XLERATOR	XLERATOR ^{eco}	ThinAir
PAYBACK PERIOD IN MONTHS (Item 13 Divided by Item 12 X 12 Months)				

CALCULATE YOUR COST AND ENVIRONMENTAL SAVINGS
ONLINE AT EXCELDRYER.COM/CALCULATOR



	<p>UL Environment published the first global Product Category Rules (PCR) for hand dryers which outlined industry consensus testing procedures to quantify environmental impact and performance. Third-party testing to these guidelines documents a product's environmental impact over its lifecycle. This impact is detailed in certified, internationally-recognized Environmental Product Declarations (EPDs). EPDs enable specifiers and buyers to make true apples-to-apples comparisons and more informed product selections. Excel Dryer received the industry's first certified EPDs.</p>	<p>TESTED TO</p>
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* **NOTE:** One dryer for every two washbasins is sufficient for most applications. If restroom traffic is unusually heavy, we suggest one dryer per washbasin in small installations, and two dryers for every three washbasins in larger installations. When a 54" round-type washbasin is used, we suggest four to five dryers. In multiple installations, one dryer should be mounted at recommended height to be accessible and compliant with ADA requirements.