



Gordon H. Mansfield Veterans Community
Pittsfield, MA

“ We were spending \$350-\$500 a month on paper towels, then another \$250-\$500 to have the sewer unclogged. Every time, they’d pull out wads of paper towels and say, ‘This is the issue.’ Since installing the dryers, we’ve eliminated those costs”

■ **RICK REID**
VICE PRESIDENT,
SOLDIER ON

SOLDIER ON

XLERATOR® HAND DRYERS REPORT FOR DUTY.

Since 1994, Soldier On has been fighting to end veteran homelessness. It was the first program in the nation to bring veterans from homelessness to homeownership. As a family-run, American manufacturer who employs veterans, Excel Dryer supports Soldier On’s mission.

“Excel is a great example of a company that not only talked about it, but actually did something,” says Bruce Buckley, President and CEO of Soldier On. “They produced and customized these dryers and donated them to Soldier On.”

A SUCCESSFUL MISSION

XLERATOR Hand Dryers provide a 95% cost savings over paper towels for Soldier On—and there are now far fewer maintenance issues for the veterans who are responsible for taking care of the restrooms.

“We were spending \$350-\$500 a month on paper towels, then another \$250-\$500 to have the sewer unclogged,” says Rick Reid, Vice President of Soldier On. “Every time, they’d pull out wads of paper towels and say, ‘This is the issue.’ Since installing the dryers, we’ve eliminated those costs.”



› PROBLEM

Veteran support nonprofit needs hygienic restroom solution to increase cleanliness, reduce operational costs and create better environment for veterans and staff

› SOLUTION

XLERATOR Hand Dryers with HEPA Filtration in restrooms

› RESULTS

More hygienic restrooms, reduced operational costs, messaging on custom covers

“Excel is a great example of a company that not only talked about it, but actually did something. They produced and customized these dryers and donated them to Soldier On.”

BRUCE BUCKLEY
PRESIDENT/CEO,
SOLDIER ON

KEEPING IT CLEAN

In addition to being a completely touchless restroom solution, every dryer donated to Soldier On is equipped with Excel Dryer’s HEPA Filtration System—proven to remove 99.999% of viruses¹ and 99.97% of potentially present bacteria at 0.3 microns² from the airstream.

“Since we’ve installed the XLERATORs, cleanliness has improved in the bathrooms,” says Rick Reid. “And there’s less contact in terms of the paper towels and emptying the basket.”

BORN IN THE USA

Soldier On veterans were able to select their own patriotic custom covers for their facilities—and the fact that Excel Dryer manufactures the only hand dryers to be Made in USA Certified® has not gone unnoticed.

“Made in America is a very important piece of our decision-making,” says Bruce Buckley. “The veteran component of what we do and the Made In America products that Excel offers is an opportunity to exemplify how we operate.”

“The veterans who served our country are very proud that we’re using a product that is Made in the USA,” adds Rick Reid.

¹Based on testing performed by LMS Technologies, 2020. ²LMS Technologies, 2014.



TIME TO THROW IN THE TOWEL®

EXCEL DRYER INC • 1.800.255.9235 • EXCELDRYER.COM

21EDC0992