



WORK HARD. DO WELL.



CUTTING EDGE AMERICAN MANUFACTURER  
SUCCEEDS WITH MADE IN USA-CERTIFIED  
**XLERATOR® HAND DRYERS**

## › PROBLEM

50,000-square-foot manufacturing facility needs hygienic, cost-effective, durable and low-maintenance restroom solution

## › SOLUTION

XLERATOR Hand Dryers with HEPA filtration in restrooms and washing stations

## › RESULTS

Increased hygiene, reduced cost, elimination of maintenance issues, long-lasting service

**“We have a significant maintenance department at VSS. In 12 years, they’ve never had to do any maintenance on the hand dryers. It may be the only thing attached to this place they’ve never had to maintain.”**

■ **STEVE CAPSHAW**  
CEO,  
VSS

## A WORLD-CLASS MACHINE SHOP

VSS began in 1971 as a one-man operation. Today, it is a precision machine shop on the cutting edge of aerospace and firearm technology.

With 120 employees in its 50,000-square-foot facility, maintenance, hygiene and efficiency are top priorities. That’s why VSS has high-speed, energy-efficient XLERATOR Hand Dryers with HEPA filtration in all restrooms—and at the hand-washing stations on the shop floor.

## NO PAPER TRAIL

“This was an older metal building and we retrofitted everything,” says Steve Capshaw, CEO of VSS. “As part of that project, we had to re-do the bathrooms.”

Originally, VSS used paper towels in their restrooms and washing stations. It was not an ideal solution.

“It was just a mess,” Capshaw says. “With the labor involved in maintaining the bathrooms—and the cost of paper towels—it makes no sense to do it.”

XLERATOR offers a 95% cost savings over paper towels, eliminating their labor, maintenance and waste while creating a more hygienic restroom environment. The installation of the XLERATOR was a welcome relief for VSS maintenance staff.

“We have a significant maintenance department at VSS,” Capshaw says. “In 12 years, they’ve never had to do any maintenance on the hand dryers. It may be the only thing attached to this place they’ve never had to maintain.”





VSS Headquarters  
Greenfield, MA

## CLEAN MACHINES

One tour of the immaculate shop floor at VSS wipes away any image of a grimy, dirty factory. The machinery runs like a top and everything is pristine and in perfect order.

“We pride ourselves on having the cleanest factory of our type out there,” Capshaw says. “We spend a lot of time on it.”

And they’re not just concerned with surface-level cleanliness. They are also committed to creating a hygienic restroom environment for their staff and visitors.

“We have HEPA filters in our dryers and our employees really appreciate that technology, particularly during COVID,” Capshaw adds.

According to the Centers for Disease Control and Prevention and the World Health Organization, the best defense against the spread of germs and viruses is proper hand hygiene—thoroughly washing and **completely drying** hands.

Excel Dryer’s HEPA Filtration System is proven to remove 99.999% of viruses from the airstream<sup>1</sup>. In addition to virus filtration, XLERATORs with HEPA eliminate the multiple unnecessary touch points associated with paper towels—as well as the risk of bacteria on used paper towel waste.

XLERATORs come with the most options and a complete line of accessories to customize a hygienic solution for any restroom environment. In addition to our HEPA Filtration System, our Anti-Microbial Wall Guards put our dryers on the cutting edge of restroom efficiency and hygiene.

<sup>1</sup>Based on testing performed by LMS Technologies, 2020.

**“As a U.S.-based manufacturer making advanced products, we appreciate a company like Excel that does the same thing. We’re very proud that they’re made in the U.S.A, just like us.”**

**■ STEVE CAPSHAW**  
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## JET POWER

Like the XLERATOR, VSS runs around the clock—24 hours a day, 7 days a week. When they decided to make the move to hand dryers, they picked a machine that works as hard as they do, with the power to do the job right.

VSS is known around the world for their painstakingly high-quality precision machine work in the aerospace field, both military and commercial. Whether it’s engines or landing gear, they often have to meet requirements as exact as 1/10,000th of an inch. There’s no room for error in anything that they do.

“We make jet engines,” Capshaw says. “So we wanted the dryers that were like the jet engines. That’s how we found Excel.”

■ **STEVE CAPSHAW**  
CEO,  
VSS

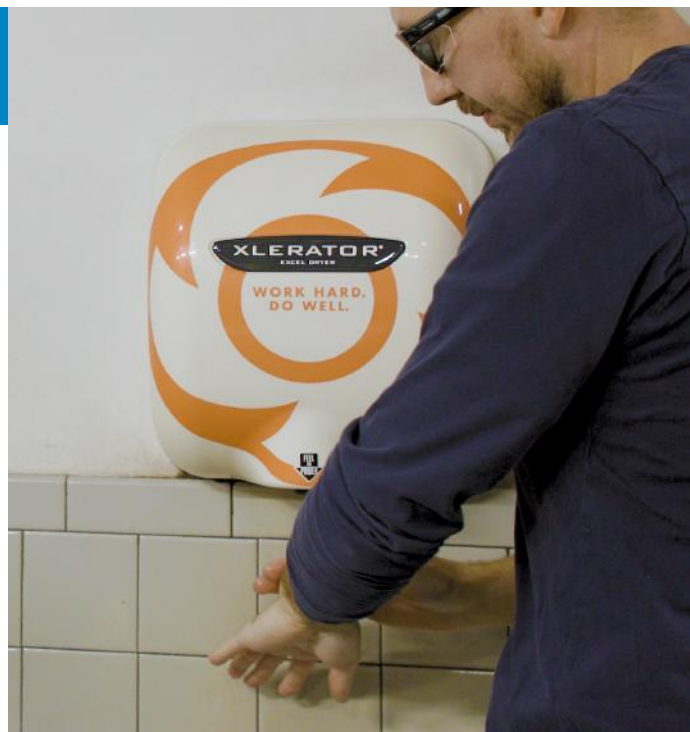
## MADE IN USA. BUILT TO LAST.

The fact that Excel Dryer manufactures the only hand dryers to be Made in USA Certified® is something that goes a long way at VSS.

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And it’s not just where the dryers come from that impresses Capshaw and the crew at VSS, it’s how far they can go.

“We take a ton of pride in making things that last,” Capshaw says. “We focus on working with vendors who make things that last for us. Excel Dryer is at the top of the list of vendors who are like that. We love their product because it has lasted—and we expect it to last into the future.”



# TIME TO THROW IN THE TOWEL®

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