



EXCEL DRYER, INC.
357 Chestnut Street - PO Box 365
East Longmeadow, MA 01028 (USA)
Tel: 1.413.525.4531 Fax: 1.413.525.2853
Email: sales@exceldryer.com
Website: www.exceldryer.com

EXCEL HAND DRYERS

Represent a 90 to 95% Cost Savings vs. Paper Towels

COST SAVINGS ANALYSIS WORKSHEET

PAPER TOWEL COSTS

1. **Number of Cases of Paper Towels Used Annually** _____
2. **Cost per Case Delivered** _____ (Typically \$25 to \$40/case)
(Include Freight and tax)
3. **Total Paper Towel Costs per Year** _____
4. **Handling Cost** _____
(50% of item 3 - Includes cost of generating requisitions and purchase orders, receiving and storing, servicing dispensers, collecting and disposing of used towels.)
5. **TOTAL COST OF USING PAPER TOWELS PER YEAR** \$

HAND DRYER COSTS

6. **Number of paper towels used annually** _____ C-fold = 2,400/case
(Item 1 multiplied by total sheets per case) Multi-fold = 4,000/case
Roll Towels = 4,800 lft/case
7. **Number of Hand Dryings annually** _____
(Item 6 divided by 2.5 towels per hand dry)
8. **Hours of hand dryer usage** _____
(Item 7 divided by 120 hand dries per hour)
Use 240 hand dries per hour for **XLERATOR®**
9. **Cost of electricity per hour** _____
(2.2 KW multiplied by your KWH rate)
Use 1.5 KW for **XLERATOR®**
10. **Annual hand dryer operating cost** _____
(Line 8 multiplied by Line 9)
11. **YOUR ANNUAL SAVINGS** (Item 5 minus Item 10) \$
- COMPUTE YOUR % SAVINGS** (Item 11 divided by Item 5) %

CALCULATE YOUR PAYBACK

12. **Cost of Each Dryer** _____
- Installation Cost** _____ (Typically \$150 - \$200/dryer)
- Number of Hand Dryers Purchased** _____
(See Note Below)
13. **Savings Multiple** _____
(Item 11 divided by Item 12)
- PAYBACK PERIOD IN MONTHS** Months
(12 Months Divided by Item 13)

Note: 1 dryer for every 2 washbasins is sufficient for most applications. In heavy traffic restrooms 1 dryer/washbasin or 2 dryers/3 washbasins in larger installations. Use 4 to 5 dryers when using 54" round type washbasin.