

FINALLY... A FAST HAND DRYER.



FAST! Dries Hands *Completely* in 10-15 Seconds

Excel's research team has developed the **XLERATOR®** with **patented technology** that delivers **three-times-faster** hand drying performance. Conventional hand dryers take from 30 to 45 seconds to get a user's hands totally dry, and very few of us are willing to wait that long. With the automatic sensor-activated **XLERATOR**, not only do your hands get dry in 10 to 15 seconds, but consumer test participants report that their hands also felt *warm, soft and really dry.*



Uses 80% Less Energy.

Not only does the **XLERATOR** dry hands in one third of the time required by conventional hand dryers, our hand-drying system is designed to run on 15-amp service (making it great for older buildings). The combination of these two factors results in 80% less energy cost per use vs. conventional hand dryers.

3 Times Faster!

GreenSpec® Approved and Qualifies for LEED® Credits.



XLERATOR is the first hand dryer to achieve GreenSpec approval because it meets a number GreenSpec standards; conserves energy, has low maintenance requirements and reduces waste.



XLERATOR also helps your facility qualify for LEED (Leadership in Energy and Environmental Design) Credits under EA Credit 1 (optimize energy performance) and EA Prerequisite 2 (minimum energy performance). EA Credit 1 is now a mandatory credit for any LEED certified facility.

95% Cost Savings vs. Paper Towels

Converting to the **XLERATOR** hand dryer will result in more than a 95% savings vs. paper towel costs. In addition to paper towels, the following costs are also eliminated: ordering, storing, replenishing, collecting and disposing of bacteria-laden paper towel waste.

Setting a New Standard

After six years in the marketplace, the **XLERATOR** hand dryer has received numerous awards and designations, appeared in case study articles done by prestigious trade publications, and been featured on national television programs! Because of its proven performance and customer satisfaction, **XLERATOR** is being specified in many high-profile facilities and has become... **THE NEW INDUSTRY STANDARD!**



XLERATOR® IS STILL RECEIVING A LOT OF ATTENTION

Ask about our Promotional Video
As seen on CNN Headline News
hosted by Terry Bradshaw.



(Available on CD or view it on our web site's What's New page)

TELEVISION APPEARANCES



AWARDS

Best New Product - Technology
(*International Hotel, Motel and Restaurant Show*)

Top Ten Green Product
(*Environmental Building News*)

Citation of Excellence
(*Buildings Product Innovations Awards*)

FEATURED ARTICLES

The Wall Street Journal
Today's Facility Manager
American School and University
Environmental Design and Construction

GSA Contract Holder
#GS-07F-0017T

Excel Dryer has been awarded a contract by the GSA (General Services Administration) which offers special pricing to all Federal Government Agencies.



TIME TO THROW IN THE TOWEL.

XLERATOR® GREEN CERTIFICATIONS



THE NEW STANDARD FOR COMMERCIAL FACILITIES

LEED® (Leadership in Energy & Environmental Design)

In March 2000, the U.S. Green Building Council formally released the LEED Green Building Rating System. Today, hundreds of public and private building projects in the United States and abroad use LEED as the standard for green building specifications. **XLERATOR®** helps facilities earn LEED credits in the following categories:



- EA (Earth & Atmosphere) Prerequisite 2 - Minimum Energy Performance
- EA (Earth & Atmosphere) Credit 1 - Optimizing Energy Performance
(Now a mandatory credit for all LEED Facilities)

The Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™ is a/the nationally accepted benchmark for the design, construction, and operations of high performance green buildings. LEED was developed by the U.S. Green Building Council (USGBC), a nonprofit working to transform the building industry to sustainable practices.

Environmental Building News – GreenSpec®

The leading newsletter on environmentally responsible design and construction since 1992, EBN is independently published and advertisement free.



The research and reporting is uncompromised by corporate or industry sponsorships. EBN researchers independently tested **XLERATOR** for its performance and energy efficiency and determined that **XLERATOR** clearly outperforms conventional electric hand dryers, both in energy savings and dry time which is why **XLERATOR** is the first hand dryer to be GreenSpec Approved.

- Voted Top Ten Product of 2002 by the editors of EBN

GreenSpec - is a database of green products, specifications and practices for use by architects and construction professionals. This database includes over 2,100 green building products carefully screened by the editors of Environmental Building News, organized according to the 16-division CSI MasterFormat™ system. The **XLERATOR** is listed in Division 10 28 00.

Green Building Initiative

Excel Dryer is a proud registered supporter of the Green Building Initiative. The mission of the Green Building Initiative is to accelerate the adoption of building practices that result in energy-efficient, healthier and environmentally sustainable buildings by promoting credible and practical green building approaches for residential and commercial construction.



EXCEL DRYER Inc.

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Sustainable Buildings Industry Council

Excel Dryer is a member of the Sustainable Buildings Industry Council. Since its inception in 1980 SBIC has been a national leader in defining the whole building approach to design, which results in high performance buildings and favors sustainability as a prominent design objective. SBIC members and partners share the common goal of delivering buildings that provide long-term value and performance, reduce operating costs, keep occupants safe, comfortable and healthy, and protect the natural environment.



Green Restaurant Association

The **XLERATOR** hand dryer is endorsed by the GRA as the best environmental solution in the hand dryer category for the restaurant industry.



Green Hotels Association

Excel Dryer is an Ally Member and approved vendor of the Green Hotels Association. **XLERATOR** is the recommended hand dryer for green hotels.

Oikos Product Directory

The most comprehensive listing of products and services for energy-efficient, environmentally-responsible building construction. **XLERATOR** hand dryers are listed in the directory. www.oikos.com.

GOOD FOR THE ENVIRONMENT

Do you know the facts?



Seventeen trees are consumed to make one ton of paper.



One ton of paper production pollutes 20,000 gallons of water.



One ton of paper consumes three cubic yards of landfill.

Average cost of paper is 2 cents per hand dry using paper towels vs. 1/10th of a cent using dryers



XLERATOR® HAND DRYER

SPECIFICATIONS



Model XL-BW
Surface-mounted, Automatic,
White Thermoset (BMC) Cover



Model XL-W
Surface-mounted, Automatic,
White Epoxy Painted Cover



Model XL-GR
Surface-mounted, Automatic,
Graphite Textured Painted Cover



Model XL-C
Surface-mounted, Automatic,
Chrome Plated Cover



Model XL-SB
Surface-mounted, Automatic,
Brushed Stainless Steel Cover

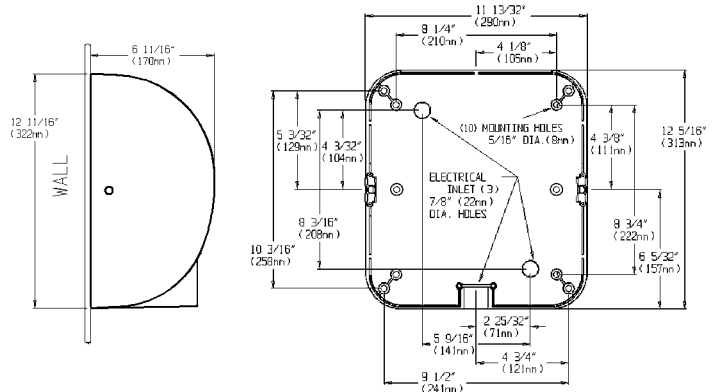
Note: Custom Colors Available (visit our web site for more information)

Suggested Mounting Heights From floor to Bottom of Dryer

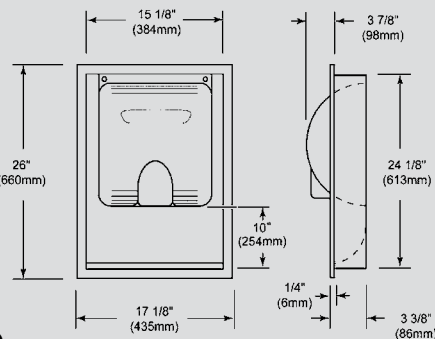
	Hand Dryers
Mens'	45" (114 cm)
Ladies'	43" (109 cm)
Teenagers'	41" (104 cm)
Sm. Children	35" (89 cm)
Handicapped	37" (94 cm)

Units are Available as Specified in:

110/120V	12.5 Amp	60 Hz
208V	7.0 Amp	60 Hz
220/240	6.5 Amp	60 Hz
277V	5.5 Amp	60 Hz
220/240V	6.5 Amp	50 Hz



ADA Compliant Recess Kit



RECESS KIT (Optional)

Dimensions: 17 1/8" wide x 26" high x 3 3/8" deep
(435 mm wide x 660 mm high x 86 mm deep)
Weight: 13 lbs (5.9 Kg)

Dimensions: 11 3/4" lg. X 12 11/16" high x 6 11/16" deep
(298 mm lg. X 322 mm high x 170 mm deep)
Weight: XL-BW - 13 lbs. (5.91 kgs.) XL-SB 14 lbs. (6.36 kgs.)
XL-W, XL-GR, XL-C - 16 lbs. (7.3 kgs.)

MECHANISM

A. Motor shall be a thermally protected, series commutated through-flow discharge vacuum motor/blower (5/8 HP / 20,000 RPM) which provides air velocity of 16,000 LFM (linear feet per minute) at the air outlet and 14,000 LFM at the hands (4 inches [102 mm] below air outlet).

B. Heating element is constructed of Nichrome wire and mounted inside the blower housing, thereby being vandal proof. It shall be protected by an automatic resetting thermostat, which shall open whenever air flow is cut off and shall close when flow of air is resumed. It shall produce an air temperature of up to 135°F (57°C) at a 72°F (22°C) ambient room temperature at the hands (4 inches [102 mm] below air outlet).

C. Control assembly is activated by an infrared optical sensor located next to the air outlet. The dryer shall operate as long as hands are under the air outlet. There is a 35-second lockout feature if hands are not removed.

LIMITED WARRANTY

The dryer shall be guaranteed to be free from defects for a period of five (5) years. Warranty shall include factory performed labor as well as the repair or exchange of defective parts, at manufacturer's option.

QUANTITY RECOMMENDATIONS

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" wash-fountain is used, we suggest four to five dryers.



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See us in Sweet's
CD Online Catalog Files

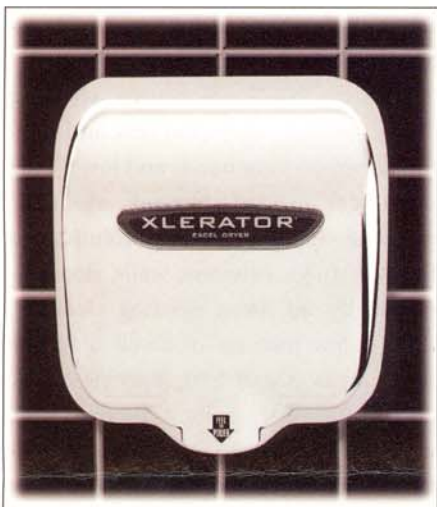


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Out with the old, in with the new

The John B. Hynes Veterans Memorial Convention Center in Boston's historic Back Bay is one of the busiest mid-sized event and conference venues in the country. Licensed to house up to 25,000 people at any given time, it boasts 193,000 square feet of exhibit space in five separate halls, over 75,000 square feet of meeting space in 38 rooms, as well as a 25,000 square foot ballroom. The Hynes hosts a variety of shows, conferences, exhibits, and other community and business events, and offers a variety of audiovisual, cleaning, security, and food and beverage services for patrons.



John Donahue, building superintendent, is completing some much-needed upgrades for the Hynes Convention Center. Because of the large number of patrons that visit the Hynes throughout the year, he said, "We've seen a good deal of wear and tear on some parts of the establishment, particularly the fixtures in the bathrooms."

The MCCA wanted to make the building as environmentally friendly as possible, which meant that many automatic/low-flow units and hand dryers

were installed in the Hynes restrooms starting in the late 1980s.

After a while, however, Donahue noticed that the hand dryers were no longer functioning properly. "The heating element would go and the air volume would diminish over time, so all you'd get was low-volume cold air."

After receiving a recommendation from the deputy director of the Massachusetts Convention Center Authority, Donahue examined Excel Dryer's XLERATOR hand dryer and was impressed by how quickly and effectively it dries hands. The XLERATOR is designed with a high-velocity air stream that blows off excess water droplets and rapidly evaporates the remaining layer of moisture. XLERATOR dries hands in 10 to 15 seconds, three times faster than traditional hand dryers, and uses 80 percent less energy. XLERATOR delivers a 95 percent cost savings when compared to paper towels, and eliminates their maintenance while improving hygiene in the restroom. The units are also GreenSpec® approved and qualify for LEED® credits awarded by the U.S. Green Building Council.

Donahue discovered that the XLERATOR units would be relatively easy to retrofit into the restrooms as older dryers failed. "We began gradually phasing out the previous dryers as they broke down over time," Donahue explained. "The XLERATOR was easier to install than the older models, which were recessed into the walls, leaving holes that had to be covered up."

Donahue selected chrome cover XLERATOR dryers to match the décor, and is also considering the newer textured graphite covers for planned retrofitting of their new state of the art Boston Convention & Exhibition Center facility.



Ninety-five percent of the Hynes restrooms were equipped with the older dryers, and many retained paper towel dispensers as well. "Being rid of the towel dispensers is a definite plus," said Donahue. "There is no paper waste on the floor, and less material to clog toilets. We're not expending nearly as much labor cleaning the bathrooms, and in the more than two years since they were installed, none of the XLERATOR units have failed." □



Circle Product information no. 156

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For more information, please contact Excel Dryer directly at 1-800-255-9235 or www.exceldryer.com.

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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 \$15 to \$25/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 \$50 - \$125/dryer)
Number of Hand Dryers Purchased _____
(See Note Below)
 13. **Savings Multiple** _____
(Item 11 divided by Item 12)
- PAYBACK PERIOD IN 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.