

XLERATOR®/XLERATOReco® & ThinAir® HAND DRYERS



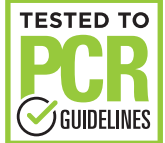
GREEN BENEFITS

THE FIRST EPD CERTIFIED HAND DRYERS

High-speed, energy-efficient hand dryers are now being used instead of paper towels. One ton of virgin paper towels consumes 17 trees, uses 20,000 gallons of water, produces more than 3 tons of CO₂ emissions, and requires 40 cubic feet of landfill space.



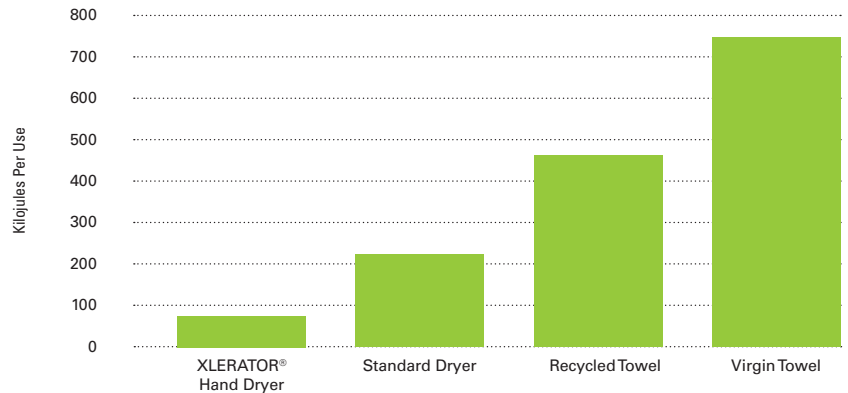
UL Environment published the first global Product Category Rules (PCR) for hand dryers which outlined industry consensus testing procedures to quantify environmental impact and performance. Third-party testing to these guidelines documents a product's environmental impact over its lifecycle. This impact 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.



ENERGY USE PER HAND DRY

✓ Over An 80% Reduction Of Energy Per Use vs. Recycled Paper Towels.

CERTIFICATIONS



COST PER 1,000 HAND DRIES



Environmental Building News requested LCA experts Greg Norris of Sylvatica, Inc. and Bev Sauer of Franklin Associates, Ltd. to consult data from Franklin Associates as used in the SimaPro LCA software to produce these results.

✓ 95% Cost Savings Per 1000 Uses vs. Paper Towels.

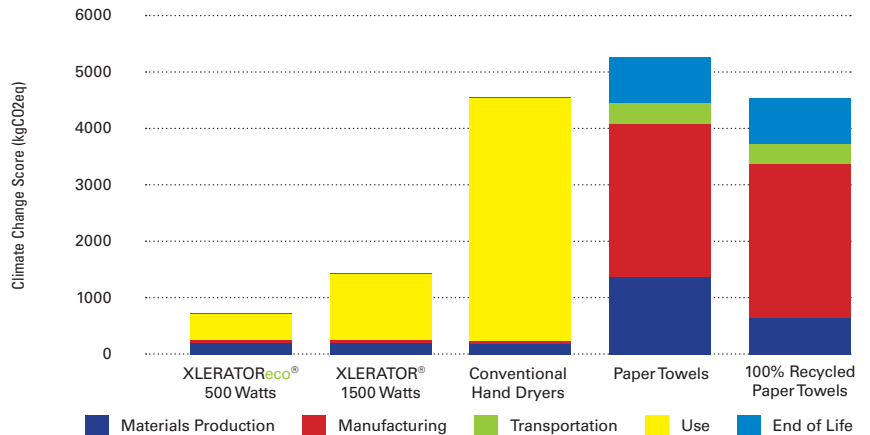
| Description | Mj/kg | Towels/kg | kW draw | Time (sec) | kJ/Use | Cost Per 1,000 Uses |
|----------------------|-------|-----------|---------|------------|--------|---------------------|
| Virgin Towel | 131 | 352 | - | - | 743 | \$23 |
| Recycled Towel | 81 | 352 | - | - | 460 | \$23 |
| Standard Dryer | - | - | 2.2 | 30 | 222 | \$1.47 |
| XLERATOR® Hand Dryer | - | - | 1.5 | 8 | 76 | \$0.50 |

CARBON FOOTPRINT



Results from the Quantis International LCA Study that was peer reviewed to ISO 14040 Standards.

✓ Reduce Carbon Footprint
 ✓ Up To 75% vs. Even 100% Recycled Paper Towels.



TIME TO THROW IN THE TOWEL®

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XLERATOR®/XLERATOReco® & ThinAir® HAND DRYERS



GREEN FACTS

ENVIRONMENTAL PRODUCT DECLARATION (EPD)

WHAT IS AN EPD AND WHY IS IT IMPORTANT?

An Environmental Product Declaration is a standardized way of quantifying the environmental impact of a product by studying the raw materials and energy consumption during its production, use and disposal. For buyers and specifiers, the EPDs are a disclosure tool that helps purchasers better understand a product's sustainable qualities and environmental repercussions so they can make more informed product selections.



GREEN BUILDING RATING SYSTEMS

LEED® (Leadership in Energy and Environmental Design)

LEED, the most widely used green building rating system in the world, is available for virtually all buildings and interior space types. XLERATOR, XLERATOReco, & ThinAir Hand Dryers help facilities qualify for LEED Credits in several areas:



APPLICABLE LEED CREDITS (LEED v4 & LEED v4.1 Rating Systems)

- EA (Energy and Atmosphere) Credit Optimize Energy Performance
- MR (Materials and Resources) Credits for Building Product Disclosure and Optimization
 - Environmental Product Declarations
 - Sourcing of Raw Materials
- MR (Materials and Resources) Credit Solid Waste Management – Ongoing (LEED O+M projects only)
- EQ (Indoor Environmental Quality) Credit Green Cleaning – Custodial Effectiveness Assessment (LEED O+M projects only)

For the full LEED Credit Summaries on all of our products please visit exceldryer.com/download-center/

GREEN GLOBES

Green Globes is a green management tool for the building design and construction industry. More than 450 buildings across the United States have successfully achieved Green Globes certification. Energy efficiencies associated with the XLERATOR and XLERATOReco Hand Dryers may help facilities qualify for points.



PRODUCT GUIDES

ENVIRONMENTAL BUILDING NEWS – BUILDINGGREEN APPROVED

EBN is the leading newsletter on sustainable design and construction. Researchers independently tested XLERATOR and determined that it clearly outperforms conventional electric hand dryers in energy savings and dry time — which is why XLERATOR was the first hand dryer to be BuildingGreen Approved.



INDUSTRY LEADERSHIP

ARCHITECTURE 2030 FOR PRODUCTS

Issued by Architecture 2030 in response to the climate change crisis, the challenge seeks thought leaders of the global architecture and building community to adopt, design and manufacture green products that reduce their carbon footprint by 50% below the product average by the year 2030.



US GREEN BUILDING COUNCIL

Excel Dryer has been an organizational member of the USGBC since 2003. USGBC's mission is to transform the way buildings and communities are designed, built and operated. Our headquarters earned LEED-CI Gold certification in 2011.

GREEN BUILDING INITIATIVE

The mission of the Green Building Initiative is to accelerate the adoption of building practices that result in healthier, more sustainable buildings by promoting credible and practical green building approaches. Our headquarters earned a Green Globes rating of 1 Globe in 2012.



SUSTAINABLE BUILDINGS INDUSTRY COUNCIL

SBIC is 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.



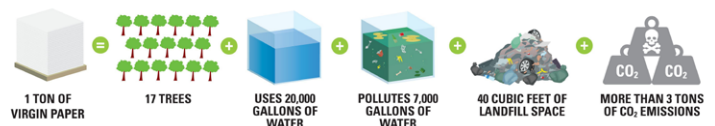
GREEN RESTAURANT ASSOCIATION

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



GOOD FOR THE ENVIRONMENT

DO YOU KNOW THE FACTS?



- Seventeen trees are consumed to make one ton of virgin paper.
- One ton of virgin paper production uses 20,000 gallons of water.
- One ton of virgin paper production pollutes 7,000 gallons of water.
- One ton of virgin paper consumes 40 cubic feet of landfill space.
- Average cost of virgin paper is 2 cents per hand dry using paper towels vs. 1/10th of a cent using hand dryers.



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