

XLERATOR® HAND DRYER

GREEN BENEFITS

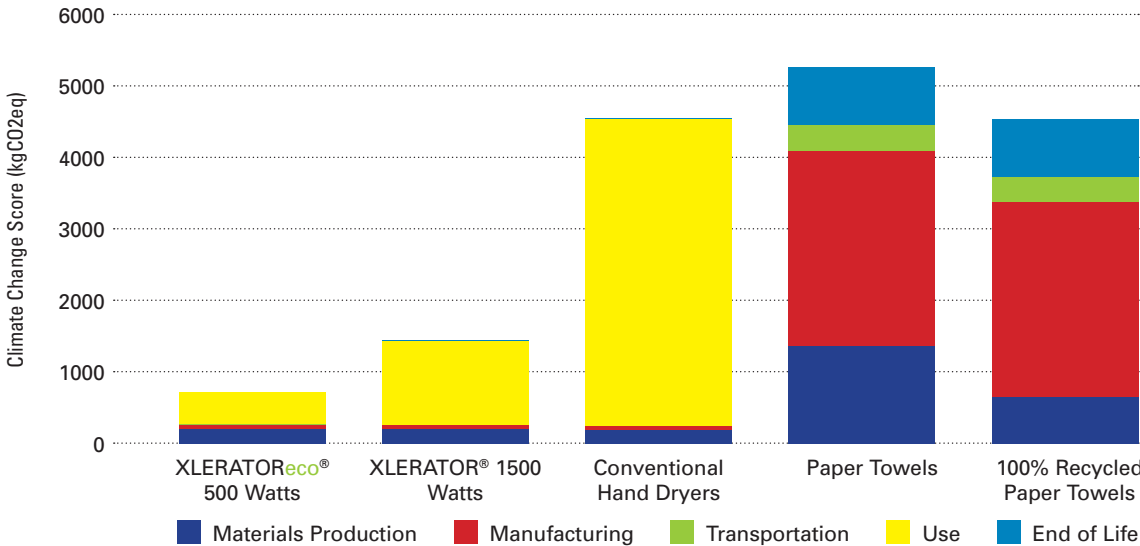


CARBON FOOTPRINT



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.



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.

- ✓ 98% 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	10	76	.50

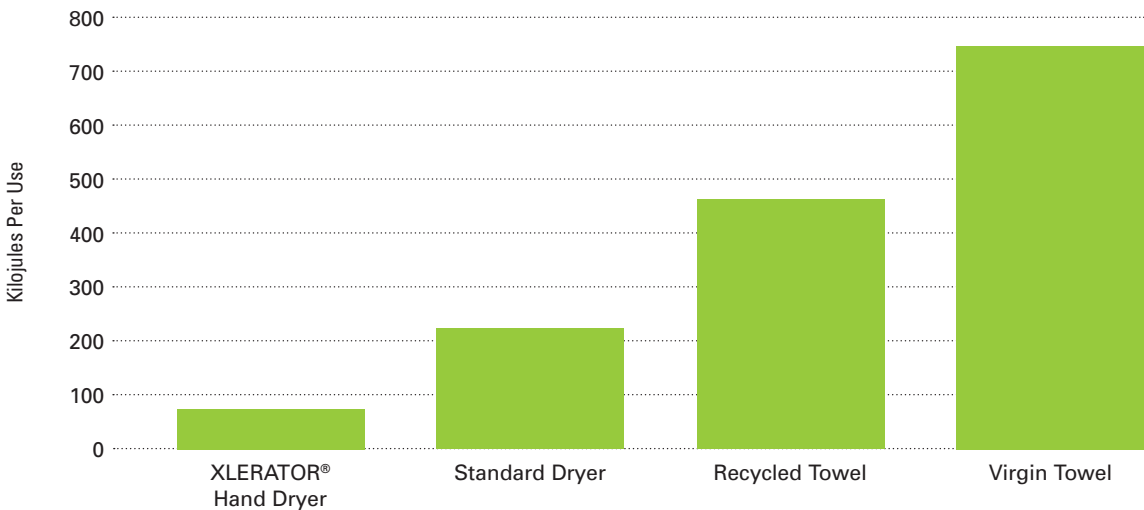
ENERGY USED PER HAND DRY

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

CERTIFICATIONS



Endorsed by



XLERATOR® AND XLERATOR^{eco}® HAND DRYERS GREEN FACTS



GREEN BUILDING RATING SYSTEMS

LEED® (Leadership in Energy and Environmental Design)

In March 2000, the U.S. Green Building Council formally released the LEED Green Building Rating System. Today, nearly 10,000 public and private building projects in the United States and abroad have used LEED as their certification standard. XLERATOR and XLERATOR^{eco} hand dryers help facilities qualify for LEED Credits in several areas:



APPLICABLE LEED CREDITS (LEEDv4 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 a complete, detailed list, please reference the **XLERATOR AND XLERATOR^{eco} HAND DRYER LEED V4 CREDIT CONTRIBUTION**

GREEN GLOBES

Green Globes, a product of the Green Building Initiative (GBI), is a green management tool for the building design and construction industry. Adapted from a Canadian protocol, Green Globes was introduced into the United States in 2004. Since that time, 450 buildings across the United States have successfully achieved Green Globes certification. Green Globes incorporates a whole building calculated design energy performance value, as well as prescriptive criteria for individual labeled efficiencies. Energy efficiencies associated with the XLERATOR and XLERATOR^{eco} hand dryers may help facilities qualify for points.



PRODUCT GUIDES

ENVIRONMENTAL BUILDING NEWS – BUILDINGGREEN APPROVED

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 it clearly outperforms conventional electric hand dryers, both in energy savings and dry time, which is why XLERATOR was the first hand dryer to be BuildingGreen Approved.

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



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

INDUSTRY LEADERSHIP

ARCHITECTURE 2030 FOR PRODUCTS

Excel Dryer is an adopter of the Architecture 2030 Challenge 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' and low-carbon products that reduce their carbon footprint by 30 percent below the product average by 2014 and then incrementally improve the reduction to 50 percent by the year 2030.



US GREEN BUILDING COUNCIL

Excel Dryer Inc. 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, enabling an environmentally and socially responsible, healthy, and prosperous environment that improves the quality of life. Our East Longmeadow, MA office facility earned LEED-CI Gold certification in 2011.

GREEN BUILDING INITIATIVE

Excel Dryer is a 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. Our East Longmeadow, MA office facility earned a Green Globes rating of 1 Globe in 2012.



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, XLERATOR^{eco} and ThinAir Hand Dryers are endorsed by the GRA as the best environmental solutions in the hand dryer category for the restaurant industry.



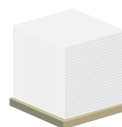
GREEN HOTELS ASSOCIATION

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



GOOD FOR THE ENVIRONMENT

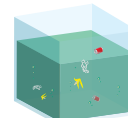
DO YOU KNOW THE FACTS?



1 TON OF PAPER



17 TREES



7,000 GALLONS OF POLLUTED WATER



3 CUBIC YARDS OF LANDFILL

- 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 hand dryers.



TIME TO THROW IN THE TOWEL®

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