

CALCULATE YOUR SAVINGS

Did you know that converting from paper towels to EXCEL Hand Dryers could represent a 90% COST SAVINGS
No more repetitive paper towel purchases or labor costs to restock paper towel holders or clean up the towel mess. Just take a few
minutes to analyze the impact on YOUR operation.

ANNUAL PAPER TOWEL COSTS

1. Number of cases of paper towels used annually _____
2. Cost per case delivered (include freight and tax) _____
3. Total paper towel cost per year (Item 1 multiplied by Item 2) _____ (typically \$15.00 - \$25.00)
4. Handling cost (50% of Item 3) (Includes the cost of generating requisitions and purchase orders receiving, servicing towel dispensers, collecting and disposing of used towels.) _____
5. **TOTAL COST OF USING PAPER TOWELS PER YEAR** (Item 3 plus Item 4) \$ _____

ANNUAL HAND DRYER OPERATING COSTS

6. Number of paper towels used annually _____ for example: 2400/case for C-fold towels
 (Item 1 multiplied by total sheets per case) 4000/case for Multi-fold towels
 4800 linear ft/case for Roll towels
7. Number of hand dryings annually _____
 (Item 6 divided by 2.5 towels per hand dry)
8. Hours of dryer usage (Item 7 divided by 120 hand dries per hour) _____ (30 seconds/dry)
 (Use 240 hand dries per hour for **XLERATOR®**) (15 seconds/dry for **XLERATOR®**)
9. Cost of electricity per hour (2.2 KW multiplied by your KWH rate) _____ (typically \$.10 / KWH)
 (Use 1.5 KW for **XLERATOR®**)
10. **TOTAL ANNUAL HAND DRYER COSTS** (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

Cost of each dryer _____ plus installation cost /dryer _____ = Total Cost per dryer _____

Multiply total cost per dryer by the total number of dryers required _____ and enter in Item 12. (see note below)

12. Total Purchase Price _____

13. Savings Multiple (Item 11 divided by Item 12) _____

Months

PAYBACK PERIOD (12 months divided by Item 13)

NOTE: 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" round-type washbasin is used, we suggest four to five dryers. In multiple installations, one dryer should be mounted at recommended height for the handicapped.



If you need help with this form or have any questions, please contact EXCEL DRYER at 1-800-255-9235