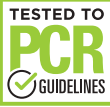


XLERATOR®/XLERATOReco® HAND DRYERS

GREEN BENEFITS



THE FIRST EPD CERTIFIED HAND DRYERS



UL Environment published the first global Product Category Rules (PCR) for Hand Dryers. The PCR created evaluation methods through industry consensus that compare products' environmental impact and performance. Third party testing results then allow for the creation of certified Environmental Product Declarations (EPDs).

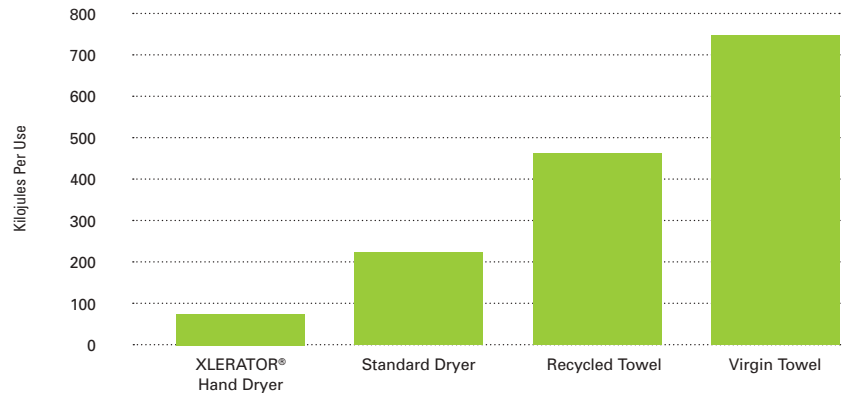


An EPD is a comprehensive, internationally-harmonized report documenting a product's environmental impact over its lifecycle. They enable specifiers and buyers to make a true apples-to-apples comparison of products and make more informed product selections. Excel Dryer received the industry's first certified EPDs for each of their three high-speed, energy-efficient hand dryers.

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.

✓ 98% Cost Savings Per 1000 Uses vs. Paper Towels.

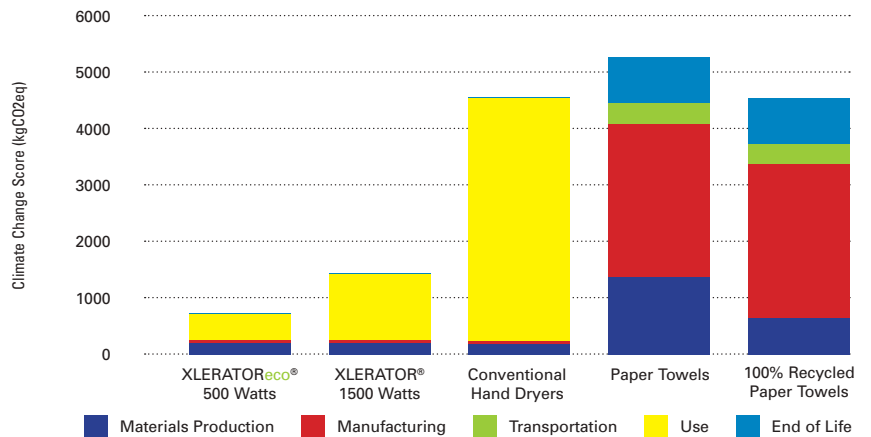
Description	Mj/kg	Towels/kg	kW draw	Time (sec)	kJ/Use	Cost Per 1,000 Uses
Virgin Towel	131	352	-	-	743	\$23
Recycled Towel	81	352	-	-	460	\$23
Standard Dryer	-	-	2.2	30	222	\$1.47
XLERATOR® Hand Dryer	-	-	1.5	8	76	\$0.50

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® AND XLERATOR^{eco}® 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)

Nearly 10,000 public and private building projects in the United States and abroad use 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 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 XLERATOR^{eco} 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.



✓ 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

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.



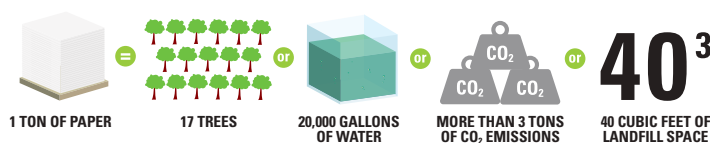
GREEN HOTELS ASSOCIATION

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



GOOD FOR THE ENVIRONMENT

DO YOU KNOW THE FACTS?



- Seventeen trees are consumed to make one ton of paper.
- One ton of paper production uses 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.



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