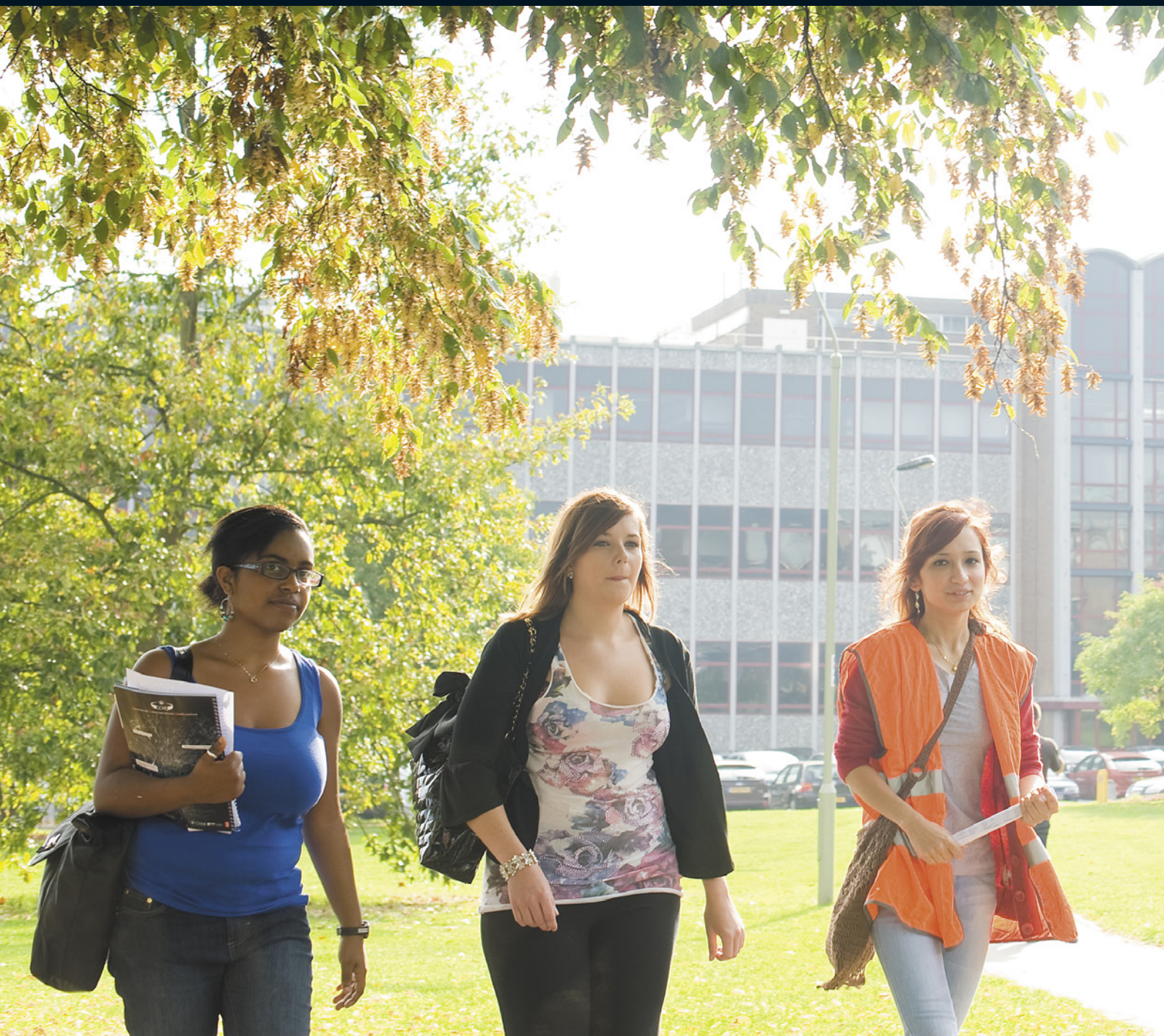
UNIVERSITY OF READING GETS GREEN LIGHT TO SAVE ENERGY

According to independent university research, the new XLERATOReco® hand dryer uses 55% less energy than a DYSON Airblade, representing annual savings of £1,452.



Dan Fernbank, energy manager at the University of Reading, compared the high speed, energy efficient XLERATOReco hand dryer manufactured by Excel Dryer and the Dyson Airblade to the University's Vent-Axia hand dryers. According to that independent University research, the XLERATOReco uses 55 percent less energy than a Dyson Airblade and represents 88 percent annual energy savings:

ENERGY COMPARISON

Hand Dryer	Annual Energy Used
Vent-Axia	81,664 kWh
Airblade	21,098 kWh
XLERATOReco	9,526 kWh

The University of Reading, chartered in 1926 and ranked in the top 1 percent according to the QS World University Rankings 2014-2015, has been at the forefront of research into sustainability and the environment for many decades. With over 17,000 students from 141 countries and nearly 4,000 members of staff, the University has committed to mitigating its own environmental impact and reducing its carbon footprint by 35 percent in 2016 and 40 percent by 2020.

In order to achieve that goal, the University of Reading has plans to reduce water consumption around campus, increase recycling and reduce waste going to landfills. The Sustainability Team was implemented to raise energy awareness among students and faculty and the Clean and Green Team was created to care for the general appearance of the campus. Together they collect litter, remove graffiti and empty rubbish bins. The University of Reading has also invested significantly in the existing campus infrastructure to ensure its facilities are efficient and environmentally ready for the future. These changes include energy-efficient lighting; heating, cooling and insulation; building management; and energy efficient equipment ranging from IT servers to hand dryers.

> **"We conduct research about climate science and sustainable construction, so we need to lead by example. Manufacturers like Excel Dryer – who continue to innovate sustainable products like the high speed, energy efficient XLERATOReco hand dryer – allow us do that,"**
>
> **Dan Fernbank, Energy Manager at the University of Reading**

RESEARCH PROVIDES A HELPING HAND

Prior to installing new XLERATOReco hand dryers throughout the campus, Dan Fernbank, Energy Manager at the University of Reading, reviewed independently verified energy performance data of various high-speed hand dryer models. Using the Salix Finance hand dryer calculation tool and the Carbon Trust's Energy Technology List, Fernbank determined that the XLERATOReco hand dryer was the best option for the University.

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Reading previously used Vent-Axia Superdry hand dryers, which consumed approximately 2,400 watts when in operation, according to the Salix calculator. For 72 Vent-Axia hand dryers, the total energy used was 81,664 kWh for an estimated lifecycle of 64,000 hand dries.

Fernbank compared the Vent-Axia calculations to the Dyson Airblade and the XLERATOReco hand dryer manufactured by Excel Dryer. The Airblade used 1,600 watts when in operation with a total of 21,098 kWh of energy, according to the Salix calculations.

The high speed, energy efficient XLERATOReco hand dryer, however, uses new 'no heat' technology to dry hands fast using only 500 watts, making it the most energy efficient and environmentally friendly hand dryer on the planet. According to the Salix calculator, the XLERATOReco dries the same number of hands with a total energy use of only 9,526 kWh, 55 percent less energy than the Dyson Airblade. The XLERATOReco represents an annual energy savings of 88 percent for the University, compared to an estimated 74 percent annual energy savings for the University if they were to install the Dyson Airblade.

With the installation of 72 XLERATOReco hand dryers, the University will realise an annual financial saving of £9,053, compared to £7,601 savings for the UK trough-style hand dryers.

"This independent research provided assurance; someone has looked at each of these machines and come up with how much energy they would use," said Fernbank. *"The research supported the XLERATOReco hand dryer for the long term. This was a good opportunity to go beyond what had been done in the past and make some additional savings."*

HIGH-TRAFFIC DEMANDS HIGH-SPEED

The units were installed in washrooms with a fluctuating level of traffic, and as a result, the number of hand dryers per washroom varies, said Fernbank. *"Depending on the space there could be anywhere from one to six hand dryers per washroom; some – like our student union – are very high traffic indeed,"* he said.

The Reading University Students' Union – which provides students with a one-stop-shop for everything they need from meeting rooms to restaurants, bars and a nightclub to campus shops and theater – is home to several high speed, energy efficient hand dryers, said Fernbank.

Despite being housed in high traffic areas, the XLERATOReco hand dryers have proven to be a reliable investment for the campus. *"One of the attractions of the models is that they look robust and came with a good guarantee, which was pretty reassuring,"* said Fernbank, who added that the facility maintenance department at the University has requested more hand dryers be installed in new buildings around the campus. *"People have seen how well it's worked to help us save energy and want to do it again.*

"The key for us, when you look at all the purchases we've made, is that this is definitely the one we're getting the best payback on in terms of the amount of energy we're saving for the investment we made," said Fernbank. *"This is a key component to our green initiatives that we plan to roll out in many more places across the university."*

MOST COMPREHENSIVE OPTIONS, HANDS DOWN

"XLERATOReco is a product born out of necessity, as energy efficiency is becoming a bigger concern on a global scale, especially in the United Kingdom where policies are in place to optimize the energy use of homes and businesses and reduce long-term operating costs," said Simeon Barnes, managing director of Excel Dryer (UK) Ltd. *"For years, the technology used to create hand dryers remained virtually unchanged, but with the development of the patented technology in the XLERATOR hand dryer, Excel Dryer redefined the industry. XLERATOReco has done it again as the most energy efficient hand dryer in the world."*

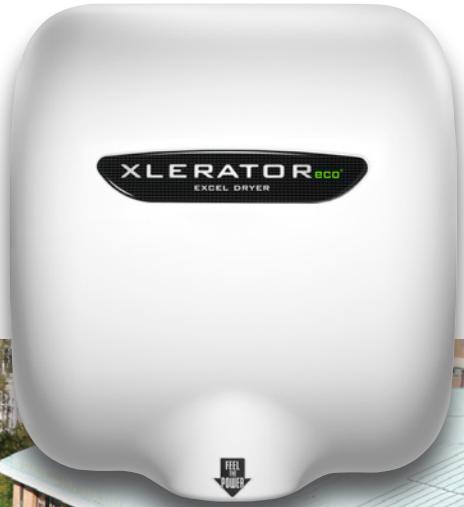
The XLERATOReco hand dryer can be purchased through Excel Dryer (UK) Ltd. The XLERATOReco is available with the industry's most comprehensive options and complete line of accessories including: 1.1" Noise Reduction Nozzle; Adjustable Speed and Sound Control; HEPA Filtration System; ADA-Compliant Recess Kit, anti-microbial Wall Guard; the XChanger® paper towel dispenser retrofit kit; and custom digital image covers, to build the best hand drying solution for any restroom environment.

Compared to Vent-Axia, the XLERATOReco hand dryer will save the University of Reading:

- ✔ **Annual Energy Savings** 72,138 kWh
- ✔ **Annual Energy Savings** 88%
- ✔ **Annual Financial Savings** £9,053

Compared to Dyson Airblade, the XLERATOReco hand dryer would save the University of Reading:

- ✔ **Annual Energy Savings** 11,572 kWh
- ✔ **Annual Energy Savings** 55%
- ✔ **Annual Financial Savings** £1,452



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HAND DRYING MACHINE.

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