

American Hand Dryers Provide a **95% Cost Savings** versus Paper Towels. The **EXTREMEAIR®** uses about **\$0.40 of Electricity per 1,000 hand dryings!**

PAPER TOWEL COSTS

1. Number of Cases of Paper Towels Used Annually _____
2. Cost Per Case of Paper Towels (Include Freight & Sales Tax) _____ (Typically \$15 to \$25 per case)
3. Total Paper Towel Cost Per Year _____
4. Handling and Disposal Cost of Paper Towels (Industry standard factor of 50% to account for the cost of procurement, storage, servicing of dispensers, collection and disposal of paper towels) _____
5. **TOTAL COST OF PAPER TOWELS PER YEAR** \$

HAND DRYER COSTS

6. Number of Paper Towels Used Annually (Item 1 multiplied by the number of sheets per case) _____ (C-fold = 2,400/case
Multi-fold = 4,000/case
Roll towels = 4,800/case)
7. Number of Hand Dryings Per Year (Item 6 divided by 2.5 towels per dry) _____
8. Hours of Hand Dryer Usage (EXTREMEAIR - Item 7 divided by 360
Other dryers - Item 7 divided by 120) _____
9. Cost of Electricity Per Hour (GX/GXT dryers - 1.5 multiplied by your KWH rate
Other dryers - 2.3 multiplied by your KWH rate) _____
10. Annual Hand Dryer Operating Costs (Item 8 multiplied by Item 9) _____
11. **YOUR ANNUAL SAVINGS** (Item 5 minus Item 10) \$
11. **COMPUTE YOUR % SAVINGS** (Item 11 divided by Item 5) %

YOUR PAYBACK TIME

12. Total Cost of Hand Dryers Including Installation (Installation is typically \$50 to \$125 per dryer) _____
13. **PAYBACK TIME IN MONTHS** (Item 12 divided by Item 11 multiplied by 12 months) months

Estimate number of hand dryers required:

- One hand dryer for every two wash basins in most applications
- One hand dryer for every one wash basin in heavy traffic applications
- Four hand dryers for every 54" round wash station