



Spectrum Janitorial Supply Corp.

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Quotation

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PANA COMMUNITY UNIT SCHOOL DIST #8
 14 MAIN ST
 PANA IL 62557

Date 22-Mar-2017 Valid Until

Salesman MMIZE Quote 536538
 Terms Net 30

Merch Total	\$374.50
Taxable Sales	\$0.00
Tax	\$0.00
	\$0.00
Ship/Handling	\$0.00
Ppd Deposit	\$0.00
Total	\$374.50

Description	Item Code	Quantity	Price	Amount
EXT7-M ExtremeAir EXT Hand Dryer Steel White Epoxy Each		1	374.50	\$374.50

Must purchase 24+ Dryers
 for free freight



EXTREMEAIR® EXT HAND DRYER SERIES



White ABS



Steel White Epoxy



Steel Black Graphite



Steel Satin Chrome



Stainless Steel

One of the most Energy Efficient, ECO friendly hand dryers ever!

The **EXTREMEAIR EXT** high-speed hand dryer with **ECO no heat technology** is one of the most efficient, environmentally friendly dryer's ever! The ECO uses a high-velocity air stream to dry hands in an average of 12-15 seconds while using only 500 - 300 watts of adjustable power and standby power of less than 1 watt! Because of the low power consumption, it allows you to install up to 3 **EXTREMEAIR EXT** dryers on one dedicated breaker.

STANDARD FEATURES:

Adjustable Sound & Speed

Innovative technology allows the hand dryer to be adjusted to your preference – providing the perfect balance of speed, energy efficiency and sound. It's ideal for sports stadiums, schools or a quiet library.

A dial inside the dryer provides easy sound adjustment from 83 to 69 dB, with a speed of 19,000 to 10,000 LFM. There is NO need to upgrade or replace parts.

Universal Voltage

The **EXTREMEAIR** can be connected to any voltage from 100 to 240 volts, 50/60 Hz. The dryer configures itself to your voltage, making installation easier.

5-Year Premium Warranty

Includes same-day factory repair or shipment of replacement parts. See owner's manual for details.

Energy Reduction

Energy Per Use

EXT SERIES	22 KJ
STANDARD ELECTRIC HAND DRYER	233 KJ
PAPER TOWELS 100% RECYCLED CONTENT	460 KJ
VIRGIN PAPER TOWELS	743 KJ

Energy is measured in KiloJoules (KJ). Lower numbers represent less energy use and less cost.



EXT SPECIFICATIONS

Dry Time	12 + Seconds (Adjustable)
Air Velocity	19,000-10,000 LFM (Linear Feet per Min.)
Sound Level	83 - 69 dB
Air Temperature	85° F at 72° F room temperature
Universal Voltage	100-240 V, 50/60Hz
Power	4.5 A max. @ 120 V, 2.3 A max. @ 240 V 500 - 300 W adjustable

EXT MODEL REFERENCE CHART

White ABS	EXT7
Steel White Epoxy	EXT7-M
Steel Black Graphite	EXT7-BG
Steel Satin Chrome	EXT7-C
Stainless Steel	EXT7-SS
Dimensions: 10-1/8" W x 9-3/8" H x 5-5/8" D	



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HAND DRYER

COST SAVINGS AND ENVIRONMENTAL IMPACT ANALYSIS

XLERATOR represents a 95% Cost Savings versus paper towels and eliminates their labor, maintenance and waste. **Fill out the shaded boxes below to see how much you can save.**

PAPER TOWEL COSTS

1. Number of Cases of Paper Towels Used Annually	<input type="text" value="325"/>		
2. Cost per Case Delivered (Include Freight and Tax; typically \$15.00 - \$25.00/case)	<input type="text" value="\$32.19"/>		
3. Number of Towels per Case (For example: 2,400/case for C-fold towels; 4,000/case for Multi-fold towels; 4,800 linear ft/case for Roll Towels)	<input type="text" value="5,940"/>		
4. Your KWH Rate (typically \$.10 per KWH)	<input type="text" value="\$0.06"/>		
5. Total Paper Towel Costs per Year	<input type="text" value="\$10,461.75"/>		
Handling Cost (50% of item Total Paper Towel Costs - Includes the cost of generating requisitions and purchase orders, receiving, storing, servicing towel dispensers, collecting and disposing of used towels.)	<input type="text" value="\$5,230.88"/>	<input checked="" type="checkbox"/>	(To enter your own handling cost, uncheck this box.)
6. TOTAL COST OF USING PAPER TOWELS PER YEAR	<input type="text" value="\$15,692.63"/>		

HAND DRYER COSTS

7. Number of Paper Towels Used Annually (Item 1 multiplied by total sheets per case)	<input type="text" value="1,930,500"/>		
8. Number of Hand Dryings Annually (Item 7 divided by 2.5 towels per hand dry)	<input type="text" value="772,200"/>	XLERATOR	XLERATOReco®
9. Hours of Hand Dryer Usage (Item 8 divided by 120 hand dries per hour; Use 240 hand dries per hour for XLERATOR and 240 for XLERATOReco)	<input type="text" value="6,435"/>	<input type="text" value="3,218"/>	<input type="text" value="3,218"/>
10. Cost of Electricity per Hour (2.2 KW multiplied by your KWH rate; Use 1.5 KW for XLERATOR and .5KW for XLERATOReco)	<input type="text" value="\$0.13"/>	<input type="text" value="\$0.09"/>	<input type="text" value="\$0.03"/>
11. TOTAL ANNUAL HAND DRYER COSTS (Line 9 multiplied by Line 10)	<input type="text" value="\$849.42"/>	<input type="text" value="\$289.57"/>	<input type="text" value="\$96.53"/>
12. YOUR ANNUAL SAVINGS* (Item 6 minus Item 11)	<input type="text" value="\$14,843.21"/>	<input type="text" value="\$15,403.05"/>	<input type="text" value="\$15,596.10"/>
COMPUTE YOUR % SAVINGS (Item 12 divided by Item 6)	<input type="text" value="94.59%"/>	<input type="text" value="98.15%"/>	<input type="text" value="99.38%"/>

XLERATOR ENVIRONMENTAL SAVINGS

Annual Climate Change Benefits (kg CO2 Eq. reduced)	<input type="text" value="16079.86 kgs."/>	<input type="text" value="18103.42 kgs."/>
Pounds of Paper Towel Waste Eliminated	<input type="text" value="8512 lbs."/>	<input type="text" value="8512 lbs."/>
Percent Reduction of Carbon Footprint	<input type="text" value=""/>	<input type="text" value="0.9151671127894"/>
THIS IS THE CO ₂ SAVINGS EQUIVALENT TO		
Trees Saved	<input type="text" value="72 trees"/>	<input type="text" value="72 trees"/>
Cubic Meters in Landfill Saved	<input type="text" value="12.8 m."/>	<input type="text" value="12.8 m."/>
Gallons of Water Saved	<input type="text" value="27027.0 gals."/>	<input type="text" value="27027.0 gals."/>
Emissions Saved from # Gallons of Gasoline	<input type="text" value="0.0 gals."/>	<input type="text" value="199.1 gals."/>

Source of conversion = USEPA

CALCULATE YOUR PAYBACK

Cost of Each Dryer	<input type="text" value="\$375.00"/>		
Installation Cost (Typically \$125 - \$200/dryer)	<input type="text" value="\$150.00"/>		
Number of Hand Dryers Purchased (**See Note Below)	<input type="text" value="44"/>		
13. Total Purchase Price	<input type="text" value="\$23,100.00"/>	XLERATOR	XLERATOReco
PAYBACK PERIOD IN MONTHS (Item 13 Divided by Item 12 X 12 Months)	<input type="text" value="19"/>	<input type="text" value="18"/>	<input type="text" value="18"/>

*Based on the raw cost of paper towels, not including handling costs.

**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.

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Clear Fields

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Cost Benefit of Paper Towels Vs. Hand Dryers

by Cindy Quarters



A lot of variables are involved in making the choice between installing electric hand dryers and using paper towels. While some of these factors are under your control as a business owner, such as the quality of paper towels used or the type of hand dryer you buy, other factors are not, such as the cost of electricity and how many paper towels are used by each visitor. The use of electric hand dryers reduces waste, and the touch-free models currently on the market also help to minimize the spread of germs.

Considerations

To accurately determine how much it costs your business to use paper towels versus an electric hand dryer, estimate how many times each day the restroom is used. This will depend on the size and nature of your business, but for many medium-size operations 150 to 200 uses per day is a reasonable figure. Also take into consideration additional costs such as trash bags and maintenance, both of which can be difficult to quantify but can add up over time.

Paper Towels

The initial cost of a paper towel dispenser is small, typically about \$40 to \$50, but the ongoing expenses can quickly surpass that amount. The cost of paper towels will vary by brand, size and quality, but an average case of 12 packs of 250 towels costs about \$30 in 2012. A restroom that gets a medium amount of usage can expect to use at least one package of paper towels daily, for a total cost of about \$75 per month, even without factoring in the extra cost of trash bags and maintenance. The fact that people typically use at least two towels to dry their hands combined with the likelihood of waste when people pull out extra towels and discard them can significantly increase the number of towels used. Towels must also be bagged and removed from the restroom on a regular basis, and any that have landed on the floor must be cleaned up.

Hand Dryers

A hand dryer costs considerably more than a paper towel dispenser to purchase and install; a small business can purchase a dryer from various sources for about \$450 to \$500. The cost of operation will depend on the dryer's efficiency plus the cost per kilowatt-hour of electricity in your area. A typical electric hand dryer uses about 0.03 kwh of electricity per use. At an average U.S. cost of \$0.0995 per kwh, the cost for using an electric dryer averages out to about \$14.58 per month, a savings of more than \$60 per month over using paper towels. This means the higher cost of purchasing the electric dryer is repaid within about seven months, making an electric hand dryer a far more economical choice than paper towels.

Additional Options

Business owners can purchase less expensive paper towels to minimize the cost, but it is still a more expensive option than using electric hand dryers. There are also more energy-efficient hand dryers on the market that have a higher initial cost but an operating cost that is about a tenth that of standard hand dryers. These are especially good for situations where the dryers get a lot of usage, as the savings can add up quickly.