

More Than Hot Air

Why Hand Dryers Are The Leading Sustainable Choice For Electrical Wholesalers

Speaker: Mark Sheridan



Hand Dryer:

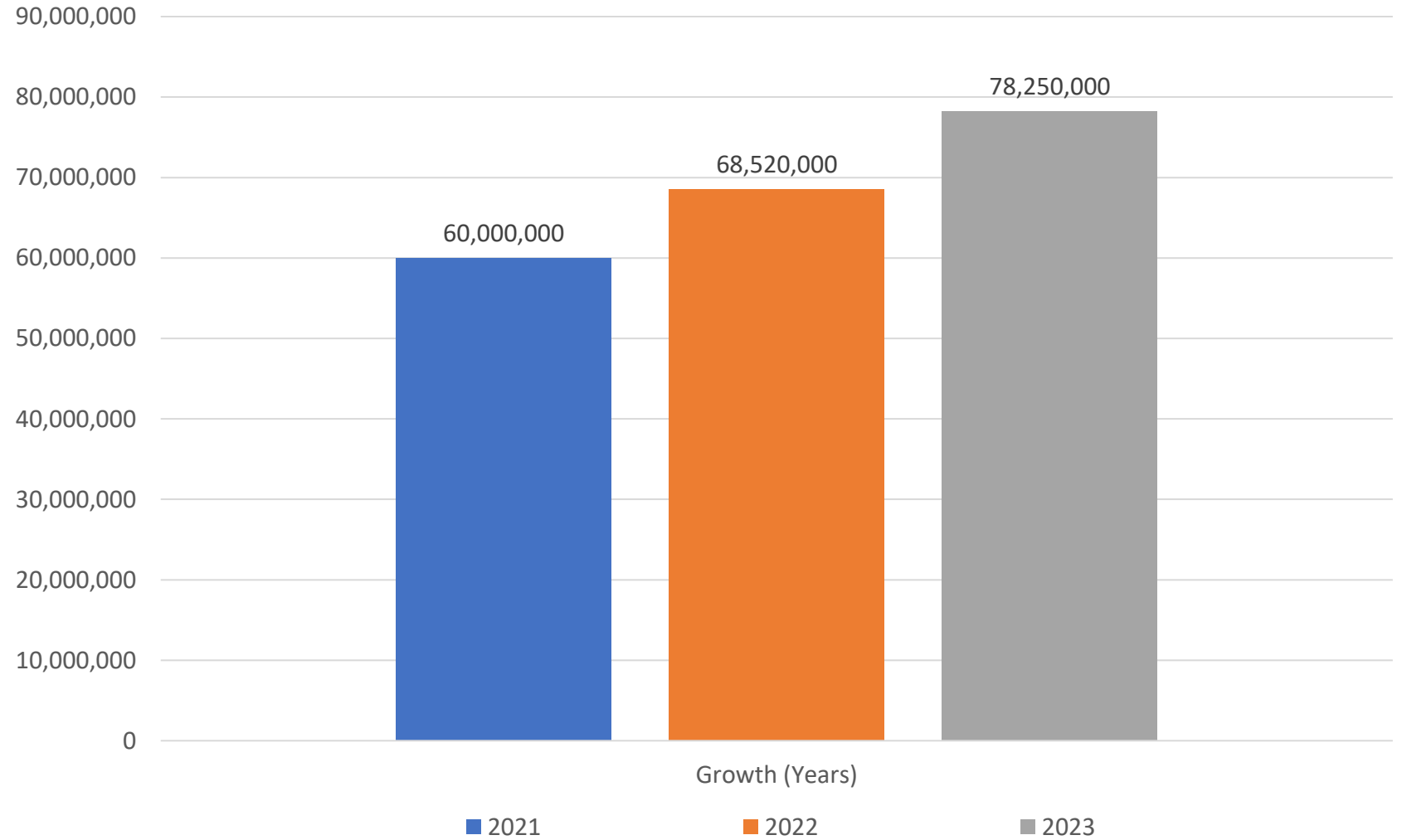
Market Insights:

- **Worldwide Market Size**
- **\$788 Million (2021)**
- **Projected to Exceed \$1bn by 2025**

- **UK Market Size**
- **£60 Million (2021)**

- **Projected Growth: 14.2%**
(CAGR over 6 years)

UK Hand Dryer Market Growth (Total £)



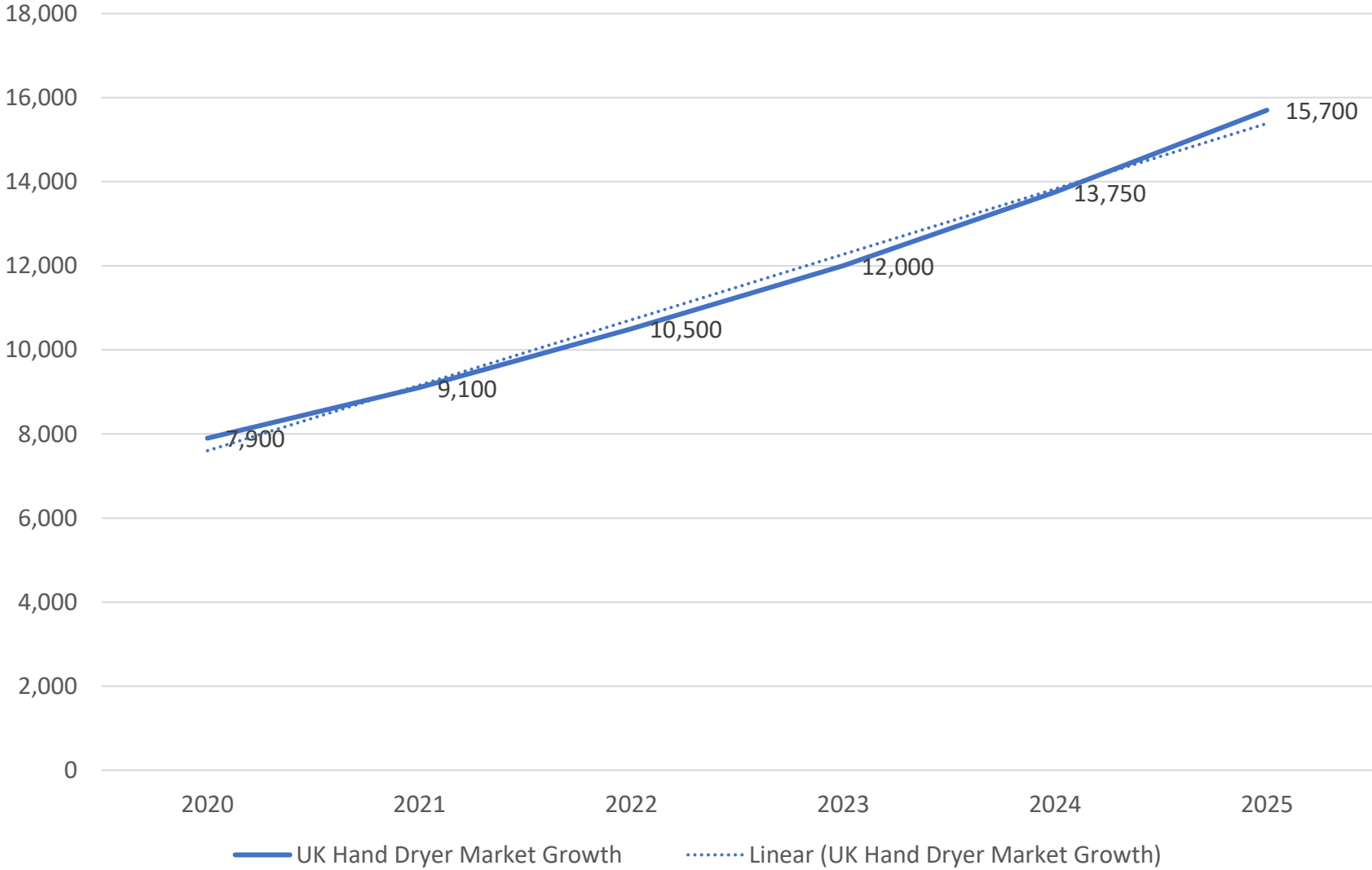
Hand Dryer:

Market Insights:

- **Individual Growth Example:
(14.2% CAGR over 6 years)**

- **Growth from 2020 with
Projections to 2025**

UK Hand Dryer Market Growth (Individual Source)



History of the Hand Dryer:



- Airdry, The Electric Towel



- World Dryer Model A



- Mitsubishi Jet Towel

Hand Dryer:

Benefits of Investing:

- **Convenience**
- **Cost Savings**
- **Improved Hygiene**
- **Reduced Waste**
- **Durability**



Hand Dryer Variations:

- Conventional



- High-Speed

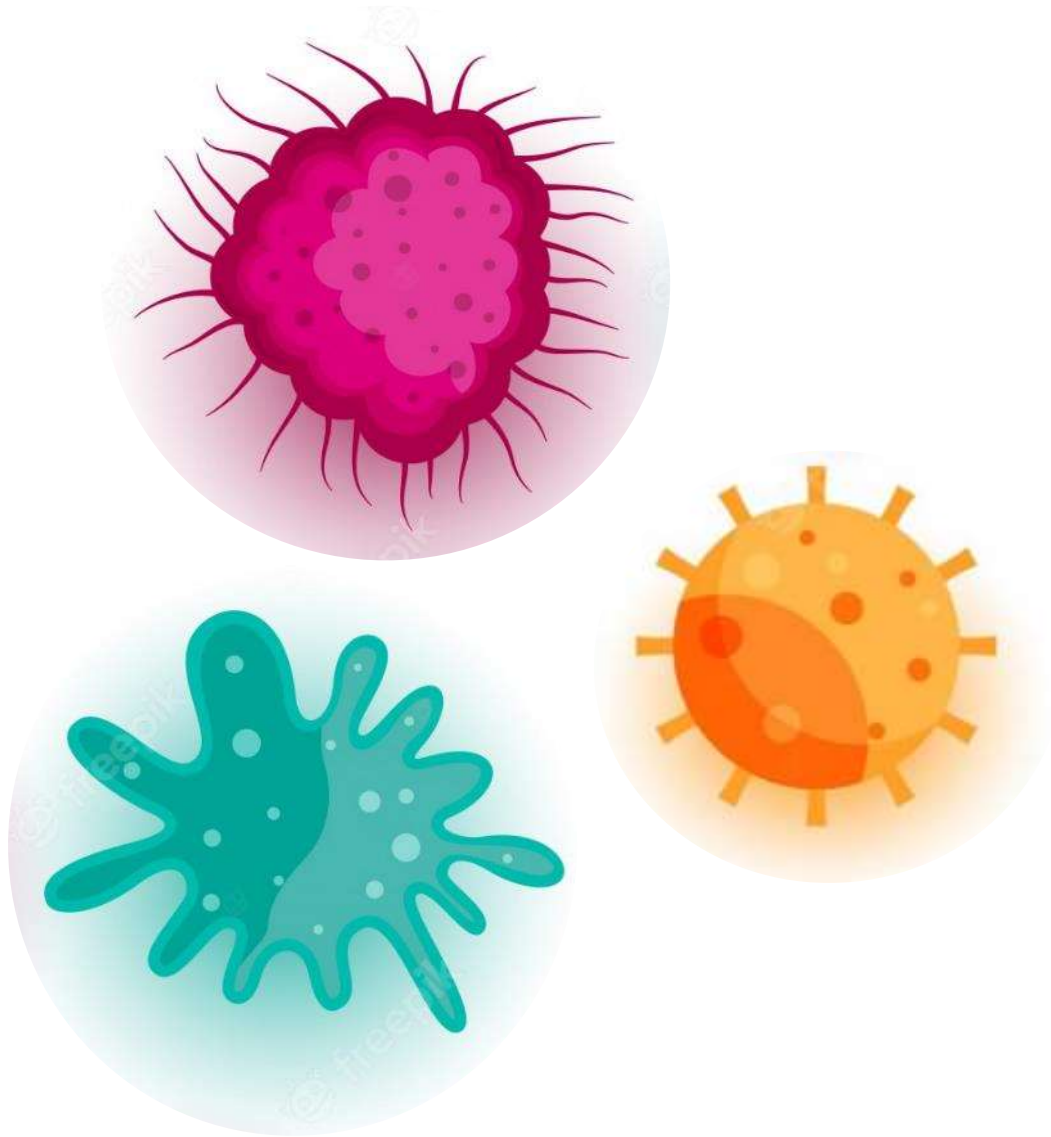


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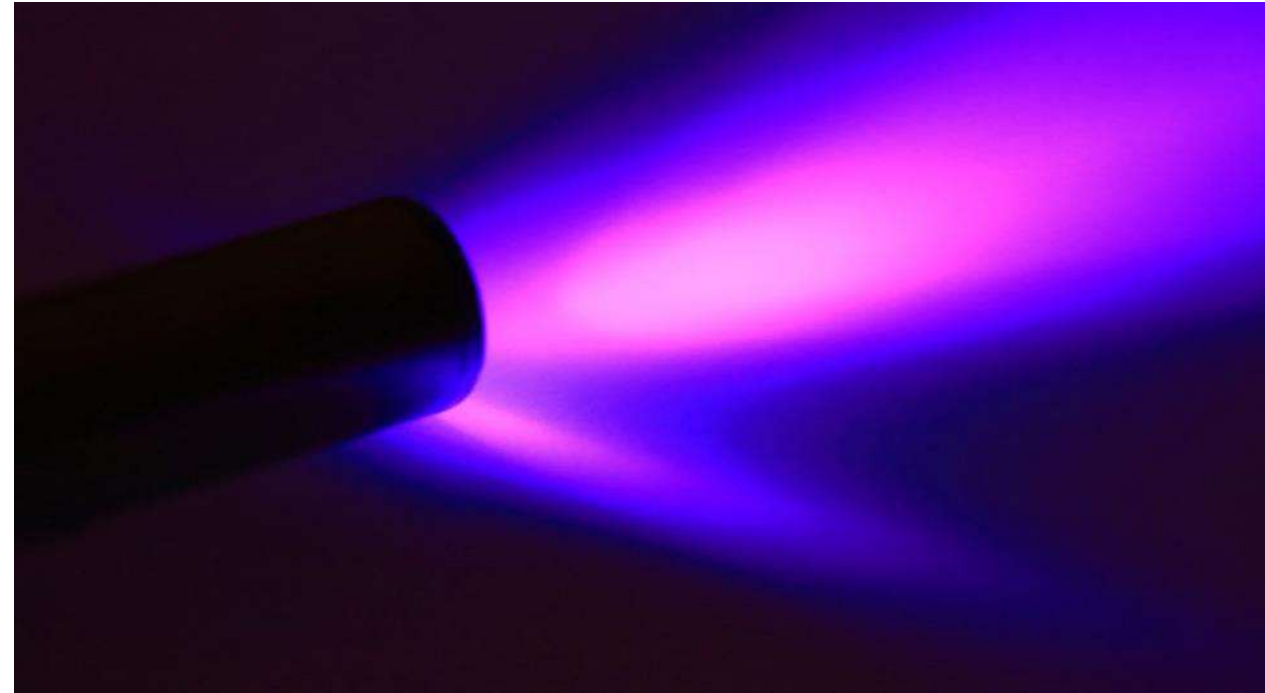
Hand Dryer:

HEPA Filtration:



Hand Dryer:

UV Sterilisation:



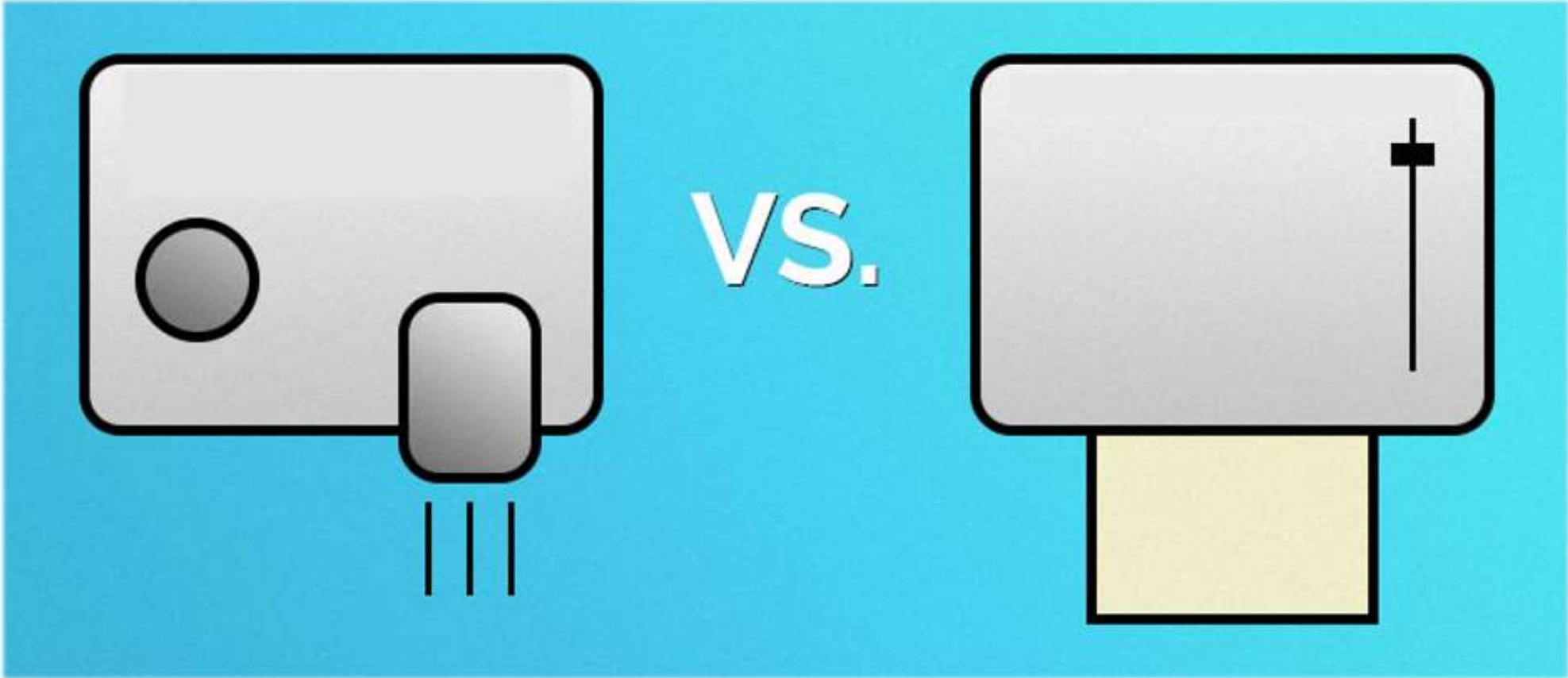
Specification Guidance:

- Applications
- Traffic – Footfall
- Usage



Hand Dryer:

Hand Dryer VS Paper Towel Cost:



Hand Dryer vs Paper Towel Cost Analysis

Calculations based on 312 days per year (6 days a week) kWh 0.30p 236g CO2/kWh

Paper Towel - Dryer Type Comparison

Performance:	Paper towels	Conventional Dryer	High Speed Dryer - Heat OFF	High Speed Dryer - Heat ON
Power (W)	-	2400	650	1400
Drying time (s)	2 sheets	40	15	15
Cost per dry	£0.02	£0.0080	£0.0008	£0.0018
CO ² Per Dry (g)	12.6	6.29	0.64	1.38

Yearly Cost

Paper Towels:		Hand Dryer:	Conventional Dryer	High Speed Dryer - Heat OFF	High Speed Dryer - Heat ON
Quantity of Dispensers	1	Quantity of Dryers	1	1	1
Cost per Towel	£0.01	Wattage of drier (w)	2400	650	1400
No of towels per Dry	2	Electricity cost per kWh	£0.30	£0.30	£0.30
No of Dries per Day	250	Time to Dry in Sec	40	15	15
No of Days per Year	312	No of Dries per Day	250	250	250
Towel Cost Per year	£1,560	No of Days per Year	312	312	312
		Electricity cost per year	£624	£63	£137


Cost Savings

Cost Savings	Conventional Dryer	High Speed Dryer - Heat OFF	High Speed Dryer - Heat ON
Cost Savings over 1 year against a Conventional Dryer		£499	£426
Cost Savings over 1 year against Paper Towels	£741	£1,282	£1,209
ROI - Return On Investment (Months)	2.83	1.83	1.94

End Note:

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**Many thanks for your attention.
Please feel free to ask some questions!**

A stylized graphic of a globe with green leaves, symbolizing environmental sustainability. The globe is light green with darker green outlines for continents. Three large, overlapping green leaves are positioned to the left and top of the globe, partially obscuring it. The entire graphic is set against a white background.