

DrySmart Data Analysis, New England Hotel, 170 Rooms, Natural Gas

DrySmart Projected Energy Savings	
Dryers per Property [One Pocket / Dryer]	3
Avg Turns / Day / Dryer	14
Avg Turns/ Day	41
Average Aggregate Heat On Time Saved, Minutes per Turn per Dryer	9.3
Average Aggregate Heat On Time Saved, Minutes per Day per Dryer	128.9
Total Heat On Time Saved, Minutes per Day	386.7
Total Heat On Time Saved, Hours per Day	6.4
Average Minutes per Completed Turn	19.3
Average Burner Capacity, BTU/Hour / Dryer	255,000
Average Duty Cycle, %, with Dry Load	65%
Average Energy Consumption, BTU/Hr/Pocket, with Dry Load	165,750
Average Energy Saved, BTU/Turn	25,783
Natural Gas Equivalent, Therm Saved / Turn	0.258
Natural Gas Equivalent, Therm Saved / Day	9.99
<i>Natural Gas Savings per Property, Therm/Year</i>	<i>3,596</i>
Natural Gas Cost, \$/Therm	\$0.95
<i>Natural Gas Savings per Property, \$/Year</i>	<i>\$3,416</i>
Natural Gas Savings per Month	\$284.71
Annual Natural Gas Savings per Dryer	\$1,138.83
Natural Gas Savings per Dryer per Month	\$94.90

Projected DrySmart Natural Gas Savings Nationally	
Approximate Total Hotels	50,000
Approximate Total Dryers	160,000
DrySmart Installed Base	50%
Total Avg Turns / Day	1,100,709
Total Overdry Energy, BTU/Day/Property	1,068,393
Total Overdry Energy, BTU/Day	26,709,817,774
Total Overdry Energy, BTU/Year	9,348,436,220,838
<i>Approximate Energy Saved, Therm /Year</i>	<i>93,484,362</i>

Purchase Economics	
Installed Cost	\$1,996
Utility Savings, \$/Year	\$3,416.48
<i>Payback, Months</i>	<i>7.0</i>

Finance Economics, 36 Months / No Down Payment	
Total Installed Cost	\$1,996
Monthly Payments	\$65.81
Monthly Savings	\$284.71
<i>Monthly Savings, Net of Payments</i>	<i>\$218.90</i>

Natural Gas

Typical Yield Increase	
Typical Additional Turns / Day / Dryer	6.7
Typical Additional Turns / Day / Property	20.0
<i>Typical Additional Turns / Year</i>	<i>7,202</i>

----- OR -----

Typical Labor Savings	
Nominal Burdened Labor Rate/Hr	\$10
<i>Overdry Time Saved, Hours per Year</i>	<i>773.5</i>
Approximate Annual Labor Cost Savings	\$7,735

Notes:

All data taken from operating customer hotel.

Purchase and Finance economics are based on natural gas savings only. Labor savings are an additional benefit.

Natural Gas pricing is affected by many factors, such as location and time of year.

Finance plans are subject to credit approval. Actual payments may vary.

DrySmart Data Analysis, New England Hotel, 170 Rooms, Propane

DrySmart Projected Energy Savings	
Dryers per Property [One Pocket / Dryer]	3
Avg Turns / Day / Dryer	14
Avg Turns/ Day	41
Average Aggregate Heat On Time Saved, Minutes per Turn per Dryer	9.3
Average Aggregate Heat On Time Saved, Minutes per Day per Dryer	128.9
Total Heat On Time Saved, Minutes per Day	386.7
Total Heat On Time Saved, Hours per Day	6.4
Average Minutes per Completed Turn	19.3
Average Burner Capacity, BTU/Hour / Dryer	255,000
Average Duty Cycle, %, with Dry Load	65%
Average Energy Consumption, BTU/Hr/Pocket, with Dry Load	165,750
Average Energy Saved, BTU/Turn	25,783
Propane Equivalent, Gal Saved / Turn	0.283
<i>Propane Equivalent, Gal Saved / Day</i>	<i>10.98</i>
<i>Propane Savings per Property, Gal/Year</i>	<i>3,952</i>
Nominal Propane Cost, \$/Gal	\$2.00
<i>Propane Savings per Property, \$/Year</i>	<i>\$7,904</i>
Propane Savings per Month	\$658.66
Annual Propane Savings per Dryer	\$2,634.65
Propane Savings per Dryer per Month	\$219.55

Projected DrySmart Propane Savings Nationally	
Approximate Total Hotels	50,000
Approximate Total Dryers	160,000
DrySmart Installed Base	50%
Total Avg Turns / Day	1,100,709
Total Overdry Energy, BTU/Day/Property	1,068,393
Total Overdry Energy, BTU/Day	26,709,817,774
Total Overdry Energy, BTU/Year	9,348,436,220,838
<i>Approximate Energy Saved, Therm /Year</i>	<i>93,484,362</i>

Purchase Economics	
Installed Cost	\$1,996
Utility Savings, \$/Year	\$7,903.95
<i>Payback, Months</i>	<i>3.0</i>

Finance Economics, 36 Months / No Down Payment	
Total Installed Cost	\$1,996
Monthly Payments	\$65.81
Monthly Savings	\$658.66
<i>Monthly Savings, Net of Payments</i>	<i>\$592.85</i>

Propane

Typical Yield Increase	
Typical Additional Turns / Day / Dryer	6.7
Typical Additional Turns / Day / Property	20.0
<i>Typical Additional Turns / Year</i>	<i>7,202</i>

----- OR -----

Typical Labor Savings	
Nominal Burdened Labor Rate/Hr	\$10
<i>Overdry Time Saved, Hours per Year</i>	<i>773.5</i>
Approximate Annual Labor Cost Savings	\$7,735

Notes:

All data taken from operating customer hotel.

Purchase and Finance economics are based on propane savings only. Labor savings are an additional benefit.

Propane pricing is affected by many factors, such as location and time of year.

Finance plans are subject to credit approval. Actual payments may vary.

DrySmart Configuration

Dryer Number: 1

Dryer Mode: [OPL]

OPL Cool Down Time, Mins: 5

Moisture Mode: Slope

Dialog Mode: Silent

Baseline Mode: ON

Technician: MG

Distributor: SPS

Laundry: Hotel, New England

Laundry Note:

Max X Heat Cycles, Completed Turns: 9

Max X Heat Cycles, Repeat Turns: 5

Minimum Rise Time for Repeat Turn: 180

Ambient Temperature: 20

Max Ambient Temperature: 54

Baseline Log Data

Log Elapsed Hours: 3300

Log Elapsed Minutes: 45

Log Elapsed Seconds: 8

Total Run Minutes: 45538

Total Completed Turn Minutes: 18127

Total Truncated Turn Minutes: 27411

Total Minutes to Dry Flag: 13176

Average Minutes per Turn, All Turns: 18

Average Minutes per Completed Turn: 24

Average Minutes per Truncated Turn: 15

Total Turns: 2516

Total Completed Turns: 410

Total Shortstopped Turns: 301

Total Truncated Turns: 1805

Rise Time Repeated Turns: 19

New Turns: 5

Rise Time Valid Turns: 24

Elapsed Days 137.5

Average Completed Turns / Day 5

Average Total Turns / Day 18.3

Total Complete Turns, Including Shortstopped Turns 711

Average Truncated Turn Minutes per Completed Turn 38.6

Percent Truncated Turn Minutes 60.2%

DrySmart Configuration

Dryer Number: 1

Dryer Mode: OPL
OPL Cool Down Time, Mins: 5
Moisture Mode: Slope
Dialog Mode: Silent
Baseline Mode: Off

Technician: MG
Distributor: SPS
Laundry: Hotel, New England
Laundry Note:

Max X Heat Cycles, Completed Turns: 4
Max X Heat Cycles, Repeat Turns: 4
Minimum Rise Time for Repeat Turn: 180
Ambient Temperature: 43
Max Ambient Temperature: 68

Log Data

Log Elapsed Hours: 2,300	<i>Elapsed Days:</i>	95.8
Log Elapsed Minutes: 16		
Log Elapsed Seconds: 20	<i>Average Completed Turns / Day</i>	16.8
Total Run Minutes: 34,023	<i>Total Complete Turns, Including Shortstopped Turns</i>	1611
Total Completed Turn Minutes: 26,140	<i>Average Truncated Turn Minutes per Completed Turn</i>	4.9
Total Truncated Turn Minutes: 7,883		
Total Minutes to Dry Flag: 23,169		
Average Minutes per Turn, All Turns: 16	<i>Average Overdry Time Saved, Minutes per Completed Turn (Baseline - OPL)</i>	8
Average Minutes per Completed Turn: 16	<i>Total Overdry Time Saved, Minutes</i>	12,888
Average Minutes per Truncated Turn: 16	<i>Overdry Time Saved, Minutes / Day</i>	134
Total Turns: 2,088		
Total Completed Turns: 1,396	<i>Aggregate Heat On Time Saved, Minutes</i>	12,888
Total Shortstopped Turns: 215	<i>Aggregate Heat On Time Saved, Average Minutes / Completed Turn</i>	8.0
Total Truncated Turns: 477	<i>Aggregate Heat On Time Saved, Minutes / Day</i>	134.5
Rise Time Repeated Turns: 18		
New Turns: 1	<i>Gas Burner Capacity, BTU/Hr</i>	300,000
Rise Time Valid Turns: 19	<i>Average Duty Cycle, %, with Dry Load</i>	65%
	<i>Average Energy Consumption, BTU/Hr/Pocket, with Dry Load</i>	195,000
	<i>Aggregate Energy Saved, BTU / Day</i>	437,071

DrySmart Configuration

Dryer Number: 2

Dryer Mode: [OPL]

OPL Cool Down Time, Mins: 5

Moisture Mode: Slope

Dialog Mode: Silent

Baseline Mode: On

Technician: MG

Distributor: SPS

Laundry: Hotel, New England

Laundry Note:

Max X Heat Cycles, Completed Turns: 9

Max X Heat Cycles, Repeat Turns: 5

Minimum Rise Time for Repeat Turn: 180

Ambient Temperature: 19

Max Ambient Temperature: 53

Baseline Log Data

Log Elapsed Hours: 3299

Log Elapsed Minutes: 20

Log Elapsed Seconds: 6

Total Run Minutes: 46019

Total Completed Turn Minutes: 7490

Total Truncated Turn Minutes: 38079

Total Minutes to Dry Flag: 6622

Average Minutes per Turn, All Turns: 26

Average Minutes per Completed Turn: 35

Average Minutes per Truncated Turn: 25

Total Turns: 1728

Total Completed Turns: 171

Total Shortstopped Turns: 54

Total Truncated Turns: 1503

Rise Time Repeated Turns: 5

New Turns: 10

Rise Time Valid Turns: 15

Elapsed Days 137.5

Average Completed Turns / Day 2

Average Total Turns / Day 12.6

Total Complete Turns, Including Shortstopped Turns 225

Average Truncated Turn Minutes per Completed Turn 169.2

Percent Truncated Turn Minutes 82.7%

DrySmart Configuration

Dryer Number: 2

Dryer Mode: OPL
OPL Cool Down Time, Mins: 5
Moisture Mode: Slope
Dialog Mode: Silent
Baseline Mode: OFF

Technician: MG
Distributor: SPS
Laundry: Hotel, New England
Laundry Note:

Max X Heat Cycles, Completed Turns: 4
Max X Heat Cycles, Repeat Turns: 4
Minimum Rise Time for Repeat Turn: 180
Ambient Temperature: 42
Max Ambient Temperature: 63

Log Data

Log Elapsed Hours: 2,300	<i>Elapsed Days:</i>	95.8
Log Elapsed Minutes: 59		
Log Elapsed Seconds: 59	<i>Average Completed Turns / Day</i>	8.4
Total Run Minutes: 35,675	<i>Total Complete Turns, Including Shortstopped Turns</i>	808
Total Completed Turn Minutes: 21,068		
Total Truncated Turn Minutes: 14,607	<i>Average Truncated Turn Minutes per Completed Turn</i>	18.1
Total Minutes to Dry Flag: 19,607		
Average Minutes per Turn, All Turns: 26	<i>Average Overdry Time Saved, Minutes per Completed Turn (Baseline - OPL)</i>	9
Average Minutes per Completed Turn: 26	<i>Total Overdry Time Saved, Minutes</i>	7,272
Average Minutes per Truncated Turn: 26	<i>Overdry Time Saved, Minutes / Day</i>	76
Total Turns: 1,357		
Total Completed Turns: 710	<i>Aggregate Heat On Time Saved, Minutes</i>	7,272
Total Shortstopped Turns: 98	<i>Aggregate Heat On Time Saved, Average Minutes / Completed Turn</i>	9.0
Total Truncated Turns: 549	<i>Aggregate Heat On Time Saved, Minutes / Day</i>	75.9
Rise Time Repeated Turns: 7		
New Turns: 0	<i>Gas Burner Capacity, BTU/Hr</i>	300,000
Rise Time Valid Turns: 7	<i>Average Duty Cycle, %, with Dry Load</i>	65%
	<i>Average Energy Consumption, BTU/Hr/Pocket, with Dry Load</i>	195,000
	<i>Aggregate Energy Saved, BTU / Day</i>	246,616

DrySmart Configuration

Dryer Number: 3

Dryer Mode: [OPL]

OPL Cool Down Time, Mins: 5

Moisture Mode: Slope

Dialog Mode: Silent

Baseline Mode: ON

Technician: MG

Distributor: SPS

Laundry: Hotel, New England

Laundry Note:

Max X Heat Cycles, Completed Turns: 9

Max X Heat Cycles, Repeat Turns: 5

Minimum Rise Time for Repeat Turn: 190

Ambient Temperature: 20

Max Ambient Temperature: 52

Baseline Log Data

Log Elapsed Hours: 2952

Log Elapsed Minutes: 9

Log Elapsed Seconds: 51

Total Run Minutes: 34554

Total Completed Turn Minutes: 12690

Total Truncated Turn Minutes: 21864

Total Minutes to Dry Flag: 9000

Average Minutes per Turn, All Turns: 21

Average Minutes per Completed Turn: 27

Average Minutes per Truncated Turn: 19

Total Turns: 1604

Total Completed Turns: 355

Total Shortstopped Turns: 100

Total Truncated Turns: 1150

Rise Time Repeated Turns: 3

New Turns: 4

Rise Time Valid Turns: 7

Elapsed Days 123.0

Average Completed Turns / Day 4

Average Total Turns / Day 13.0

Total Complete Turns, Including Shortstopped Turns 455

Average Truncated Turn Minutes per Completed Turn 48.1

Percent Truncated Turn Minutes 63.3%

DrySmart Configuration

Dryer Number: 3

Dryer Mode: OPL
OPL Cool Down Time, Mins: 5
Moisture Mode: Slope
Dialog Mode: Silent
Baseline Mode: OFF

Technician: MG
Distributor: SPS
Laundry: Hotel, New England
Laundry Note:

Max X Heat Cycles, Completed Turns: 4
Max X Heat Cycles, Repeat Turns: 4
Minimum Rise Time for Repeat Turn: 180
Ambient Temperature: 43
Max Ambient Temperature: 53

Log Data

Log Elapsed Hours: 2,296	<i>Elapsed Days:</i>	95.7
Log Elapsed Minutes: 47		
Log Elapsed Seconds: 35	<i>Average Completed Turns / Day</i>	16.0
Total Run Minutes: 27,758	<i>Total Complete Turns, Including Shortstopped Turns</i>	1534
Total Completed Turn Minutes: 24,582		
Total Truncated Turn Minutes: 3,176	<i>Average Truncated Turn Minutes per Completed Turn</i>	2.1
Total Minutes to Dry Flag: 21,868		
Average Minutes per Turn, All Turns: 15	<i>Average Overdry Time Saved, Minutes per Completed Turn (Baseline - OPL)</i>	11
Average Minutes per Completed Turn: 16	<i>Total Overdry Time Saved, Minutes</i>	16,874
Average Minutes per Truncated Turn: 12	<i>Overdry Time Saved, Minutes / Day</i>	176
Total Turns: 1,794		
Total Completed Turns: 1,429	<i>Aggregate Heat On Time Saved, Minutes</i>	16,874
Total Shortstopped Turns: 105	<i>Aggregate Heat On Time Saved, Average Minutes / Completed Turn</i>	11.0
Total Truncated Turns: 260	<i>Aggregate Heat On Time Saved, Minutes / Day</i>	176.4
Rise Time Repeated Turns: 6		
New Turns: 0	<i>Gas Burner Capacity, BTU/Hr</i>	165,000
Rise Time Valid Turns: 6	<i>Average Duty Cycle, %, with Dry Load</i>	65%
	<i>Average Energy Consumption, BTU/Hr/Pocket, with Dry Load</i>	107,250
	<i>Aggregate Energy Saved, BTU / Day</i>	315,285