



# The Essential Hand Dryer Buying Guide



# About Citron Hygiene

With over 45 years of industry experience, Citron Hygiene is one of the world's leading providers of washroom hygiene services and products. Our mission is to elevate the washroom experience with an industry-leading range of solutions, supported by reliably on-time, hassle-free, expert service. Citron Hygiene will help you enhance and preserve your company's reputation through your washroom.



**citron**  
HYGIENE

Elevating  
the washroom  
experience



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## The Essential Hand Dryer Buying Guide



### Summary

Whilst hand dryers are just one of many washroom fixtures you have to think about, they are certainly one of the most important. When choosing the best commercial hand dryer for your business' washroom there are many different factors to consider. This guide aims to provide you with all the facts you need to make an informed decision, with signposting to other relevant content to further help you make that choice.

#### Looking back – a history of the hand dryer

Originally patented in 1921 by inventors R.B. Hibbard, D.J Watrous and J.G. Bassett, the hand dryer has been around for 100 years.

Traditional models of hand dryers (also known as 'electric towels') were loud and slow meaning they were highly inefficient from both a cost and hygiene perspective; users wouldn't wait around to dry their hands properly resulting in the 'shake and dry' method being used instead. Nowadays hand dryers are much more modern, quiet and energy efficient, ranging in a selection of stylish designs with streamlined aesthetics to match any washrooms' interior and business' budget.

From hands-under to eco-friendly, there's a hand dryer suitable for every business.

#### How do hand dryers work?

In the past, hand dryers used a heating element to warm the air which evaporated water from the users' hands. This use of a heating element is what makes original hand dryers extremely costly. Older hand dryers tended to also feature a button that the user had to press to activate the dryer.

Now, most hand dryers feature an infrared sensor that detects the movement of the users' hands to bring the hand dryer to life. This way the hand dryer only works when it needs to, saving energy every use. This feature also ensures users don't touch the hand dryer and thereby pose a risk of spreading bacteria. When it comes to actually drying the hands, many new models feature a blade designed to collect air through a nozzle which then produces air pressure that dries hands by forcing the water off. The latest, most advanced models now feature High Efficiency Particulate Air (HEPA) filters which purify the air and catch germs found in the washroom environment ensuring ultimate hygiene throughout. According to the Institute of Environmental Sciences and Technology, HEPA filters must trap 99.97% of particulates 0.3 microns or larger to be compliant.

#### Are hand dryers truly hygienic?

YES. Despite many arguments and debates in the past, with latest technological advancements including the introduction of HEPA filters as one example, hand dryers really are hygienic.





## Hand Hygiene

While much attention has been given to the importance of hand washing and the important role it plays in protecting people and reducing infection transmission, little attention has been given to the crucial role drying hands plays too.

**The science?** Germs can more easily be spread to other surfaces when your hands are wet – meaning that unless you have washed your hands properly **AND dried your hands**, you could be doing more harm than good.



In environments where people can be vulnerable to infection, **drying hands can literally save lives**. If businesses are not providing adequate, hygienic means of drying hands, visitors will resort to the ‘shake and dry’ method, spreading germs and undermining the efficacy of their hand washing.

Overall hand hygiene that covers both hand washing or sanitising and drying is critical in supporting a hygienic washroom environment and protecting your washroom users.



## Alternatives to Hand Dryers

In areas where there is a lack of power, your business may want to consider providing paper towels instead.

### Which solution works better?

While there has been considerable debate regarding which solution is actually better and more hygienic, the truth is that both methods provide a suitable method for hand drying. Deciding on the best solution for your business will come down to preferences and needs. If you are considering supplying paper towels you may want to think about the following:

- The requirement for staff to monitor usage of towels and to stock and replenish supplies as needed. It's been found that **30% of people cite empty paper towel dispensers as a reason for not drying their hands.**
- Is your washroom limited on space? Supplying paper towels means you will also need to provide a bin for disposal of waste which can take up additional space.
- Have you got adequate space for back up stocks of paper towels?
- Cleaning requirements - paper towels can often end up on floors or around basins which means your employees may have to clean up washrooms more frequently.
- Cost - hand dryers can actually work out to be considerably cheaper than paper towels in the long run.

### Average Business Costs: Hand Dryers Vs Alternatives



The same business using hand dryers instead of paper towels could annually save up to

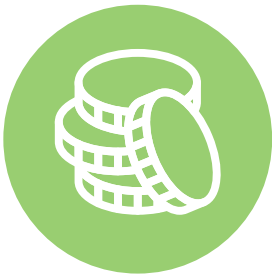
**£600**



# The Importance of Choosing the Right Hand Dryer

The right commercial hand dryer for your business needs to encourage a flow of washroom users to ensure optimum hygiene routines. If your business experiences high footfall, choosing slow hand dryers may cause people to become impatient and leave the washroom without even drying their hands – gross! In addition to this, if your washroom is limited on space and lacks efficient facilities, people will be left waiting for a hand dryer to be free, causing congestion. Most businesses are focused on providing a seamless, positive experience for their customers and employees, so choosing an efficient, quick hand dryer is essential.

**So, what factors need to be assessed when choosing the right hand dryer for your business?**



### Budget

Budget is a key consideration for many businesses and hand dryers can cost anywhere between £50 - £500 with higher cost models usually offering ultra-fast hand drying under 10 seconds. It's important to remember that low cost doesn't necessarily mean cost-effective. Higher cost hand dryers are generally eco-friendlier and better designed to save on energy use. Your hygiene service provider will be able to help you decide on the best hand dryer that meets your budget requirements.

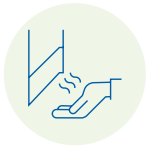


### Washroom Usage

How many people visit your washroom in a day? High footfall washrooms may require higher speed hand dryers while low footfall washrooms may only need a standard hand dryer with a slower drying time of 11-15 seconds.

## Did you know?

**73%** of people are more likely to dry hands when the method of drying works quickly.



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### Noise

Consider what type of business you run and whether noise levels are an important factor. For some places such as offices and schools, ensuring hand dryers are quiet is essential for minimal disturbance. Look out for the Quiet Mark accreditation on hand dryers which signifies they're quieter models.



### Style

How your washroom presents itself can paint a thousand words to the user so if you want your washroom to be an extension of your brand, then choosing the right style is an important factor. Most modern hand dryers are aesthetically pleasing, however, hygiene service companies tend to offer different styles in stainless steel or plastic to suit your washroom environment. Some companies may also offer bespoke branding.



### Washroom Design

Consider the size and layout of your washroom when choosing the best hand dryers. In smaller washrooms, or where there is a need for multiple hand dryers, opting for compact, versatile dryers that utilise the space will be more suitable.

Hands-in dryers often take up more space. If your washroom has a **small footprint**, consider a **hands-under dryer**.







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## IP Rating

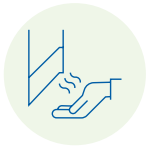
Short for Ingress Protection, before you buy a hand dryer you should check the IP rating. Hand dryers are given a classification that represent the level of protection they have against dust, tools, fingers and moisture. It's important to understand the IP rating as it has a bearing of how far away from water supplies it can be fitted. The IP rating has two numbers on it; the first number represents both the level of protection it gives against solid objects entering the dryer and how much protection there is against the user coming into contact with parts that could be hazardous. The second number represents protection level against moisture and water entering the hand dryer and the higher this number is the better.

SOLIDS		
	Protected against a solid object greater than 50mm, such as a hand	1
	Protected against a solid object greater than 12.5mm, such as a finger	2
	Protected against a solid object greater than 2.5mm, such as a screwdriver	3
	Protected against a solid object greater than 1mm, such as a wire	4
	Dust protected. Limited ingress of dust permitted	5
	Dust tight. Zero ingress of dust permitted	6

WATER		
	Protected against vertically falling drops of water. Limited ingress permitted	1
	Protected against vertically falling drops with enclosure tilted 15°. Limited ingress permitted	2
	Protected against sprays to 60° from vertical. Limited ingress permitted	3
	Protected splashes from all directions. Limited ingress permitted	4
	Protected against jets of water. Limited ingress permitted	5
	Protected against strong jets of water. Limited ingress permitted	6
	Protected against the effects of immersion between 15cm and 1cm for up to 1hr	7
	Protected against long periods of immersion under pressure	8

**IP = XX**  
**SOLID WATER**





## Sector Guidance



### Healthcare Facilities

Where users may have disabilities, a hands-under dryer may work better than a hands-in dryer for easier accessibility. Positioning a wheelchair, for example, is more straightforward with a hands-under dryer than hands-in. In healthcare facilities that are used by many different types of users, choosing a dryer that is suitable for all users is important.



### Schools & Nurseries

A hand dryer that can be installed at a lower height is usually recommended in schools and nurseries where children will be the primary users. Quieter models can also be better in schools to limit noise and distraction when staff are teaching and children are learning.



### Hospitality

Faster models to encourage the flow of users are recommended, however, this will be dependent on the footfall. Washrooms in restaurants and bars are often limited on space so choosing hand dryers that are compact may be required. Style of the hand dryer may also be an important feature for hotels and restaurants to consider, so the brand image extends into the washroom.



### Shopping Centres

Shopping centres experience high footfall and therefore require hand dryers that will withstand consistently high demand.



### Coffee Shops & Cafes

You may be limited on budget so choosing a model that's cost-effective to run and features a compact design may be your best option.



### Offices

Washrooms in offices can be small and saving costs is often critical for small business owners and office managers. An energy-efficient, hands-under dryer is the best choice in these establishments



### Events

Large numbers of people who use washroom facilities at the same time mean speed and reliability are critical. Each venue has unique needs and different-sized washrooms. These businesses should speak to an experienced sales representative who can help them understand what will work best in their washroom





## Comparing Citron Hygiene's Range of Hand Dryers

Citron Hygiene has partnered with Dyson and Velair to supply businesses with a range of innovative hand dryers to suit various needs. Our contracts include full installation, servicing and repairs.

Compare our range of hand dryers to find the most suitable range for your business.



Dyson 9kJ



Dyson Airblade V



Citron Pebble



Citron Pebble Mini

Key Features	Dyson 9kJ	Dyson Airblade V	Citron Pebble	Citron Pebble Mini
IP Rating	IP24	IP24	IPX3	IPX3
Power (W)	650-900	1000	300-700	400-800
Net Weight (kg)	4.5	2.8	2.6	2
Height (mm)	500	394	323	264
Width (mm)	450	234	271	230
Depth (mm)	100	100	145	134
Noise level (dB)	77-79	79	72	78
Dry time (secs.)	10-12	12	12	12
Colour	Stainless steel	Nickel	White, black or satin	White, black or satin
HEPA Filter	✓	✓	✓	
Plug & Play			✓	✓
Eco Mode	✓		✓	✓
Heat on/off	✓	✓		

See How Much You Could Save by Switching to Citron Hygiene Hand Dryers.

Use our calculator to see how much you could save





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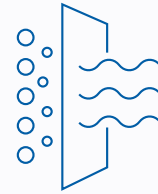
### Discover our wide range of solutions



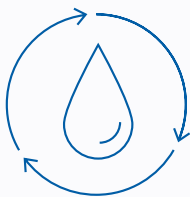
Sanitary Hygiene Units



Free-Vend Sanitary Products



Air Care & Purification



Intelligent Water Management



Infant Care & Nappy Disposal



Hand Hygiene

## Contact Citron Hygiene

Ensure you are promoting effective hand hygiene in your organisation and preventing the spread of germs by supplying the best hand dryers. Whether you are looking for new hand dryers or wanting to upgrade the ones you have, Citron Hygiene can help you decide on the best ones to meet your business requirements.

### Find out more:

 [citronhygiene.co.uk/services/washroom-care/hand-drying](https://citronhygiene.co.uk/services/washroom-care/hand-drying)

 [ukservice@citronhygiene.com](mailto:ukservice@citronhygiene.com)

 08000 66 55 52





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