



SALES BULLETIN

THE RESULTS ARE IN.

**HAND DRYERS
ARE HYGIENIC.**

NEW STUDY BY:

THE UNIVERSITY OF ARIZONA
COLLEGE OF PUBLIC HEALTH

In This Announcement:

- **Global Press Release** - Researchers from the University of Arizona, Zuckerman College of Public Health announced the publication of the results of their scoping review entitled "***Comparison of Electric Hand Dryers and Paper Towels for Hand Hygiene: A Critical Review of the Literature***" in the Journal of Applied Microbiology
- **Resources** - Tools to help explain and leverage the scoping review for sales

GLOBAL PRESS RELEASE

What did they study? And why?

The great debate of hand dryers vs. paper towels has gone on for years through studies largely funded by the paper towel industry and most recently by way of news articles and viral social media posts. The problem with these stories is that they are often one-sided and written in a manner to either sensationalize—illicit fear—or both. In short: they do not tell the whole story or share the whole truth.

To correct myths and educate the public, researchers at The University of Arizona conducted a study to answer the following questions:

- Are hand dryers more hygienic than paper towels?

- Are paper towels safer than hand dryers relative to human infection risks?

Findings:

Hand dryers and paper towels have been found to be equally hygienic through a review of available results of scientific research studies.

- The majority of the studies were sponsored by industries with potentially biased interests. Five studies favoring paper towels were funded by The European Tissue Symposium, a trade association that represents the majority of tissue paper producers throughout Europe. Additionally, 4 of these 5 studies were conducted by the same researchers.
- Few were conducted using real-world scenarios.
- Many studies lacked scientific rigor, meaning their findings weren't based on scientific findings so much as generalizations or personal feelings.
- Gray literature including social media posts and news stories were often found to be one-sided and not credible.
- The most credible study was published in 2000 by the Mayo Clinic, Effects of 4 Hand-Drying Methods for Removing Bacteria From Washed Hands: A Randomized Trial, the text of which reports no significant difference among hand drying methods. "...there is no difference in bacteria counts when drying with paper towels or hand dryers."

NEW STUDY: HAND DRYERS EQUALLY HYGIENIC TO PAPER TOWELS FOR DRYING HANDS

[Read Global Press Release](#)

These findings are critical to support Excel Dryer, our Sales Representatives, and Distributors. False and unsubstantiated claims that hand dryers are not hygienic are resulting in improper recommendations by authorities as facilities preparing to reopen.

This study is important and can support your hand dryer sales! Here is the bottom line of the scoping review:

- After review of all relevant studies/data, not one method of drying hands has been proven to be more hygienic or safer.
- Inconclusive and conflicting results represent data gaps preventing advancement of hand-drying policy or practice recommendations
- No data was found to support any human health claims associated with hand-drying methods
- Some studies have extended recommendations without sufficient scientific evidence – This has generated much of the clickbait that we have been witnessing

Excel Dryer continues to fight false claims that hand dryers are not a safe and hygienic means to dry hands. With this study and your support, we aim to educate people that thoroughly washing their hands and completely drying (with either a paper towel or hand dryer) is the solution to proper hygiene!

RESOURCES

Resources to help explain and leverage the scoping review include:

- [University of Arizona Landing Page](#) - Find additional details and information on this study directly on our website
- [Expert Insights Video from University of Arizona](#) - Dr. Kelly Reynolds summarizes critical findings of scoping review
- [Summary of the University of Arizona Scoping Review](#) - Sales piece to communicate to sellers and customers important facts
- [Talking Points for University of Arizona Scoping Review](#) - Easy points to emphasize when speaking to sellers and customers
- [Technical Sheet: University of Arizona Scoping Review](#) - Explores more in-depth data on results of scoping review
- [Banner Ads for Websites/Social Media](#) - Utilize banner ads to educate & sell!



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