

WHY DO CONTRACTORS CHOOSE LENNOX?

Innovation and service from
a brand customers trust



LENNOX
Innovation never felt so good.™



WHEN IT COMES TO GROWING YOUR BUSINESS, LOOK TO LENNOX

A dedicated partner to help you achieve greater satisfaction and higher profits, Lennox offers a wide selection of innovative heating and cooling systems backed by unparalleled customer service. With industry-leading tools and technology to help building professionals reduce costs and improve productivity, it's no surprise that so many contractors choose Lennox as their supplier for unitary commercial products.

AWARD-WINNING DESIGN



Lennox International was honored with the 2009 North American Green HVAC&R Industry Innovation & Leadership of the Year Award from Frost & Sullivan for its pioneering technology, optimized product line, sound business strategy and research and development initiatives.



Energyce® rooftop units were awarded Silver in the 2010 Dealer Design Awards sponsored by the ACHR News.



Lennox has been named ENERGY STAR® Manufacturing Partner of the Year for four years, and is the only HVAC manufacturer ever to be chosen.

The most important thing we help install is innovation

For more than 110 years, Lennox has been building a reputation as the innovator of durable, high-performance heating and cooling products. Our ongoing commitment to develop, manufacture and promote energy-efficient products is one reason Lennox is a four-time ENERGY STAR® Manufacturing Partner of the Year.

- **Save time and money** with easy-to-install and -service products like the energy-efficient Energyce® and Strategos® rooftop units, and the durable, cost-effective Landmark® rooftop units.
- **Simplified troubleshooting and service** with the Prodigy® unit controller that tracks the runtime of every major component and records the date and time when service or maintenance is performed.
- **Remote troubleshooting** with the BACnet® module that allows two-way communication for system monitoring and diagnostics.
- **Humidity control** with the patented hot-gas reheat design of the Humiditrol® dehumidification system for rooftop

units and the Humiditrol dehumidification system for split systems.

Your customers rely on you, and you can count on Lennox

To succeed in your business, you need dependable customer service as well as dependable products. With Lennox, you'll have a lasting relationship with the manufacturer as a direct supplier of high-quality, unitary, commercial HVAC systems.

- **Offering you and your customers invaluable peace of mind** with some of the best warranties in the industry.
- **Comfort solutions to meet a variety of needs**, including premium to entry-level packaged rooftop units, split systems, unit heaters and duct furnaces, commercial building automation and advanced indoor air quality systems.
- **Fast, efficient product access** through one-source ordering direct from the manufacturer.
- **Faster delivery of systems** for emergency replacement with local and regional distribution.
- **ISO 9001-2000 quality systems**

TOOLS TO HELP YOU WORK MORE EFFICIENTLY

Lennox has developed a portfolio of interactive tools & online documents to streamline your job:

www.lennoxcommercial.com

- Technical documents
- Product cutaways
- Case studies
- Product selection software
- Product brochures
- Tips articles

www.lennoxdavenet.net

- 24/7 online ordering
- Commercial e-learning
- Warranty processing
- QuickQuote
- MediaVault image database
- Total Cost of Ownership™ calculator
- Web-based proposal tool

LENNOX HELPS TAKE SOME OF THE WORK OUT OF YOUR JOB



Saving contractors time and money

Wasted time is wasted money. That's why the specialists at Lennox spend as much time thinking about how to make our HVAC products work for you as we do creating products that will work well for years to come.

- **Create satisfied customers and eliminate callbacks** by controlling contaminants with a variety of improved thermal comfort and air quality options, such as high-efficiency filters and UVC germicidal lights.
- **Accurate setup** with the Prodigy® unit controller that verifies units are installed properly and functioning as intended.
- **Reduce time and costs spent on maintenance** with the SmartWire™ system that simplifies field sensor or thermostat installation through advanced connectors that are keyed and color-coded to help prevent miswiring.
- **Limit inventory and handling costs** by using standardized components.
- **Count on successful first-time start-up**, the result of rigorous factory testing.
- **Get higher community visibility** through marketing assistance, customer leads and sales rewards in our Commercial Alliance Program.



Continuous Comfort™
Planned Replacement Program



PUTTING PLANNED REPLACEMENT TO WORK FOR YOU



Grow your business and create more profitable service work through Lennox' Continuous Comfort™ Planned Replacement Program. Contractors can increase revenue, lower costs, improve technician utilization and ultimately grow their business by tapping into the planned replacement market for HVAC equipment.

The opportunity is now:

- There is a \$15 billion market potential for planned replacement rooftop units.*
- Planned replacement is less disruptive and can be more profitable than emergency replacement. It can also increase revenue through service contracts and new customer acquisition.
- Immediately lower your customer's HVAC energy costs by up to 40% with new high-efficiency equipment.
- High-efficiency equipment often qualifies for energy rebates.
- Ideal opportunity to create a partnership with customers by solving IAQ issues while growing the business.

New Continuous Comfort™ financing options

The Lennox Commercial Financing™ program allows you to offer affordable finance solutions for light commercial replacement HVAC systems. Now, your customers can enjoy flexible monthly payments, making it easier for them to upgrade to a more efficient system. You can benefit from:

- Custom-fit financing options
- Quick and easy online quoting tool
- Total project financing
- 24-hour approval for purchases up to \$75,000
- 48-hour approval for purchases over \$75,000
- Get paid in 24 hours of completion

Get more details at www.lennoxleasing.com or contact your Lennox representative.

*Based on ARI industry shipment of all 3-phase packaged rooftop units between 1995 and 1999.

SOLUTIONS FOR CUSTOMIZED COMFORT



Don't just choose a Lennox® product...choose a Lennox Commercial Comfort System. These complete packages of HVAC solutions provide tools to create a healthy and comfortable environment.

Packaged Units

- Strategos® Rooftop Units
- Emergence® Rooftop Units
- Landmark® Rooftop Units

Split Systems

- S-Class™ Air Conditioners/Heat Pumps
- T-Class™ Air Conditioners/Heat Pumps
- Air Handlers
- Indoor Coils

Heating

- T-Class Unit Heaters
- Unit Heaters
- Duct Furnaces
- Furnaces

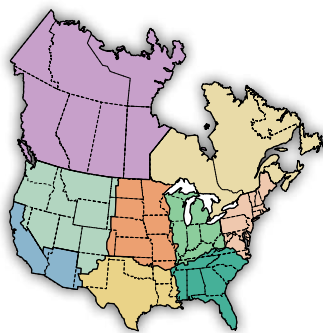
Commercial Controls

- Prodigy® Control System
- L Connection® Network
- Systems Integration Solutions
- Commercial Thermostats

Indoor Air Quality

- Humiditrol® Dehumidification System
- Demand Control Ventilation
- Energy Recovery Ventilators/Systems
- Air Filters
- UVC Germicidal Lights

LENNOX' ONE-STEP DISTRIBUTION SIMPLIFIES THE ORDERING PROCESS



Commercial Regional Distribution Centers

- Atlanta, GA
- Brampton, Canada
- Calgary, Canada
- Dallas, TX
- Indianapolis, IN
- Kansas City, KS
- Mira Loma, CA
- Port Murray, NJ
- Salt Lake City, UT

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