

HVAC RETROFITS

Combat rising energy costs
with an HVAC energy-
management solution



LENNOX

Innovation never felt so good.™



SAVE MONEY WITH HVAC ENERGY RETROFIT PROGRAMS

Immediately lower your HVAC energy costs by up to 40% and eliminate HVAC repair costs in the near future with an HVAC Energy Retrofit Program. Spending money to patch an old, inefficient system only delays the inevitable, and could result in unplanned downtime that disrupts your business, customers and employees. New HVAC equipment can be leased with little or no money down and provides you the comfort and peace of mind of a smart investment—an investment that pays for itself through lower electric bills and a lower total cost of ownership.

HVAC Energy Retrofit Programs at a glance:

HVAC equipment installed in the mid to late 1990s is nearing the end of its service life—about 12 to 15 years*

Maintenance, repair, operating costs and downtime increase as equipment ages

Emergency repair or replacement is costly and can disrupt business, resulting in customer dissatisfaction and lost sales

Immediately lower your HVAC energy costs by up to 40% with new, high-efficiency equipment

High-efficiency equipment can help offset the rising cost of energy

High-efficiency equipment may qualify for energy and green building rebates

HVAC Energy Retrofit Programs reduce operating, repair and downtime costs and help you plan the timing of capital expenditure

How HVAC Energy Retrofit Programs save you money

Avoid costly emergency replacement

If your HVAC equipment is nearing its end of life—about 12 to 15 years*—and if it fails in the middle of the summer, you will likely end up paying a premium to repair or replace the unit. What's more, the replacement unit may not have the right features, or even be the right size, because the need to restore air conditioning could force you to make short-term trade-offs.

Avoid disrupting business and lost sales

New equipment gives you peace of mind. With out-of-date equipment, there's a constant worry about when it may break down. Unplanned repair expenses negatively impact your profitability and cash flow. In addition to paying more for emergency equipment, you have dissatisfied customers and employees, as well as lost sales.

Lower replacement costs

Replacing multiple units at the same time spreads out fixed costs, such as crane rental and travel time, over several units. Your increased purchasing power may also lower other costs related to equipment purchase and installation.

Control the timing of your capital expenditure

Planning ahead lets you select the best equipment for your needs. When you control the timing of any capital expenditure, you manage business finances more effectively and efficiently.

Immediate positive cash flow

With leasing, there may be no up-front costs or down payments required. Combined with the lower operating costs of today's equipment and avoided repair costs, new equipment could provide you with immediate positive cash flow.

Repair costs can add up

Avoid spending more money repairing your old equipment, which may require only more repairs with age. Invest your current and future repair costs in new equipment, which has the added benefits of higher efficiency, increased durability and service-friendly features.

Typical costs of replacing the following components on a 7.5-ton rooftop unit.

Condenser coil: **\$1,500**

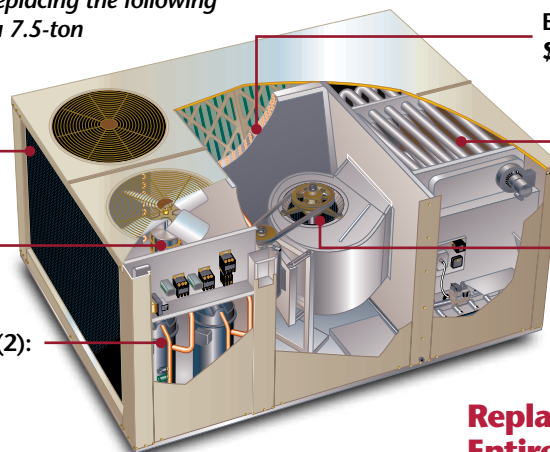
Condenser fan motor (2): **\$350 each**

Compressor (2): **\$1,200 each**

Evaporator coil: **\$1,500**

Heat exchanger: **\$1,800**

Blower motor: **\$500**



Replacement of Entire Unit: \$9,500

CASE STUDY—RETAIL APPLICATION



Efficiency comparison and payback*

| | Old Equipment | New Equipment |
|---------------------------------------------|---------------|----------------|
| EER | 8.5 | 12.5 |
| IEER (IPLV) | 7.5 | 12.9 |
| Annual Cooling Costs | \$3,396 | \$1,833 |
| Annual Energy Savings | | \$1,563 |
| <hr/> | | |
| Monthly Lease Payment | | \$181 |
| Monthly Energy Savings | | \$131 |
| Net Monthly Out-of-Pocket Investment | | \$50 |

Lease payment based on 60-month term with interest rate of 10% and lease amount of \$7,265. Actual savings may vary depending on system settings, equipment maintenance, local climate, actual construction, installation of equipment and duct system, hours of operation and local utility rates.

Compare the efficiencies of a typical 7.5-ton rooftop unit from the 1990s with a current high-efficiency rooftop unit. Based on EER, the high-efficiency unit is over 47% more efficient than the old unit, resulting in over \$1,500 savings in annual electric costs. High-efficiency equipment may also qualify for energy rebates. If a major component in an existing unit fails, such as the compressor or condenser coil, it further justifies replacing the entire unit.

Actual Replacement Cost

| | |
|----------------------------------------------------------------------------|----------------|
| Total Installed Cost of High-Efficiency 7.5-Ton R-410A Rooftop Unit | \$9,500 |
| Energy Rebate (Austin Energy) | -\$735 |
| Cost Avoidance of Condenser Coil Repair | -\$1,500 |
| Net Installed Cost of High-Efficiency New Equipment | \$7,265 |

Based solely on annual energy savings, the equipment will pay itself back in about six years. Over the 15-year life of the equipment, you can save over \$18,000 in energy costs. Purchasing new high-efficiency equipment will also yield a return on investment (ROI) of 15% based on the annual energy savings.** In most cases, payback can be less than three years by accounting for avoidance of future repair costs and downtime (loss in business), escalating electric rates, and decrease in maintenance costs.

*Efficiency of new equipment based on typical high-efficiency rooftop unit available in the marketplace in 2009. Operating costs based on \$0.14 kWhr, weather data from Austin, Texas, operating hours Monday–Saturday, 10:00 am to 10:00 pm, Sunday, 12 noon to 8 pm. Calculated using Lennox Total Cost of Ownership™ calculator, version 1.0.25, 2009.
**ROI calculated based on an initial investment of \$8,235, with annual energy savings of \$1,240.

AFFORDABLE NEW FINANCING OPTIONS

The Lennox Commercial FinancingSM program offers affordable finance solutions for light commercial replacement HVAC systems. Flexible monthly payments make it easier to upgrade to a more-efficient system. Here are a few other benefits awaiting you:

- Custom-fit financing options
- Terms from 12–60 months
- Deferred or structured payments to meet your budget requirements
- Simple one-page credit application for purchases up to \$75,000
- 24-hour approval for purchases up to \$75,000
- 48-hour approval for purchases over \$75,000

Your HVAC purchases and all associated soft costs are included.

Contact your Lennox representative for more details on this new program.

Continuous **Comfort**SM
Lennox Commercial Financing

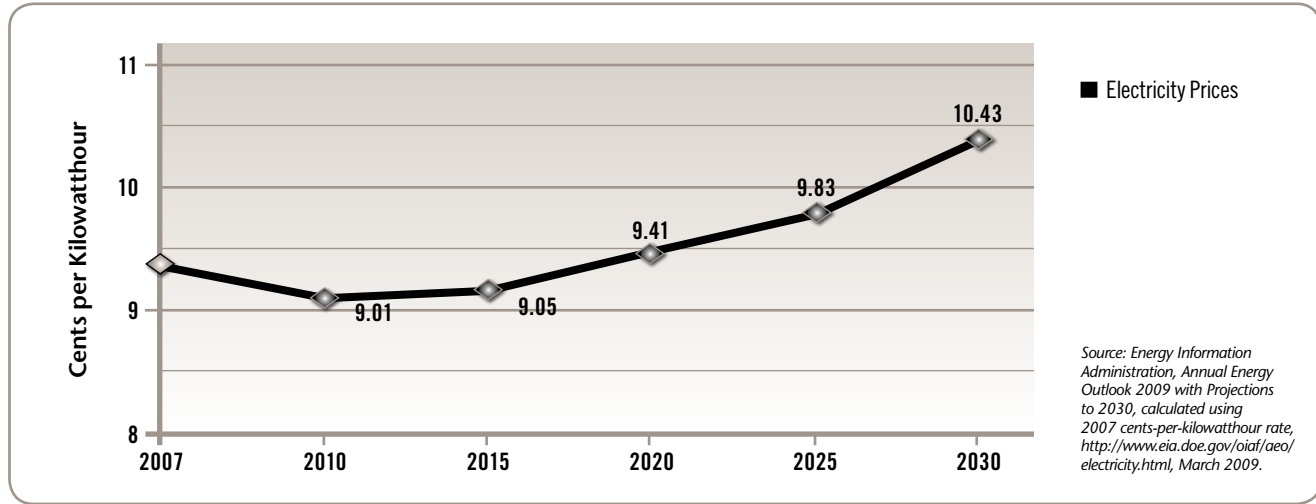


INCREASED EFFICIENCY SAVES YOU MONEY IMMEDIATELY

Immediate savings in energy bills

Replacing less-efficient rooftop units from the 1990s with high-efficiency new equipment provides instant energy savings. As energy costs continue to escalate, more-efficient equipment can only improve your return on investment and payback.

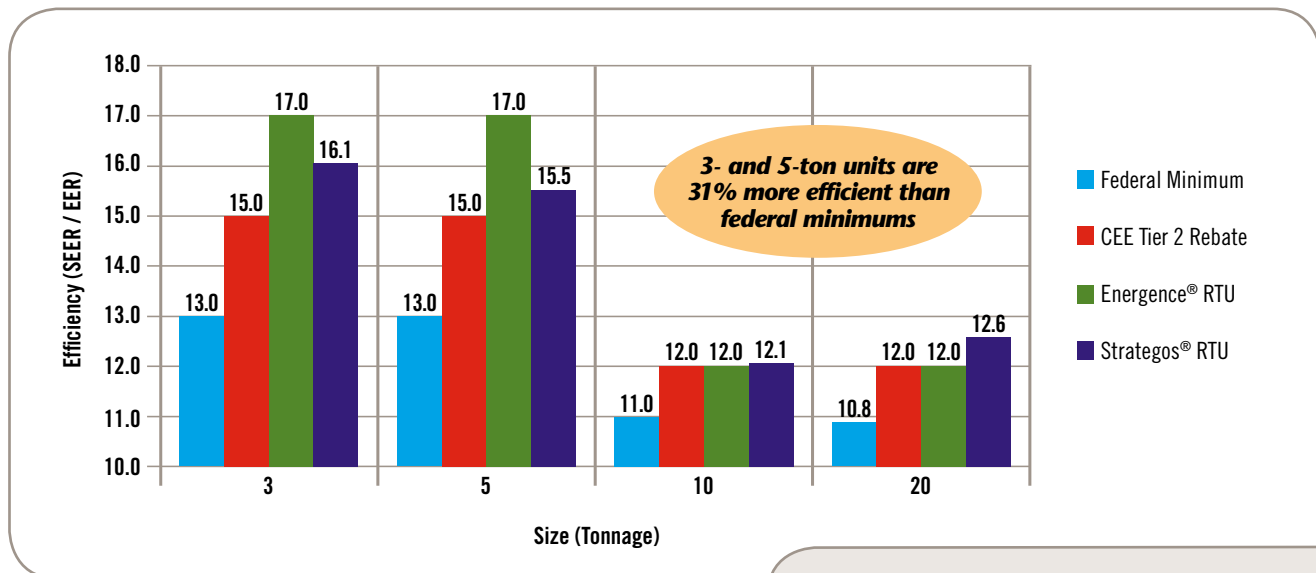
Forecasted Average U.S. Retail Electricity Prices



Government and utility company rebates

Many government agencies and utility companies offer rebates on high-efficiency HVAC equipment, and some offer financial assistance on equipment installation. You may be able to save thousands of dollars per unit when you purchase a high-efficiency HVAC unit. Lennox' Energence® and Strategos® rooftop units include several models that meet or exceed CEE Tier 2 requirements, the highest rebate levels available.

Energy Efficiency Comparison



Using ENERGY STAR® qualified equipment improves comfort and efficiency while reducing energy costs.

SAVING ENERGY WITH INTELLIGENCE™

For building owners looking to implement energy-efficient solutions, Energence® rooftop units provide one of the best ways to save energy during peak loads and get the most out of energy rebates. Featuring the most energy-efficient light commercial rooftop unit,¹ the Energence unit line is up to 31% more energy efficient than U.S. federal minimum requirements. Energence models also meet or exceed the Consortium of Energy Efficiency's (CEE) Tier 2 rebate requirements and represent the most models in a light commercial rooftop product line that qualify for the highest level of energy rebates.²

- Feature efficiencies up to 17.0 SEER and up to 12.8 EER
- Exceed ASHRAE 90.1-2010 minimum standards by more than 30%
- ENERGY STAR® qualified³



ENERGENCE™
Saving Energy with Intelligence

PRODIGY™
CONTROL SYSTEM

SMART WIRE™ SYSTEM

Innovative components built for performance to provide quick and accurate setup and service.

Prodigy® Control System

Standard on every Energence rooftop unit, the Prodigy® control system intelligently operates the rooftop unit to help ensure reliability, maximum efficiency and comfort. The Prodigy unit controller and SmartWire™ system help ensure the most accurate setup, reducing start-up issues by up to 60%.

Your unique HVAC Energy Retrofit Program

Because retrofits to any building can increase or decrease cooling needs, your HVAC service provider should start with a site survey to not only determine the condition of the existing equipment, but also reevaluate the cooling loads of your building(s).

At the time of the site survey, you can also address comfort and indoor air quality (IAQ) issues. Recent ASHRAE guidelines require introducing fresh air to occupied spaces. Fresh air will change the temperature and humidity profiles of the space and your current equipment may not be optimized or able to handle new guideline requirements. Your HVAC service provider can offer different options to fit your needs. From equipment selection and financing options to payback analysis and installation, your HVAC service provider is a one-stop answer to your HVAC needs.

DID YOU KNOW

ASHRAE's fresh-air ventilation rate standard 62.1-2007 specifies minimum ventilation rates and indoor air quality that will be acceptable to human occupants and is intended to minimize the potential for adverse health effects. Your HVAC service provider can recommend equipment that helps meet this standard.

¹Commercial gas/electric or electric/electric single packaged rooftop units, 3- to 5-ton units. Claim pertains to 17.0 SEER rating for LGH060H4 unit. Established through review of competitive literature available to the general public in November 2010.

²Commercial gas/electric single packaged rooftop units, 3- to 20-ton unit range, based on Consortium of Energy Efficiency's Tier 2 rebate levels. Established through review of competitive literature available to the general public in November 2010.

³Proper sizing and installation of equipment is critical to achieve optimal performance. Ask your contractor for details or visit www.energystar.gov.

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



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