

COMMERCIAL NATIONAL ACCOUNTS

Single-source
HVAC solutions



LENNOX

Innovation never felt so good.™



LENNOX MATCHES AWARD-WINNING PRODUCTS WITH COMPREHENSIVE HVAC SUPPORT

Your HVAC equipment is an investment, and Lennox can help you get the most out of every dollar you spend. We've consolidated a wide range of HVAC products with the most inclusive set of business services. The result is a single source—Lennox National Accounts—that can simplify your construction or renovation process while helping your bottom line.

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.



Energence® 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.



Two buildings featuring Lennox® equipment, Office Depot in Austin, Texas, and Pizza Fusion in Naperville, Illinois, have been named among the nation's outstanding new green projects by the Real Estate & Construction Review.

Control costs and simplify purchasing for your sites across the U.S. and Canada

Organizations with stores and offices throughout North America appreciate the simplicity Lennox brings to their purchasing decisions, as well as a complete line of ENERGY STAR® qualified products designed to reduce operational costs. Lennox is the leading HVAC supplier to national businesses, offering a team with 30 years of experience helping national organizations and their contractors get more out of their HVAC investment.

- **Low total cost of ownership** with high-quality premium products, including the Energence® and Strategos® rooftop units
- **Improve comfort of customers and clients, and protect productivity** with innovative indoor air quality solutions such as the patented Humiditrol® dehumidification system
- **Cut utility costs and protect natural resources** with energy-efficient HVAC systems that lower energy usage and help earn LEED® points
- **Evaluate the cost of equipment, installation, operation and maintenance** with comprehensive planned replacement programs
- **Avoid expensive downtime and protect customer and employee comfort** with fast-response emergency replacement services
- **Independent, accurate evaluations of systems and projects** by NATE-certified technicians

AFFORDABLE NEW FINANCING OPTIONS

The Lennox Commercial Financing™ 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 just a few of the 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.

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



LENNOX LEADS THE INDUSTRY WITH VALUE-ADDED PROGRAMS THAT MAXIMIZE YOUR HVAC INVESTMENT

Lennox offers lifecycle savings that go beyond the initial equipment costs, thanks to easy installation and maintenance, and these value-added services:

Planned replacement programs match comfort and savings

Planning for the future of your HVAC system can help you save money on equipment while assuring the highest level of efficiency and comfort.

Lennox' planned replacement programs were designed to help you:

- Control your company's energy spending and maintenance costs
- Avoid expensive downtime and protect the comfort and productivity of your building's occupants
- Take advantage of rebates offered by your local utility for higher-efficiency equipment
- Virtually eliminate the need for emergency replacement

Lennox' experienced National Accounts team can help you create a planned replacement program that will let you concentrate on your business, not your HVAC systems.

Fast emergency replacement services protect your business

Even well-maintained HVAC equipment can fail, and that's when fast delivery of emergency heating and cooling equipment is vital.

The faster your equipment arrives, the easier it is to avoid downtime and protect the comfort of customers and employees.

Direct-to-contractor distribution means fast, on-time delivery

Lennox ships products directly from our facilities to the job site anywhere in North America, eliminating the middlemen other manufacturers use. That means we ship exactly what you ordered directly to where it needs to be—without unnecessary delays that hold up construction.

Plus, because your contractors order directly from us, they have easy access to the people who designed the products they're using. That helps eliminate questions during installation.

Extended warranty programs protect your investment

Lennox products are built to last with durable materials and construction. For added reliability, we offer some of the best extended warranties in the business—along with simple, hassle-free claims.

YOUR TOTAL HVAC SOLUTION

You can depend on Lennox National Account services to support your locations around the country. Our goal is to provide you with complete product and service support to ensure all your needs are met before, during and after the sale. Available services include:

- Planned maintenance and repair
- Existing equipment evaluation
- Asset management
- Technical and application assessment
- Unit commissioning and start-up
- Equipment operational checkout
- Test and balance
- Turnkey unit replacement
- Planned replacement consulting and project management
- Engineering structural analysis
- Energy rebate consulting
- Controls installation and commissioning
- Extended warranty
- Full-service contracts

With Lennox National Account Services managing your HVAC investment, you're free to focus on your top priority—your business.



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

Innovation never felt so good.™

© Lennox Industries Inc. 2010

Visit us at www.lennox.com, or contact us at 1-800-9-LENNOX

(12M91)-01/11

For a complete list of the registered and common law trademarks owned by Lennox Industries Inc., please visit www.lennox.com.



Litho U.S.A.
PC63635