

# WHY DO SCHOOLS CHOOSE LENNOX?

Bringing innovation  
into the mainstream



**LENNOX**

*Innovation never felt so good.™*



## CHOOSING LENNOX MAKES EVERYONE COMFORTABLE

Even as resources for schools continue to be constrained, education leaders and administrators still must achieve success for their students and communities. This begins with keeping students and staff comfortable through indoor air quality and temperature requirements. Lennox' team of education specialists can develop solutions that address your district's needs while reducing monthly energy costs. With high-performance systems providing industry-leading efficiency, Lennox® systems help create an environment where learning, and success, are continually part of the classroom experience.

## 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.*

### An investment that delivers immediate and long-term savings

As much as 40–60% of a commercial building's energy is used to operate its heating, ventilation and air conditioning (HVAC) system.\* Lennox can help you increase your HVAC efficiency and lower maintenance costs to dramatically reduce your district's spending now and for years to come.

- **Low total cost of ownership** with high-efficiency HVAC systems, including the Energence® rooftop unit and S-Class™ split system
- **Ensure accurate setup** with the Prodigy® unit controller, which verifies units are installed properly and functioning as intended
- **Energy rebates** with units that meet or exceed new federal regulation minimums by up to 30% and surpass CEE's 2010 Tier 2 Levels
- **Reduce time and costs spent on maintenance** with the SmartWire™ system that ensures proper installation of key system components
- **Remote troubleshooting** with the BACnet® module that allows two-way communication for system monitoring and diagnostics
- **Signal problems before they begin** with products that help avoid system failure and lost productivity
- **Tailor your building's HVAC system** with supplemental heating products and advanced control systems
- **Precise humidity control for split systems** with the Humiditrol® enhanced dehumidification accessory

## 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](http://www.lennoxcommercial.com) or contact your Lennox representative.



\*Office of Energy Efficiency and the U. S. Department of Energy

# LENNOX HAS SOLUTIONS FOR YOUR COMFORT CHALLENGES

Schools face many common challenges, and Lennox delivers solutions that can help.

Problem:	Solution:
Teacher complaints about uneven temperatures	Multiple compressors provide efficient cooling with up to four stages of cooling capability. Choose systems like the Humiditrol® enhanced dehumidification accessory.
Energy bills that exceed your budget	High-efficiency systems can provide excellent comfort control with low operational costs. Choose an ENERGY STAR® qualified system such as an Energence® rooftop unit.
Failed equipment creates uncomfortable classrooms	Planned replacement programs help keep your system running at peak performance throughout the school year. They also help you avoid much of the discomfort and costs associated with emergency replacement.

## STRATEGOS® UNITS HELP PARTNERSHIP FULFILL MISSION OF REDUCED ENERGY CONSUMPTION

In January 2008, the Western Cooling Efficiency Center (WCEC) at UC Davis built a 3,500-sq.-ft. facility in Davis, California, to provide exhibit space for new technologies, training facilities for industry professionals and offices for its staff. The new building, housed at one of the nation's top research universities, was conceived as a model of energy efficiency and sustainable design, and through their research they determined that the Strategos® rooftop unit was the best fit for their needs.

The most energy-efficient rooftop units in the industry,\* Strategos units are designed for efficiency ratings up to 33% higher than ASHRAE 90.1 standards to give businesses advanced control over energy usage and operational costs. For the WCEC, it was clear that the industry-leading RTU was the preferred choice for meeting its efficiency goals for the new building. Lennox donated a 5-ton Strategos rooftop unit with efficiency ratings of 15.5 SEER and 12.8 EER.

"We selected the new Strategos unit because it was the most efficient cooling unit of its type," explained Mark Modera, director of the Western Cooling Efficiency Center. "We have supported implementation of the 'Hot Dry Air Conditioner' specifications proposed for California, and we found the Strategos unit to be the only 5-ton rooftop unit available that met the rigid 'hot dry' criteria. The unit serves our educational mission by demonstrating an advanced cooling system, and will save energy expenditures for many years to come."



From left, WCEC associate director Dick Bourne and director Mark Modera. Credit: UC Davis



\*Claim pertains to 14.3 EER rating for the SCA036H4B 3-ton unit, based on comparison of publicly available information regarding steady-state efficiency (EER) for single packaged rooftop units, 3 to 24 tons, G/E, E/E or cooling only, 3-phase voltage. Established through internal review of competitive literature, January 2009.

# AN EXTENSIVE PRODUCT LINE TO MEET A VARIETY OF UNITARY HVAC NEEDS

Having worked in partnership with school districts in every part of the country, Lennox has developed innovative solutions that enhance comfort while saving money. As a single source for your HVAC needs, Lennox saves you time, reduces expenses and prevents headaches.

Lennox' one-step distribution system means schools can expect quick delivery of their components and equipment. In addition, our Continuous Comfort<sup>SM</sup> Planned Replacement Program helps you proactively address aging units before they become an expensive problem. With planned replacement, you ensure minimal disruption to school schedules while enjoying increased savings on energy costs with more efficient units.



## A FULL LINE OF COMMERCIAL PRODUCTS FOR A WIDE RANGE OF NEEDS

### • Rooftop Units

- 2- to 50-ton capacities
- Gas/electric, electric/electric and heat pump configurations
- ENERGY STAR<sup>®</sup> qualified high-efficiency units
- Up to 17.00 SEER and 14.3 EER

### • Split Systems

- 2- to 20-ton capacities
- ENERGY STAR qualified high-efficiency units
- Up to 16.00 SEER and 12.00 EER

### • Portable Classroom Units

- Gas/electric and heat pump configurations
- Hot-water and water-chilled

### • Penthouse Multizone Units

- Gas, electric and heat pump configurations
- Hot-water and water-chilled
- Roof/indoor/ground installation
- Up to 17.00 SEER and 94% AFUE

### • Unit Ventilators

- Gas, electric and heat pump configurations
- Hot-water and water-chilled

### • Indoor Air Quality

- Humiditrol<sup>®</sup> dehumidification system for rooftop units and split systems
- Energy recovery systems
- UVC germicidal lights
- High-efficiency MERV filters

### • Heating

- Unit heaters
- Gas furnaces

### • Controls

- Prodigy<sup>®</sup> control system with the SmartWire<sup>™</sup> system
- L Connection<sup>®</sup> network
- BACnet<sup>®</sup> and LonTalk<sup>®</sup> protocols

Work directly with your Lennox representative to select and order Lennox<sup>®</sup> equipment that best suits your school district's needs.



# KEEPING YOUR SCHOOL— AND YOUR STUDENTS—SUCCESSFUL

The keys to a successful school include keeping teachers and students comfortable and productive while protecting your investments, such as computer equipment and library books. Improving indoor air quality by controlling humidity levels and helping reduce the spread of allergens can help encourage student attendance.

## Better air quality:

- Improves comfort by reducing humidity
- Creates a pleasant, welcoming classroom environment that encourages students to attend class
- Helps guard computer equipment and library books from humidity damage
- Protects teacher and student health and enhances productivity by limiting the spread of allergens
- Helps students who may learn better in classrooms that are comfortable



Your Lennox representative can help you design a program to improve your indoor air quality with the Humiditrol® dehumidification system, UVC light kits, high-efficiency air filters and other IAQ equipment.

## HELPING HVAC PROFESSIONALS TAKE THE LEED®



LEED is a third-party certification program created by the U.S. Green Building Council that encourages the adoption of sustainable green building and development practices. Known officially as the Leadership in Energy and Environmental Design Green Building Rating System™, LEED is recognized as the national benchmark for the design, construction and operation of high-performance green buildings.

Green schools are healthy for students, teachers and the environment. Built right, green schools are productive learning environments with ample natural light, high-quality acoustics and air that is safe to breathe. Schools everywhere are going green, nurturing children while saving money.

The LEED for Schools Rating System recognizes the unique nature of the design and construction of K-12 schools. Based on the LEED for New Construction rating system, it addresses issues such as classroom acoustics, master planning, mold prevention and environmental site assessment.

By addressing the uniqueness of school spaces and children's health issues, LEED for Schools provides a comprehensive tool for schools that wish to build green, with measurable results. LEED for Schools is the recognized third-party standard for high-performance schools that are healthy for students, comfortable for teachers, and cost-effective.

*Lennox offers a wide range of products designed to help achieve LEED certification, including the new ultra-efficient Energence® line of rooftop units. To learn more, visit our guide to green building design at [www.lennoxcommercial.com](http://www.lennoxcommercial.com).*

**ENERGENCE™**  
Saving Energy with Intelligence

# 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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Visit us at [www.lennox.com](http://www.lennox.com), or contact us at 1-800-9-LENNOX