



Lennox Announces Exclusive Distribution of New Product Line; Will Allow Growth in New Construction Market

January 27, 2000

DALLAS, Jan. 27 /PRNewswire/ -- Committed to growth in the important North American residential new construction (RNC) market, Lennox International Inc. (NYSE: LII) recently announced a new heating, ventilation and air conditioning (HVAC) residential product line largely focused on the more price-sensitive segment of that market.

Available through Lennox Industries Inc., Excel Manufacturing's new lower-priced product line, Aire-Flo(TM), is being introduced to HVAC dealers and contractors. Formerly part of The Ducane Company and now part of Lennox International, Excel is offering Aire-Flo exclusively through Lennox. Over 40 models of heat pumps, air conditioners, and furnaces are part of the new product line, available in various configurations and efficiencies popular with both consumers and builders.

"Some industry reports currently estimate the total potential market for HVAC sales in North American residential new construction at approximately \$1.5 billion annually," said Bob Schjerven, president and COO of Lennox Industries. "Since we have not previously focused on the more price-sensitive segment of that particular market, it represents a significant growth opportunity for us. We also needed to expand our product offerings in the more price-sensitive segment of the replacement market.

"We're committed to serving the increasing number of HVAC contractors and builders who need to offer a lower-priced product line from a company they can depend on for quality and support. Lennox is confident the Aire-Flo product line represents a strong commitment to both value and quality, offered through a 105 year-old company dealers and contractors have grown to trust."

According to a recent survey in Professional Builder magazine, a leading industry publication, respondents rated Lennox as the most preferred brand of central heating systems and heat pumps.

"The recently announced acquisition of the air conditioning and heating division of Ducane and the introduction of the Aire-Flo product line is consistent with our strategy of expanding our product offerings," said John Norris, chairman and CEO of Lennox International. "We're confident we can now successfully expand into a significant segment of our market -- one that represents an exciting new growth opportunity for us."

Selling heating, ventilation, air conditioning, and refrigeration equipment in over 70 countries worldwide, Lennox International Inc. is a world leader in climate control solutions. It is the parent company of Lennox Industries Inc., Armstrong Air Conditioning Inc., Heatcraft Inc., and Lennox Global Ltd. Lennox International stock is traded on the New York Stock Exchange under the symbol "LII". Additional information about Lennox International is available at www.lennoxinternational.com or by contacting Karen O'Shea, Vice President, Communications and Public Relations at 972-497-5258.

This news release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are subject to numerous risks and uncertainties that could cause actual results to differ materially from such statements. For information concerning these risks and uncertainties, see Lennox' publicly available filings with the Securities and Exchange Commission. Lennox disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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CONTACT: Karen O'Shea, Vice President, Communications and Public Relations of Lennox International Inc., 972-497-5258