



## **Lennox CEO Discusses 1999 Sales Growth; Expects Significant Growth for 2000**

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DALLAS, Feb. 8 /PRNewswire/ -- In remarks made last night at a meeting of industry trade press representatives, Lennox International Inc. (NYSE: LII) chairman and CEO John Norris said he expects Lennox' sales for 1999 to be about \$2.4 billion, representing an approximately 30% increase from 1998.

"It's exciting to be able to talk about dynamic growth in a company over a century old," he said. "Our markets around the world point to some tremendous opportunities in 2000 and beyond."

Norris said he also expects the recently completed acquisition of Service Experts, Inc., combined with additional domestic and international growth, will result in approximately \$3.2 billion in sales for Lennox by the end of 2000. This would represent an annual growth rate of nearly 33% for the year, and over 13% compound annual growth since 1990, he said.

"All of our four core business segments -- North American residential heating, ventilation, and air conditioning (HVAC); and worldwide commercial air conditioning, commercial refrigeration, and heat transfer -- grew in 1999," Norris said. "The most growth was in North American residential HVAC, led by our retail HVAC and hearth products operations."

Lennox is expected to report fourth quarter 1999 and full year financial results for 1999 on February 29, 2000.

Selling heating, ventilation, air conditioning, and refrigeration (HVACR) 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](http://www.lennoxinternational.com) or by contacting Public Relations at 972-497-5258.

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