



## **Lennox Enhances Global Procurement Efficiencies With BayBuilder(TM) Agreement**

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DALLAS, Aug. 15 /PRNewswire/ -- Lennox International Inc. (NYSE: LII) announced that they have entered into a relationship with BayBuilder(TM), the leading Internet procurement price negotiation tool provider, to enhance their global procurement efficiencies.

Lennox has selected the BayBuilder Reverse Auction for Procurement(TM) platform to create global economies of scale and supply chain efficiencies with its suppliers and trading partners over the Internet. The platform will assist Lennox in managing a substantial portion of its purchases from its global suppliers, and enhances the company's position as an e-commerce innovator in the heating, ventilation, air conditioning, and refrigeration (HVACR) industry.

"BayBuilder's service will allow us to efficiently aggregate our corporate-wide spending on direct and indirect goods and services using the Internet," said Bob Schjerven, Lennox International's chief operating officer. "This will result in significant time and cost savings and a fast return on investment."

Schjerven said that integrating BayBuilder's platform into Lennox' operations will help the company realize greater economies of scale and commerce process efficiencies, resulting in lower costs and competitive advantages. The platform provides Lennox with a business-to-business e-commerce infrastructure that electronically aggregates suppliers across many purchasing areas, allowing bidding events with full information transfer, dynamic content, and multi-dimensional quotation factors.

"We see our BayBuilder relationship as a key component of total supply chain integration," Schjerven said. "It provides us a unique opportunity to turn the sometimes controversial auction process into a powerful tool to support our commitment to creating lasting relationships with our partners, while continuing the electronic integration of our worldwide business processes.

"Mutual use of this technology will allow us and our partners to positively impact transactional costs and fulfill our objectives related to the ease of doing business."

Selling heating, ventilation, air conditioning, and refrigeration equipment in over 70 countries, Lennox International Inc. is a global leader in climate control solutions. Lennox operates in five key business segments: North American residential, North American retail, worldwide commercial refrigeration, worldwide commercial air conditioning, and worldwide heat transfer. Lennox International stock is traded on the New York Stock Exchange under the symbol "LII." Additional information is available at: [www.lennoxinternational.com](http://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