



## Lennox Wins DOE Competition; Secures Major Procurement Agreement

October 17, 2002

DALLAS, Oct. 17 /PRNewswire-FirstCall/ -- The United States Department of Energy (DOE) has selected Lennox Industries Inc., a subsidiary of Lennox International Inc. (NYSE: LII), as a joint provider of energy-efficient commercial heating and air-conditioning equipment. The winning Lennox products were selected based on initial cost of the unit and annual energy consumption.

We have been communicating the proven Lowest LifeCycle Cost™ of Lennox Industries' L Series® rooftop units for quite some time, said Bob Schjerven, LII chief executive officer. Being selected as a joint provider by the DOE provides significant third-party confirmation that we are indeed one of the best manufacturers for energy-efficient commercial equipment. It is also an exciting opportunity to help businesses reduce energy costs.

The winning Lennox Industries commercial air conditioners are available in three cooling capacities with energy efficiency ratios (EER) of 11.0 or higher: 90,000 Btu/h, 102,000 Btu/h, and 120,000 Btu/h. These units exceed efficiency requirements set by the federal ENERGY STAR® program, being at least 20% more energy-efficient than current mandatory federal standards require. In addition to the units that qualified for the DOE program, Lennox offers high efficiency L Series units in 3 - 30 ton cooling capacities.

The DOE competition resulted from the need for greater availability of high-efficiency commercial packaged rooftop air conditioners for low-rise commercial-style buildings such as retail stores, schools, clinics, and offices. Executive Order 13123 requires federal agencies to reduce energy use in federal buildings by 35% from 1985 levels by 2010.

Minimum product specifications were formulated in consultation with major buyers, including the Defense Logistics Agency (DLA), procurement arm of the U.S. Department of Defense. Proposed equipment was evaluated using an innovative method of estimating life-cycle cost that explicitly reflects electric power consumption over a range of temperature and humidity conditions encountered in the course of a typical year.

Lennox units meeting the specifications with the lowest life-cycle cost have been awarded basic ordering agreements, allowing buyers to acquire the units on established price and delivery terms offered by the bidders.

This procurement affords agencies an opportunity to acquire energy-efficient air conditioners for their buildings at minimum life-cycle cost.

Agreement creates additional new opportunities

The competition win and procurement agreement also create new opportunities for Lennox outside the government arena.

Our Lennox Industries subsidiary is an industry pioneer in high-efficiency air conditioning, said Bob Schjerven. We look forward to providing cost-effective equipment through this important procurement agreement to save on energy costs and attain environmental goals.

A worldwide leader in residential and commercial heating and air-conditioning systems, Lennox Industries Inc. is based near Dallas, Texas and is a subsidiary of Lennox International Inc. (LII). LII is a Fortune 500 company operating in over 70 countries and a global leader in the heating, ventilation, air conditioning, and refrigeration markets. 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, public relations and communications 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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10/17/2002

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CO: Lennox International Inc.; Lennox Industries Inc.; United States

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3236 10/17/2002 16:01 EDT <http://www.prnewswire.com>