



LENNOX

National Accounts

DELIVERING INTEGRATED
SOLUTIONS FOR THE LIFE OF
YOUR HVAC EQUIPMENT





Lennox focuses on delivering superior HVAC products each and every day.

We also know that purchasing equipment is just the beginning of your HVAC investment. That's why we designed the Lennox National Accounts program to offer exceptional support over the entire life of your equipment.

Directly through our factory-owned distribution network, we offer industry-leading products in efficiency, noise, and weight that are easy to install and maintain. We have a complete line-up of innovative HVAC products and controls that enable top-performing businesses like yours to meet comfort, operating cost, and regulatory goals.

From restaurants to retail to hospitality—and nearly every industry in between—we are here to help with our incomparable services. Lennox is committed to delivering a world-class experience for our national account customers, offering full-protection service, equipment surveys, preventive maintenance, planned replacement installation, commissioning, guided setup and more.

With dedicated National Account Managers assigned to your business, the Lennox National Accounts program is uniquely structured to provide long-term HVAC solutions that guarantee the lowest total cost of ownership and consistent, reliable performance. Of more than 350 national account customers in our program today, nearly 85% of them contract exclusively with us.

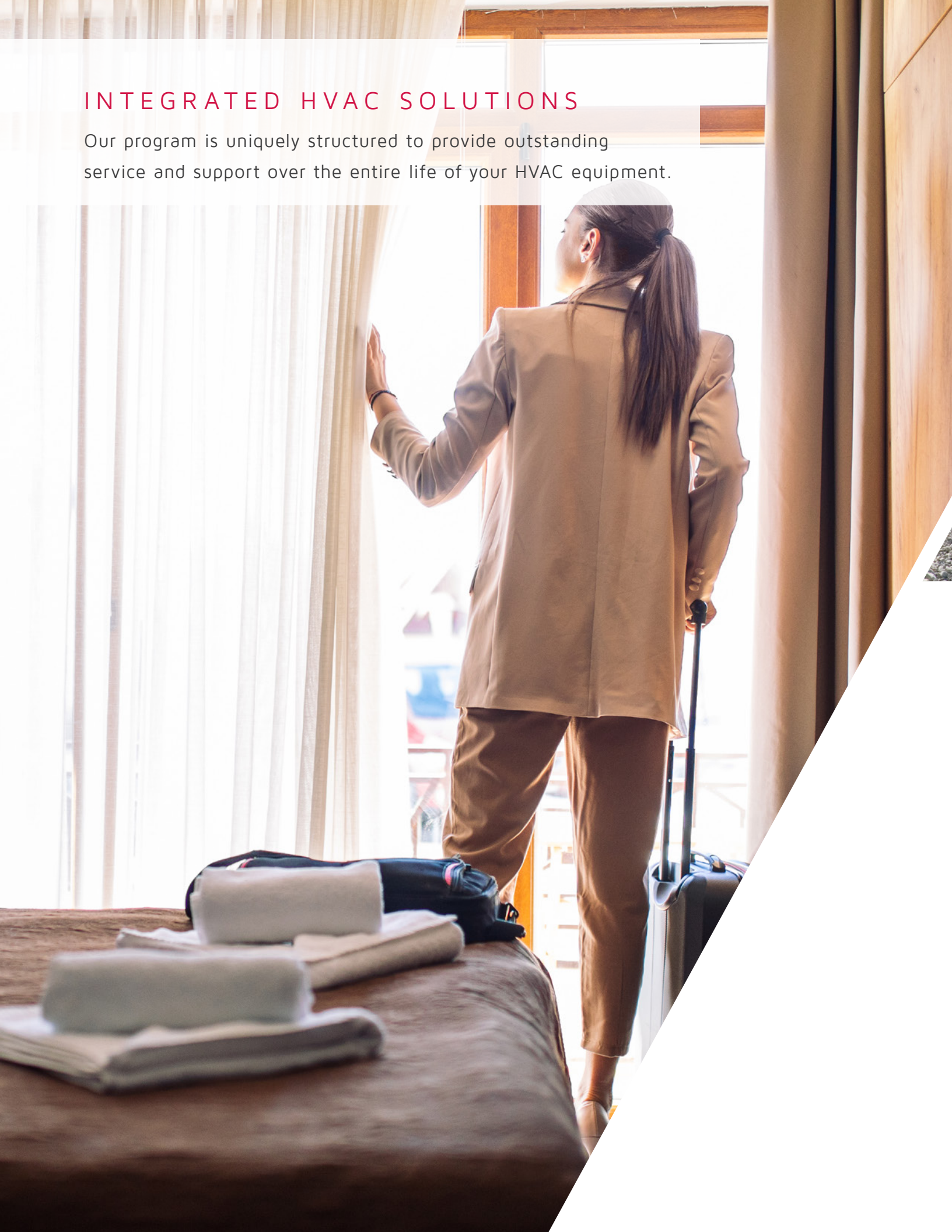
We'd love to add your business to that group as we look forward to being an integral part of your success story!



Joe Nassab
Executive Vice President and
Chief Operating Officer, Commercial

INTEGRATED HVAC SOLUTIONS

Our program is uniquely structured to provide outstanding service and support over the entire life of your HVAC equipment.





Direct-to-customer distribution

We ship products directly from our facilities to the jobsite, which eliminates construction delays while maintaining consistent nationwide pricing.

Accurate, reliable setup and commissioning

Our carefully designed equipment operation check (EOC), guided setup and commissioning ensure your system is running efficiently and reliably from the start.

Cost-effective maintenance

Lennox® National Account Services provides self-performing preventive maintenance to enable you to control your costs and make repairs proactively before major expenses occur.

Comprehensive surveys

The Lennox National Accounts service and support team offers comprehensive asset evaluations.

Turnkey planned replacement

Our program can help you proactively replace old and aging equipment on your terms and budget, rather than waiting for an expensive emergency situation.

Dedicated National Accounts team

A team of experienced sales and service professionals works exclusively with our national account customers, ensuring priority attention and rapid support.

PRODUCT INNOVATIONS

National account customers enjoy first access to new Lennox® products designed with smart features, innovative technologies and industry-leading efficiencies.



Lennox is a leading provider of HVAC solutions for nearly all types of applications. Our innovative HVAC technologies and products can reduce energy costs and improve your bottom line.



Model L™ Ultra-High-Efficiency Rooftop Units

The Model L™ rooftops feature the revolutionary Lennox® CORE Unit Controller and advanced variable-speed technology to maximize energy savings.

- Lead, variable-speed compressor provides best-in-class efficiency and comfort
- Humiditrol™+ provides energy-efficient dehumidification for superior comfort and IAQ
- DirectPlus™ Blower System eliminates belts and pulleys (3-12.5 Tons)
- Lowest total cost of ownership in the industry



Lennox® CORE Control System

The Lennox® CORE Control System features the innovative Lennox CORE Unit Controller and the revolutionary Lennox CORE Service App.

- Standard on all Model L™ and Enlight™ rooftop units
- Mobile Service App reduces commissioning and service time
- Standard BACnet® IP and MS/TP provides open integration
- Compatibility with Lennox wireless zone sensors reduces install and service costs



Lennox® CORE Service App

Using a built-in wireless gateway on the Lennox® CORE Unit Controller, The Lennox CORE Service App replaces a traditional built-in user interface. Simple guided setup, real-time data readouts and enhanced test functionalities make servicing Lennox rooftop units easier than ever before.



Lennox® VRF (Variable Refrigerant Flow)

Lennox VRF is the only heating and cooling solution to combine the zoning and energy advantages of variable refrigerant flow with the unparalleled knowledge and expertise of Lennox. Multiple configurations and support resources are available.

- Available in 6-42 tons capacity
- Independent setpoint control for up to 63 zones
- Inverter-driven compressor reduces energy usage by varying compressor speed in response to capacity demand
- A wide selection of indoor unit styles available, each offering a different form factor
- Support tools and training available at LennoxVRF.com

STATE-OF-THE-ART FACILITIES

From key locations across the U.S., Lennox provides equipment manufacturing and contracting services that together become your single-source integrated solutions provider.





Equipment Manufacturing in Stuttgart, Arkansas

- Provides a majority of commercial equipment production
- Computerized run test and comprehensive leak checks
- Routine customer surveys and product audits
- Continuously certified ISO 9001 since 1992, including more than 15 years without an audit non-conformance.

Corporate Headquarters in Richardson, Texas

- Equipment call center and customer service group
- Technical support and applications

Research and Development in Carrollton, Texas

- Design engineering group uses state-of-the-art technology to create industry-leading products
- Test rooms assure product performance and reliability, from full units to individual controls and components

National Account Services in Ft. Lauderdale, Florida

- 24/7 National Account Services call center
- Extensive training facility for technicians

LENNOX COMMERCIAL PRODUCT LINE

Our comprehensive portfolio of heating and cooling solutions provides industry-leading efficiencies to help reduce energy costs without sacrificing comfort.

Packaged Rooftop Units

Lennox® packaged rooftop units represent some of the most innovative technology in the market. Combining industry-leading efficiency with fast, easy installation and service, Lennox continues to offer reliable systems that deliver exceptional comfort in commercial buildings. A broad range of ENERGY STAR® qualified units help control energy expenses for low total cost of ownership while delivering exceptional Indoor Air Quality.

Lennox Rooftop Series:

	Model L™ Rooftop Units	Enlight™ Rooftop Units	Xion™ Rooftop Units
Tonnages	3-25 tons	2-25 tons	2-25 tons
SEER	Up to 22.5	Up to 18.0	Up to 14.0
EER	Up to 15.0	Up to 12.8	Up to 13.0
IEER	Up to 23.3	Up to 17.0	Up to 15.0
Configurations	G/E, E/E	G/E, E/E, HP, DF	G/E, E/E, H/P
Controls	Lennox® CORE Unit Controller	Lennox® CORE Unit Controller	Electromechanical

Specialty Rooftop Series:

	Raider® Rooftop Units	Energence® Rooftop Units	LRP Units
Tonnages	3-12.5 tons	25-30 tons	3-5 tons
SEER	Up to 14.0	N/A	Up to 14.0
EER	Up to 11.7	Up to 11.6	Up to 11.5
IEER	Up to 15.0	Up to 14.4	Up to 8.0 (HSPF)
Configurations	G/E, E/E, H/P	G/E, E/E	G/E, E/E, H/P
Control	Electromechanical	Prodigy 2.0 Unit Controller	Electromechanical

Commercial Heating

Lennox furnaces and unit heaters offer easy, flexible installation and customizable configurations to meet almost any application need.










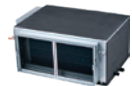






	LS25 Separated Combustion Unit Heater	LF25 Unit Heater
Heating Capacity (Btuh)	30,000-400,000	30,000-400,000
Thermal Efficiency	82%	Up to 83.8%

Lennox furnaces are an effective, reliable heating option, with efficiencies up to 98.7 AFUE and capacities from 30,000-132,000 Btuh.

Lennox® VRF

Lennox VRF is a flexible, versatile solution that is ideal for a wide range of buildings and workplaces. From hospitality to retail environments of all sizes, Lennox VRF makes customized comfort easy and efficient.

						
Indoor Units	VSCA Floor Console Cased	VSEA Floor Console Uncased	VWMB Wall-Mounted Non-Ducted	V22B Compact 360° Cassette Non-Ducted	V33B 360° Cassette Non-Ducted	VCFB Ceiling/Floor Mount Non-Ducted
Tonnages	0.6-2	0.6-2	0.6-2.5	0.6-1.25	0.75-4	1-4
						
Indoor Units	VOWA One Way Cassette	VOSB Outside Air Duct	VMDB Medium-Static Ducted	VHIB High-Static Ducted	VVCB Vertical Air Handling Ducted	
Tonnages	0.6-2	3-8	0.6-4	1-8	1-5	
			 NEW			
Outdoor Units	VRB Heat Recovery and VPB Heat Pump		Low Ambient Heat Recovery and Low Ambient Heat Pump		Lennox REAL™	
Tonnages	6-42		6-30		3-5	

Split Systems

With some of the highest efficiencies on the market, Lennox split systems can help reduce energy bills while maximizing comfort.



	Elite® Series Large Split Systems
Tonnages	6-20
IEER	Up to 16.0
EER	Up to 16.0
COP	Up to 3.4*



	Elite®	Merit® ML14XC/ML14XP
Tonnages	3-5	3-5
SEER	Up to 17.0	Up to 16.0
EER	Up to 13.0	Up to 13.5
HSPF	Up to 9.5	Up to 9.0

Mini-Split Systems

Some areas may be difficult to heat and cool, or impossible to reach with the ductwork of a traditional system. Some areas aren't designed to accommodate large heating and cooling equipment. For these situations, Lennox offers a brilliant, innovative solution: Mini-Split Systems.



	Indoor Units	Wall-Mounted Non-Ducted	Ceiling Cassette Non-Ducted	Medium Static Ducted	Ceiling/Floor Non-Ducted	MMA Air Handler Ducted
Tonnages		0.50-3.0	0.75-4.0	0.75-4.0	1.0-4.0	1.5-5.0
SEER2		Up to 25.5	Up to 20.7	Up to 23.0	Up to 23.0	Up to 18.4
HSPF		Up to 11.4	Up to 12.5	Up to 12.6	Up to 11.5	Up to 9.6

	Outdoor Units	Single-Zone Air Conditioner	Single-Zone Heat Pump	Multi-Zone Heat Pump	Low Ambient Single-Zone Heat Pump	Low Ambient Multi-Zone Heat Pump
Tonnages		0.75-2.0	0.75 - 5.0	1.5-4.0	0.75-4.0	0.75-4.0
SEER2		Up to 21.0	Up to 24.6	Up to 24.6	Up to 25.5	Up to 22.5
Zones		1	1	Up to 5	1	Up to 5

Lennox' line of air handlers and indoor coils are designed to match seamlessly with our split systems.



Indoor Air Quality

From top-rated filtration to humidity control, Lennox offers a variety of innovative options for improving indoor air quality and productivity.

- Humidity control without overcooling the space
- Demand control ventilation for CO₂ control
- Germicidal lights to help control irritants
- High-efficiency MERV filtration

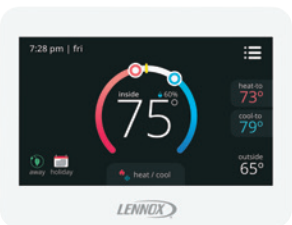
CONTROLS

Lennox® commercial controls provide you with the optimum flexibility to build the best system to meet your needs. Designed to take HVAC management to a higher level, Lennox' complete line of innovative commercial controls helps provide ideal comfort and productivity while helping to reduce energy spending.



ComfortSense® 8500 Commercial Thermostat Series

- Designed for easy integration with all Model L™ and Emergence® rooftop units
- Improved and enhanced features ensure ASHRAE, IECC and FDD compliance
- Full 7-day programmability to ensure optimal comfort and efficiency
- Built-in temperature, humidity, and CO₂ sensors with just 4 wires for hassle free installation
- Compatible with BACnet® through the CORE Unit Controller and Prodigy 2.0 for fully integrated control with setpoint adjustment capability



ComfortSense® 7500 Commercial Thermostat

- Precise, sophisticated control with settings designed for light commercial buildings
- Improved and enhanced features ensure ASHRAE, IECC and FDD compliance
- Full 7-day programmability to ensure optimal comfort and efficiency
- Touchscreen design and intuitive navigation for effortless setup and operation
- Remote sensor for greater precision and flexibility in temperature control
- Service and filter reminders when maintenance is required



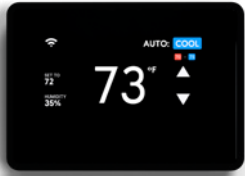
ComfortSense® 3000 Thermostat

- Weekdays and weekends programmable with up to four time periods per day
- Large display and buttons for ease of use and convenience
- Intuitive, advanced electronics for precise control of temperature
- Stylish design complements any interior setting
- Designed specifically for commercial applications



LCS-5030 WIRED/WIRELESS ROOM SENSOR

- Connects wirelessly to built-in antennas in Model L RTUs, reducing setup and install costs.
- Built in temperature and humidity sensors
- After-hours override button allows for simple control
- AA Battery or 24V powered
- Automatic sensor averaging
- Battery level and connectivity state LEDs enable simple service and maintenance



VRF WIFI Controller

The Lennox VRF Wi-Fi Controller is designed to meet your needs for performance, convenience, and flexibility. It is compatible with Lennox VRF and Lennox REAL™ units making it ideal for either light-commercial or residential applications. The controller works with the Lennox VRF Application, enabling remote command and control.



VRF Programmable Controller

The 6.2 in LCD color touchscreen controller is designed to operate with VRF Heat Recovery and Heat Pump indoor units. Featuring built-in occupancy and humidity sensors to provide maximum control for your space. This controller auto-detects indoor unit models and capacities, allowing for intuitive features such as setting external static pressure to save time during startup, commissioning, and service.



VRF Non-Programmable Controller

The non-programmable controller is the most cost-efficient and user-friendly controller compatible with any Lennox VRF indoor unit. Features include setting external static pressure for ducted units, controlling auxiliary/alternate heat devices, and viewing evaporator coil temperature. The user-friendly backlit display allows for simple and easy individual comfort control.



Lennox VRF Manager (LVM)

VRF Touchscreen LVM Central Controller

A powerful central controller capable of monitoring and adjusting every unit in a Lennox VRF system. A single LVM touchscreen can control up to 320 systems, with features including full time-of-day scheduling, energy monitoring, simultaneous operation with BACnet®, error codes, and more.

COMPREHENSIVE SERVICES

From initial planning and purchasing to removing and recycling old equipment, Lennox offers an array of services to help you optimize your HVAC investment.





OUTSTANDING PRODUCT SUPPORT

Our nationwide team of NATE®-certified technicians is dedicated exclusively to our national account customers, so you're assured of comprehensive HVAC service for all your U.S. business locations.

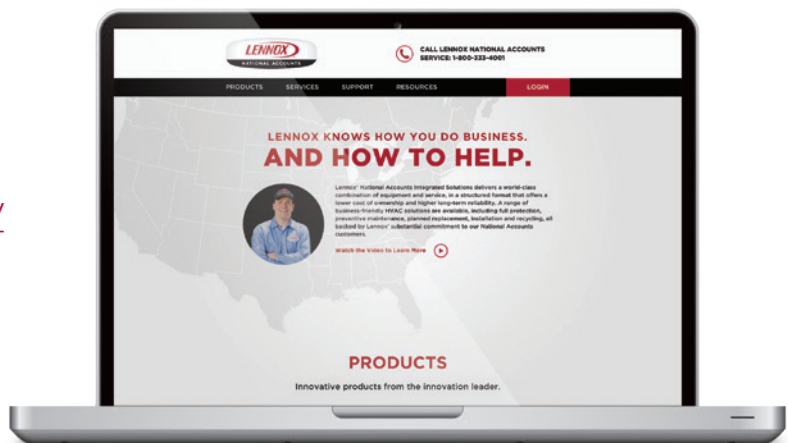
Plus, Lennox guarantees nationwide pricing on the majority of rooftop unit repairs, making it easy for you to focus on your bottom line.

Intuitive, user-friendly website

This easy-to-use site offers 24/7 access to your HVAC asset inventory along with other great features:

- Real-time data access
- Unit site and location history
- Service call status updates
- Customized, automated reports
- Maintenance quote review
- HVAC asset list by location

Visit <https://www.lennoxnas.com/> for comprehensive support to optimize your HVAC investment.

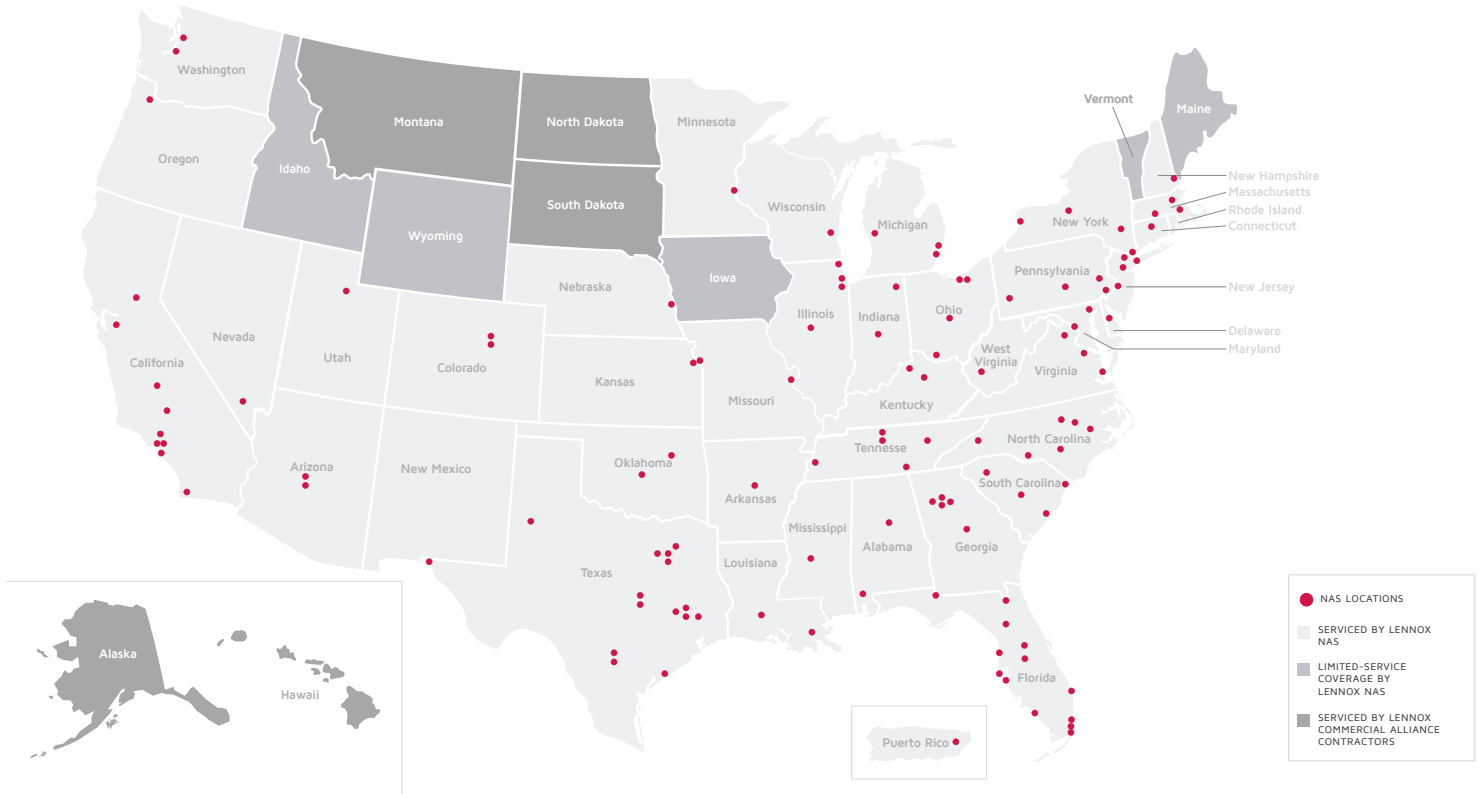


NATIONWIDE SELF-PERFORMING SERVICE TEAM

Across the country, top retailers and restaurants trust the experience and expertise of Lennox service teams:

- NAS-trained, self-performing technicians
- Dedicated exclusively to national account customers
- Nationwide geographic coverage
- Fast, reliable HVAC service

LENNOX National Account Services



Count on more than 750 dedicated, factory-trained national account technicians across the country.

Service history database

We keep a detailed database of equipment service history, so you'll have the information you need to make informed decisions about service, preventive maintenance and replacement.

NATE®-certified technicians

Lennox technicians earn the prestigious NATE (North American Technical Excellence) certification in their first year, demonstrating the most rigorous product knowledge and HVAC systems training to ensure the best service and support possible.

Service coverage map is a representation only. Actual service areas and locations may change. Please contact a Lennox representative for the most up-to-date coverage information.

Full-protection service offering

This program locks in your HVAC service expenses at an agreed-upon rate, eliminating any potential cost escalations and substantially reducing paperwork. And since it covers repair and replacement of everything inside an HVAC unit, it also helps keep equipment performing optimally and lowers operational costs.

Preventive maintenance

Performed up to four times per year, our 33-point maintenance check covers all major system components and provides a comprehensive rating for your equipment. This allows you to make repairs before major expenses occur, extending the life of your equipment and helping control costs.

Equipment survey

We can provide a simple Asset Inventory, or a more detailed Asset Evaluation, to help our national account customers manage and evaluate their HVAC fleet.

Planned replacement program

At some point, it becomes more cost effective to stop repairing older equipment and instead invest in new equipment that delivers higher efficiencies, along with potential rebates and tax credits. Our team can help you proactively replace old and aging equipment on your terms rather than waiting for an emergency situation.

Equipment operation check and guided setup

After each unit has been installed, we'll perform a comprehensive 64-point check to ensure it's working properly and take it through the basic and advanced guided setup processes. Any defective components will be repaired and a report for each unit will be provided to the installing contractor, general contractor and owner.

Commissioning

Lennox' carefully designed commissioning process helps ensure your system is running efficiently and reliably from the start. Our technicians will verify and document key functions, ensuring:

- Correct equipment and options are installed and meet construction details
- Lennox startup procedures are performed and sequences of operations are correct
- Devices, including remote sensors, are correctly calibrated
- System alarms are active, operation is correct and equipment safeties are functioning properly

DEDICATED SALES AND SERVICE TEAMS

With Lennox, you'll benefit from sales and service teams dedicated exclusively to our national account customers. That means priority attention, quick answers and direct access to experienced professionals with industry-leading HVAC expertise.

National Account Advocates (NAAs)

Think of our National Account Advocates as an extension of your construction or facilities department. Count on your NAA to provide:

- Review of all site-specific drawings for accuracy and compliance
- Resolution of any discrepancies with the mechanical engineer and construction or architectural project manager
- Preparation of quotes nationally, plus equipment and accessories ordering as per the national account specification
- Coordination of equipment delivery exactly when you need it on-site

Service Account Managers (SAMs)

When it comes to day-to-day customer support, Lennox Service Account Managers routinely go above and beyond for our national account customers. Whether it's scheduling, problem solving or approvals, these HVAC professionals are committed to delivering fast, reliable solutions and the very best Lennox experience possible.

INDUSTRY RECOGNITION

The ACHR News Dealer Design Award

- 2023 The NEWS Dealer Design Silver Award, Lennox Enlight™ Heat Pump
- 2023 The NEWS Dealer Design Silver Award, Lennox VRF WiFi Controller
- 2022 The NEWS Dealer Design Silver Award, Lennox® CORE Control System
- 2022 The NEWS Dealer Design Silver Award, Ultimate Indoor Air Quality System
- 2021 The NEWS Dealer Design Gold Award, Model L
- 2021 The NEWS Dealer Design Bronze Award, LS25 Unit Heater
- 2020 Dealer Design Gold Award - LF25 Unit Heaters
- 2019 Dealer Design Gold Award- ComfortSense® 7500 Programmable Thermostat
- 2018 Dealer Design Gold Award - Commercial Elite® Large Split System
- 2018 Dealer Design Silver Award - Landmark® Rooftop Unit
- 2017 Gold Winner: Comfortsense® 8500 Commercial Programmable Thermostat
- 2017 Bronze Winner: Landmark® High-Efficiency Heat Pump

- 2016 Silver Winner: Emergence® Ultra-High-Efficiency, Variable-Speed
- 2014 Bronze Winner: Smart Airflow®
- 2014 Bronze Winner: Emergence® Ultra-High-Efficiency Unit
- 2013 Silver Winner: Raider® Rooftop Unit

AHR Expo Innovation Award

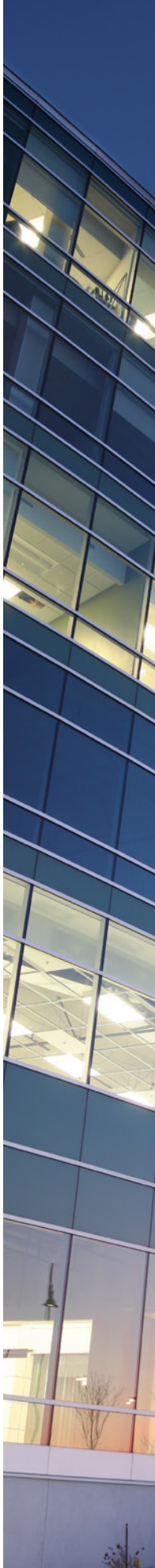
- 2023 AHR Innovation Award Finalist, Ultimate Indoor Air Quality System
- 2021 AHR Innovation Award Finalist, Lennox® CORE Control System
- 2021 Software Award Finalist: CORE Service App
- 2014 Money-Saving Products Award: Landmark Rooftop Unit

Buildings Magazine

- 2014 Money-Saving Products Award: Landmark Rooftop Unit
- 2012 Money-Saving Products Award: Emergence Rooftop Unit

Consulting-Specifying Engineer Award

- 2015 Product of the Year Finalist, HVAC category: Emergence Ultra-High-Efficiency Rooftop Units







CONTACT YOUR NATIONAL ACCOUNTS MANAGER
TO START LEVERAGING THE BENEFITS OF
LENNOX NATIONAL ACCOUNTS FOR YOUR BUSINESS TODAY!



Call 800-367-6285 or visit: <https://www.lennoxnas.com/>