

Program Dates

October 27 - December 12, 2025
Ship through December 19, 2025

2025 Winter Stocking Program



EARN UP TO
14%*



DAVE LENNOX
signature
COLLECTION



Mini-Splits
15%*

EARN UP TO
12%*



ELITE®
SERIES



Parts & Supplies
14%*

EARN UP TO
5%*



MERIT®
SERIES



Surplus Inventory Sale
50%*

* FREE PRODUCT BENEFITS BASED ON PRODUCT TIER AND ORDER LEVEL;
SOME PRODUCTS AND ORDER TYPES ARE EXCLUDED, CHECK BENEFIT MATRIX FOR
QUALIFYING PRODUCTS. PLEASE CONTACT YOUR TERRITORY MANAGER FOR DETAILS.

2025 WINTER STOCKING PROGRAM SPECIALS

EARLY BIRD SPECIAL:

OCT 27 - NOV 7

+4% IN **FREE**
PRODUCT

When dealers place an
order of **\$30k** or more between
Oct 27 - Nov 7,
and ship by **November 21**.

BOUNCE-BACK SPECIAL:

DECEMBER 1 - 12

+4% IN **FREE**
PRODUCT

If a dealer placed an order of
\$30k or more between
Oct 27 - Nov 7, 2025



Premier Dealer™

+1% IN **FREE**
PRODUCT

Premier Dealers earn an
additional 1% in free product
during the program.

No Commercial Products. No Vendor Direct. Lennox Industries Inc. reserves the right to cancel or change this program at any time.
This offer cannot be combined with any other promotion.



US

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	ORDER LEVEL / BENEFITS PERCENTAGE				
	\$100K+	\$75K-\$99.9K	\$50K-\$74.9K	\$30K-\$49.9K	\$20K-\$29.9K
Terms	UR	NS	NS	NR	NR
SLP99V, SLP99VK upon launch, SL25KCV, SL22KLV S40, PureAir S	14%	13%	12%	11%	10%
SL297NV(K)*, EL297VK EL22KCV, EL21KLV, CBK48MVT	12%	11%	10%	9%	8%
SL280V(K), SL280NV(K)*, EL18KCV, EL19KPV, EL18KSLV, EL16KP1, CBK47UHET	11%	10%	9%	8%	7%
EL15KC1, EL16KC1, EL180NE(K)*, EL196E(K), EL195NE(K)*, EL280E(K), EL297E(K),	9%	8%	7%	6%	5%
MINI-SPLITS (R-32)	15%	13%	12%	11%	10%
GCWB95, GWM, GWB9, GWB8 Elite Packaged Units	9%	8%	7%	6%	5%
MERIT SERIES	5%	4%	3%	2%	1%
Parts and Supplies**	14%	13%	12%	11%	10%
NEW FREE E30 Thermostats with your order	10 Units	8 Units	6 Units	4 Units	2 Units
SURPLUS INVENTORY SALE - WHILE SUPPLIES LAST					
CBK45-01, CK40-01,	20%				
All R410A products E30, C35 (10C61, 10C63, 10C67, 10C69, 10C72),	50%				

*Ultra-Low Nox SL297NV/VK, SL280NV/NK, EL195NE/NEK, EL180NE/NEK available in California only.

**Includes all parts and supplies, some exclusions apply. See program guidelines for exclusions.

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General

- All dealers who are current, with an open account and available credit are eligible to participate.
- Lennox Residential National Accounts, NAS, ARS, Home Warranty, and parts re-sellers do not qualify for this program.
- Minimum of \$20,000 for Equipment and/or P&S order to be eligible to receive benefits on this program.
- Orders can be e-mailed to CSMarketingOrders.
- No vendor direct, or commercial product allowed on this promotion.
- Copper, commodities & refrigerant are allowed on this promotion but do not earn free product benefits
- No Consignment orders.
- All products are subject to availability in certain markets.
- All sales of Equipment using R-410A refrigerant are final and sold while supplies last on a first come first served basis. No price substitutions will be offered.
- All orders or changes to orders must go through your Territory Manager or Field Sales Representative, who will forward to the Program and Services team.

Credit Terms

- All orders and terms are subject to credit approval.
- New credit accounts must submit credit application, which will be processed through Credit Services within three (3) business days.
- Once account is approved, Customer Service will then begin to process the qualifying order.
- Credit terms are available on order levels earned.
 - \$20K to \$49.9 receive (NR) terms 1/3 Standard, 1/3 30 days, 1/3 60 days extended.
 - \$50K+ receive (NS) terms 1/3 30 days, 1/3 60 days, 1/3 90 days extended.
 - \$100K+ orders receive (UR) terms 1/4 30 days, 1/4 60 days, 1/4 90 days, 1/4 120 days extended.
 - UR, NS and NR terms receive early payment discounts. Early Pay Discount is calculated identically to any regular order and no additional Early Pay Discount is offered for the Stocking Promotion. Contact your Credit Representative for more information.
- Any orders on credit hold at the end of the program or orders for which dealer has refused shipment will be canceled.
- At the end of the program, any unshipped portion of a qualifying order delayed due to Lennox's inability to supply product will receive extended credit terms upon shipment.
- Delinquent accounts will be reviewed prior to receipt of any benefits.

Benefits

- A dealer cannot combine orders to achieve a higher amount of benefits.
- Orders will receive free product benefits based on the offers provided. Lennox reserves the right to review and modify free product benefits.
- Free product must be specified before the order can be shipped.
- Lennox Premier Dealers™ earn additional free product (see flyer for details).
- Dealer account must be set up on the Lennox SAP system as an eligible Lennox Premier Dealer™ prior to order placement.
- Free product benefits will be calculated at dealer Zone/Net price. This offer cannot be cumulated with any other special or promotion.



US

Exchanges/Returns

- Lennox reserves the right to refuse any returns or exchanges.
- If any portion of the order is returned, the associated free product earned must be returned.

Shipping

- North American freight policy applies.
- Some products may be subject to availability.
- Free Product cannot be shipped before purchased product.
- Orders are limited to a maximum of three (3) shipments.
- Lennox will schedule each truckload and/or split load and confirm ship date with the customer prior to shipment.
- Once the order has completely shipped and billed, it is closed and cannot be added to. If an order has had the first delivery made, any items added to the order will be grouped with a future shipment.
- Lennox will attempt to honor dealer-requested delivery dates on a first-come, first-serve basis, based on product availability and shipping capacity.
- Qualifying pick-up orders must be scheduled and claimed in their entirety by program end date.
- At the end of the program, any unshipped or open orders may be cancelled and may not qualify for benefits.
- Items needed immediately may be taken off Stocking and placed on a demand order.

No Commercial Products. No Vendor Direct.

Lennox Industries Inc. reserves the right to cancel or change this program at any time.