
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 Date of Report (Date of earliest event reported) February 28, 2000

> LENNOX INTERNATIONAL INC. (Exact name of registrant as specified in its charter)

DELAWARE (State of other jurisdiction (Commission File Number) of incorporation)

001-15149

42-0991521 (IRS Employer Identification No.)

2140 LAKE PARK BLVD., RICHARDSON, TEXAS (Address of principal executive offices)

75080 (Zip code)

Registrant's telephone number including area code: (972) 497-5000

NOT APPLICABLE

(Former name or former address if changed from last report)

ITEM 5. OTHER EVENTS.

On February 28, 2000, Lennox International Inc., a Delaware corporation (the "Corporation"), announced its financial results for the fourth quarter and year ended December 31, 1999. A copy of the Corporation's press release announcing these financial results is attached as Exhibit 99.1 hereto and incorporated by reference.

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS.

Exhibit	
Number	Description

99.1 Press Release dated February 28, 2000.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

LENNOX INTERNATIONAL INC.

By: /s/ Carl E. Edwards, Jr.

Name: Carl E. Edwards, Jr.

Title: Executive Vice President,

General Counsel and Secretary

Date: February 28, 2000

EXHIBIT INDEX

Exhibit		
Number	Description	
99.1	Press Release dated February 28, 2000.	

NEWS FROM . . . LENNOX INTERNATIONAL INC.

LENNOX INTERNATIONAL ANNOUNCES RECORD EARNINGS FOR 1999

(Dallas, TX - February 28, 2000) -- Lennox International Inc. (NYSE: LII) announced today that 1999 net income increased 39% to a record \$73.2 million, up from \$52.5 million in 1998. Earnings per share were \$1.81, a 23% gain over \$1.47 in 1998. The pro forma calculation, assuming a January 1 initial public offering (IPO), shows earnings per share increased 28% to \$1.69 in 1999 from \$1.32 the previous year.

Sales for 1999 increased 30% to a record \$2.36 billion from \$1.82 billion in 1998. Company-wide organic growth for 1999 was 7%, adjusted for sales to company-owned dealers.

1999 operating income was \$156 million, a 46% increase from the previous year. Operating margins expanded 70 basis points, from 5.9% in 1998 to 6.6%.

"We are pleased with our outstanding overall performance in 1999," said John Norris, chairman and CEO. "In spite of unseasonably warm weather, strong performance was also evident in our results for fourth quarter 1999."

FOURTH QUARTER 1999 REVENUES UP 34%

Total consolidated company sales for the fourth quarter 1999 increased by 34% to \$612 million, up from \$457 million in the fourth quarter 1998.

Operating income for the quarter more than tripled to \$34.6 million from \$9.8 million the previous year. Operating margins were 5.7%, compared with 2.1% in the fourth quarter of 1998.

1999 fourth quarter net income increased over six times to \$15.7 million from \$2.6 million in the fourth quarter. Diluted earnings per share were \$0.35. On a pro forma basis, assuming a January 1 IPO, diluted earnings per share for the same quarter in 1998 were \$0.09.

International revenues grew by 67% in the quarter. "Our combined international operations moved from an operating loss in the last quarter of 1998 to profitability in the fourth quarter of 1999," Norris said.

FOURTH QUARTER 1999 RESULTS: SEGMENT PERFORMANCE

NORTH AMERICAN RESIDENTIAL PRODUCTS revenues grew 41% in the fourth quarter of 1999 to \$352 million. Adjusting for sales to company-owned dealerships and for product now produced by a joint venture with Fairco in Argentina (product previously purchased from Lennox), organic growth was 2%. Segment operating income increased 22% to \$27.8 million. Operating margins in the organic business increased by approximately 150 basis points. Newly-acquired retail dealerships and distributors, as well as Excel Comfort Systems, formerly Ducane's heating, ventilation and air conditioning (HVAC) operations, initially have lower margins. As a result, segment operating margins for the quarter declined to 7.9% from 9.1% in 1998.

WORLDWIDE COMMERCIAL AIR CONDITIONING revenue increased 8% in the quarter to \$115 million, all of which was organic growth. Operating income improved from a quarterly loss of \$3.3 million last year to a profit of \$4.2 million this year. The increase was supported by significant operating improvements in North America and Europe, with improved absorption from higher sales volumes. Segment operating margins improved to 3.6% in 1999 from (3.1%) last year.

(more)

WORLDWIDE COMMERCIAL REFRIGERATION revenue grew by 45% in the quarter to \$89 million. Domestic organic growth of 8% was offset by declines in Europe as supermarket consolidations delayed expansion plans, and by declines in Brazil resulting from currency devaluation. Segment operating income more than doubled to \$6.8 million. Operating margins for the quarter improved to 7.7% from 5.4% a year ago. Margin expansion occurred both in the organic business and as a result of Australian acquisitions.

WORLDWIDE HEAT TRANSFER sales increased 38% to \$56 million. Domestic organic growth of 6% was offset by declines in Europe, where many customers are OEM refrigeration manufacturers and supermarket demand for commercial refrigeration product has been soft. Segment operating income increased 60% to \$2.3 million. Operating margins for the quarter expanded to 4.1% from 3.5% in 1998, driven largely by strong performances from acquisitions.

OUTLOOK FOR 2000

The most significant impact on 2000 revenues, according to Norris, will be the retail sales initiative which is expected to generate about \$1 billion in 2000. "We're confident the Service Experts dealer operations we purchased strengthen our retail strategy," he said. "For this year, we are taking a more conservative outlook for retail than previously projected, based on Service Experts' performance in the fourth quarter as well as certain other considerations." While Norris said he now believes Service Experts could have a dilutive impact in the range of \$0.05-\$0.10 in 2000, he also emphasized Lennox total retail operations are expected to be modestly accretive to earnings.

Norris said that even with a more conservative market and economic outlook, a more detailed appraisal of the integration timetable for acquired businesses, and higher interest expenses, Lennox is projecting net income growth of approximately 30%. However, he said, the larger number of shares outstanding is expected to produce a mid-single digit EPS growth for 2000.

"Lennox International had terrific performance in 1999, with earnings increasing by 39%," Norris said. "Our Retail and North American Residential operations have grown very rapidly through acquisition in the past year, and our attention in 2000 will be focused on integrating and strengthening these operations. Our traditional businesses are strong and are providing us with a solid foundation to take advantage of growth opportunities worldwide."

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 or by contacting Bill Moltner, Director, Investor Relations, at 972-497-6670.

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.

(more)

LENNOX INTERNATIONAL INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME For the Three Months and Twelve Months Ended December 31, 1999 and 1998 (Unaudited, in thousands, except per share data)

	For the Three Months Ended December 31,			For the Twelve Months Ended December 31,				
		1999		1998		1999		1998
NET SALES COST OF GOODS SOLD	\$	•		•		2,361,667 1,617,332		1,821,836 1,245,623
Gross Profit						744,335		576,213
OPERATING EXPENSES: Selling, general and administrative		159,373		132,069		588 , 388		469,610
Income from operations		34,620		9,809				
INTEREST EXPENSE, net OTHER MINORITY INTEREST		8,903 116 (312)		316 (286)		33,096 (287) (100)		
Income before income taxes PROVISION FOR INCOME TAXES		25,913 10,244		4,498 1,941		123,238 50,084		89,686 37,161
Net income		15,669	\$		\$	73,154		52 , 525
REPORTED EARNINGS PER SHARE (1): Basic		0.36		0.07		1.85		1.50
Diluted	\$	0.35	\$	0.07	\$	1.81	\$	1.47
PRO FORMA EARNINGS PER SHARE (2): Diluted	\$	0.35	\$	0.09	\$	1.69	\$	1.32

^{(1) 8,088,490} additional shares issued in Lennox IPO August 3, 1999

⁽²⁾ Pro forma EPS assumes IPO occurred January 1, each fiscal year. Interest expense, income tax, and number of shares have been adjusted.)

	For the Three Months Ended December 31,			For t Twelve Mon Decembe	nths Ended
NET SALES	1999		1998	1999	1998
		-			
North American residential Commercial air conditioning Commercial refrigeration Heat transfer	\$ 352,192 114,818 88,915 55,789	\$	249,623 105,844 61,206 40,364	\$1,361,603 452,803 327,266 219,995	\$1,013,747 392,053 237,264 178,772
	\$ 611,714	\$	457,037	\$2,361,667	\$1,821,836 =======

		For Three Mon-		For the Twelve Months Ended December 31,				
INCOME (LOSS) FROM OPERATIONS	1999 1998		1999 			1998 		
North American residential Commercial air conditioning	\$	27,805 4,150	\$	22,743 (3,276)	\$	137,246 10,435	\$	123,426 (6,579)

	\$ 34,620	\$ 9,809	\$ 155,947	\$ 106,603
•	 	 	 	
Corporate and other	(6,439)	(14,375)	(30,241)	(43,327)
Heat transfer	2,284	1,426	12,592	12,700
Commercial refrigeration	6,820	3,291	25,915	20,383

LENNOX INTERNATIONAL INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS As of December 31, 1999 and December 31, 1998 (In thousands, except share data)

	December 31, 1999	December 31, 1998
	(unaudited)	
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 29,174	\$ 28,389
Accounts and notes receivable, net		318,858
Inventories	345,424	274 , 679
Deferred income taxes	25,367	37,426
Other assets	44,526	36,183
Total current assets		695,535
INVESTMENTS IN JOINT VENTURES		17,261
PROPERTY, PLANT AND EQUIPMENT, net	329 , 966	255,125
GOODWILL, net	394,252	
OTHER ASSETS	59 , 423	28,358
TOTAL ASSETS		\$ 1,151,569 =======
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES		
Short-term debt	\$ 22,219	\$ 56 , 070
Current maturities of long-term debt	34,554	18,778
Accounts payable	196,143	149,824
Accrued expenses	200,221	207,040
Income taxes payable	9 , 859	
Total current liabilities	462,996	432,246
LONG-TERM DEBT		242,593
DEFERRED INCOME TAXES	928	•
POSTRETIREMENT BENEFITS, OTHER THAN PENSIONS OTHER LIABILITIES	15 , 125 72 , 377	
matal lishilitian		
Total liabilities MINORITY INTEREST	1,071,702	763,297 12,689
COMMITMENTS AND CONTINGENCIES	14,073	12,009
STOCKHOLDERS' EQUITY: Preferred stock, \$.01 par value, 25,000,000 shares authorized,		
no shares issued or outstanding		
Common stock, \$.01 par value, 200,000,000 shares authorized, 46,161,607		
shares and 35,546,940 shares issued for 1999 and 1998, respectively	462	355
Additional paid-in capital	215,523	
Retained earnings	409,851	350,851
Accumulated other comprehensive loss	(12,706)	
Deferred compensation	(2,848)	
Treasury stock, at cost, 1,172,200 shares for 1999	(12,386)	
Total stockholders' equity	597 , 896	375 , 583
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 1,683,673 =======	\$ 1,151,569