



Scott Curtis, residential new construction manager, Lennox Industries, Inc.; Rick Gonzalez, territory manager-residential new construction, Lennox Industries, Inc.; Mark Roland, purchasing manager, David Weekley Homes; Dan Leising, sales manager, Advent Air Conditioning, Inc.; John Webster, director, residential new construction, Lennox Industries, Inc.

A PARTNERSHIP THAT'S PAYING OFF

David Weekley Homes sees value in teaming with Lennox

BY PAULA FELPS



As the largest privately held home builder in America, David Weekley Homes knows the value of making exceptional choices and providing lasting value. That's why they've partnered with Lennox for more than 20 years. The companies came together again when the time came to purchase HVAC systems for Savoy Trace, a new subdivision in Richardson, Texas — just one of seven markets where Lennox provides HVAC equipment to David Weekley Homes.

For this project, Lennox recommended highly energy efficient products and comfort accessories which were installed by Advent Heating and Air Conditioning.

"David Weekley Homes delivers a quality home that demands a quality installation," says Dan Leising, sales manager for Advent Air Conditioning, Inc. "We've used variable speed furnaces with humidity control, high efficiency cooling and zoning. All of these products combine to deliver enhanced comfort year-round for the homeowner."

Savoy Trace Sales Consultant Jason McFarlin says the Lennox name provides another sales feature for them to emphasize.

"Most of our buyers are local, so they recognize the name," he says. "We're neighbors with Lennox, and this is our way of putting great equipment in our homes while keeping the business right here in our community."

David Weekley Homes Purchasing Manager Mark Roland shared that the company builds high-performance EnergySaver™ Homes

that follow the *Environments For Living®* Platinum Level (EFL) program, a leading national building science program, of which Lennox is the exclusive HVAC sponsor.

"David Weekley Homes always strives to build the most energy efficient homes in the marketplace today," Roland says. "The Lennox lineup and the fact that they are a sponsor for EFL fit perfectly into our desire to build high-performance EnergySaver homes. We are very excited about our Savoy Trace development as well as our association with Lennox."

With an emphasis on energy savings — all David Weekley Homes come with a three-year heating and cooling energy usage guarantee backed by the *Environments For Living* program — Roland says that Lennox is a logical purchase. "Having reliable equipment makes a big difference for us."

It makes a big difference for the consumer as well.

"The buyer today wants an energy-efficient home, and it takes all of us working together to provide a fully integrated systems approach to building high performance homes," says John Webster, director, residential new construction, Lennox Industries Inc. "We are proud of our relationships with EFL, David Weekley Homes and Advent Air Conditioning Inc. Our Dallas sales team, Rick Gonzales, residential new construction territory manager; Brad Brelo, Dallas district manager; and Scott Curtis, manager of residential new construction, did an excellent job in making the project a success for Lennox."