



LENNOX
Innovation never felt so good.®

DAVE LENNOX
signature
COLLECTION

XC17

Efficiency,
comfort, profits.
Everything
about it feels
wonderful

XC17 Air Conditioner.

The efficient unit that makes perfect sense.

A case for the XC17: [How it can impact your sales and business](#)



“The most efficient single-stage air conditioner you can buy.”*

“The quietest air conditioner you can buy.”**

High-efficiency performance

	What it Means to You	What it Means to Homeowners
	<ul style="list-style-type: none">• Sets you apart from your competitors• Increased profits through higher margins and sales of add-on accessories• SunSource® Solar-Ready design provides follow-up opportunities and upgrade sales	<ul style="list-style-type: none">• Creates a peaceful atmosphere to live in and around their homes• Minimizes energy usage and lowers energy bills• Provides easy access to money-saving solar power from a trusted brand

Lennox’ long history of engineering high-efficiency units continues with the newly designed XC17—an air conditioner featuring enhanced components and technologies that delivers the features customers want, including better efficiency. Equipped with an industry-exclusive fan motor design that improves performance and reduces noise, the XC17 can achieve **efficiency ratings of up to 18.00 SEER**. This gives consumers another innovative option to combat rising electricity costs, helping generate increased interest and sales.

Top-of-the-line features and technologies that deliver what customers want

High-efficiency performance

- Industry-leading single-stage efficiency ratings up to 18.00 SEER



- New SilentComfort™ outdoor fan motor with composite fan blades provides extremely reliable operating performance—even under the harshest outdoor conditions—to maximize the unit’s efficiency.



- ENERGY STAR® qualified

The XC17's many innovative features make it an easy sell.

By addressing every consumer cue for cooling products — **comfort, energy efficiency, reliability and quiet operation**—the XC17 becomes an ideal choice for many homeowners. And because it delivers outstanding performance, it makes your job a whole lot easier.

Feature-rich design that makes your life easier

Industry-leading low sound levels

- SilentComfort® technology features a precision-molded compressor sound cover to deliver the ultimate in quiet performance
- Unsurpassed noise reduction—the noise level from one typical air conditioner is almost forty times louder** than the XC17

Simple design that's easy to service and maintain

- SmartHinge™ louvered design allows quick, easy access to interior components from all sides for cleaning and maintenance
- PermaGuard™ Cabinet is made of heavy-gauge, galvanized steel construction, louver coil guard, baked-on powder finish and durable zinc-coated steel base to provide long-lasting protection against rust and corrosion

Optional enhancements that add to your profits



- SunSource® Solar-Ready design gives homeowners an easy way to bring solar power into their home
 - Gives homeowners the flexibility to add solar modules over time
 - Sets you apart from the competition at the kitchen table
 - Delivers what homeowners want most—energy savings and lower utility bills
- icomfort™ technology features easy guided setup and auto-commissioning to save time and money during installation
- Exclusive Humiditrol® whole-home dehumidification system† manages moisture in a home's air for greater comfort and improved IAQ

*Efficiency claim based on comparison of single-stage air conditioning products' SEER as published in AHRI (December 2009). Actual system combination efficiency may vary. Consult a Lennox Dealer or AHRI for exact system efficiencies.

**Air conditioners/heat pumps have sound ratings established per AHRI's test standard: AHRI 270-2008. Size for size, as a product family, these air conditioners have the lowest published sound ratings of any major U.S. brand of air conditioning/heat pump equipment.

†Must be accompanied by either a variable speed air handler or furnace and icomfort™ Touch or ComfortSense® 7000 Series touchscreen thermostat.

Note: Always verify actual system efficiencies through AHRI or by visiting the AHRI ratings database at www.ahridirectory.org.

Energy innovation



As one of Lennox' most efficient and advanced energy innovations, the XC17 carries a green *Signature* badge. This badge gives you and consumers peace of mind knowing this product is a better choice for the environment.

System enhancements



The new icomfort by Lennox™ system brings together our most advanced products with a sleek, menu-driven touchscreen control. Our new four-wire setup simplifies installation.

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80% of homeowners are now concerned about the energy efficiency of their homes.

Source: Propane Education & Research Council, 2009
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71% of consumers cite saving money as a reason to buy energy-efficient products.

Source: "Utility Pulse 2009" survey conducted by The Shelton Group for EcoHome Magazine.com, March 2009
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The XC17 is “the most efficient single-stage air conditioner you can buy.”* And the more you hear, the better it sounds.



Beyond Innovative™

- Rugged new fan design
 - Improves efficiency
 - Reduces noise
- SilentComfort™ technology
- icomfort™-enabled technology
- SunSource® Solar-Ready design

Beyond Efficient™

- High-efficiency performance
- ENERGY STAR® qualified

Beyond Reliable™

- Easy access to interior components
- Durable, corrosion-resistant cabinet
- Rugged, composite fan design for improved operation in the harshest environments



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