



**Standard and Custom Wallplate Pricing
May 1, 2011**

Dear Valued Lutron Customer:

At Lutron, we remain committed to innovating with high quality products and value-added sales and marketing programs that will support your business and help you grow your sales and profits. For years, Lutron has been able to maintain stable prices on our standard and custom wallplates. However, in these times of consistent increases in commodities and services, Lutron has been forced to make adjustments.

With the unlimited possibilities of wallplate configurations available to order, it has been difficult to secure consistency in our pricing and lead-times. In an effort to improve both of these, we implemented a new quotes system to more accurately reflect our costs and lead-times. As a result, our prices on standard and custom wallplates will be adjusted for the first time since 2008.

Please note that effective June 1, 2011, pricing for standard and custom wallplates will be adjusted. For quotes received before June 1, 2011 we will continue to honor pricing for 30 days. For updated pricing after that date, please contact Lutron Customer Service at 1.888.LUTRON1.

We appreciate your support of Lutron products and look forward to helping you build sales and profits in 2011. Lutron will continue to provide additional services, like our 24/7 Technical Support to our accounts, customers and end-users, to help you continue to market and sell lighting controls.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Murray".

Chris Murray
Senior Vice President and General Manager

A handwritten signature in black ink, appearing to read "Ramin Mehrganpour".

Ramin Mehrganpour
Vice President and General Manager
International