

October 29, 2018

STEINEL America, Inc.  
 9051 Lyndale Avenue S.  
 Bloomington, MN 55420

Dear Valued Customers,

As a member of the lighting industry in America, you are surely aware of the recent trade tariffs against China and are probably feeling their impact in the form of price increases from many of your suppliers. STEINEL America wishes to assure you that we remain committed to our customers and will not be passing through a price increase.

STEINEL has a long tradition of utilizing fair trade manufacturing in the European Union and has always been committed to providing full benefits and competitive salaries to its employees in Europe and the USA. We have created new American jobs, increasing staffing in the US by 25% this year, and continue to grow our US operations. We remain committed to providing our customers with the highest performing, highest quality products at a competitive price.

Through the end of 2018, we will match any documented **pre-tariff prices** of Leviton, Wattstopper, or Sensor Switch on wall switches, power packs and ceiling mounted sensors according to the table below. We will also match documented stocking terms, conditions and volume rebates.

Contact your local STEINEL representative for more information about getting started with a superior product at your current pricing levels.

Sincerely,



Sean Lafferty  
 General Manager  
 STEINEL America

**STEINEL Cross Over Table**

Wattstopper	Sensor Switch	Leviton	Steinel
DW-103-W	WSX PDT WH	OSSMT-MAW-W	DT WLS 1-W
PW-301-W	WSX WH	ODS10-ID-W	IR WLS 1-W
CI-205	CM 10 P	OSC15-10W	IS 3360
CI-305	CM 10 P	OSC15-10W	IR Quattro COM1
DT-305	CM PDT 10 P	OSC10-MOW	DT Quattro COM1
BZ-50	PP 20	OPP20-OD2	TR 100
BZ-150	NONE	OSP20-RDH	TR 150