# Solutions

**Compare Lutron to Other Manufacturers Document** 



# The Lutron Difference

\*How loud are the shades from the other companies? Our shades are whisper quiet (only 35 dBA at three feet).

\*Will my shades work every time I press the button?

Competitors use a frequency that is crowded with devices competing for bandwidth. Lutron uses an exclusive frequency. Lutron Clear Connect ensures shades operate EVERY TIME.

#### \*Will all shades move at the same speed?

All shades will start, stop, and track in unison and exact alignment (to +/- 1/16" accuracy) at all times.

\*What are the light gaps of our competitor's shades? Our light gaps are only 3/4" (the smallest in the industry) and are symmetrical.

\*Can the competitors provide preset stopping points? With our shades you can set "points on the window" that the shades can automatically stop.



# The Lutron Difference

\*Are keypads available in designer colors? Lutron keypads are available in dozens or colors to match any decor.

\**Can shades from others hold programming when power is removed?* Lutron shades have a 10-year power failure memory.

\*What happens if there is ESD? Our shades will withstand 15,000-volt electrostatic discharge without damage.

\*Fabric choices? Lutron offers a beautiful array of designer fabrics.

\*Are my shades tested before they arrive?

Lutron provides end of line testing on every shade to ensure when it arrives it is working flawlessly.

\*Warranty?

Lutron systems comes with an 8-year warranty including 24 hour / 7 day a week technical support.



### Low Voltage Motors

#### Inherent Low Voltage Motor Characteristics



\*Low voltage motors are affected by load

\*Even same size shades can have motor to motor variations

\*Normal wear will cause motors to slow over time.

\*Wire length differences between motors can affect voltage



# Lutron Exclusive Technology

IHA synchronizes all motors. It monitors speed 500 times per second!

- A sensor monitors the speed of the motor at its output
- A microchip calculates the error in the speed of the drive
- A motor drive circuit adjusts power to correct any changes in speed





## Exclusive Lutron Control



Versatile Pico tabletop or wall mount wireless control, Mobile application, Intuitive voice control, and Seamless integration to Lutron lighting systems.

# About Us

#### MOTORIZED SOLUTIONS

Motorized Solutions is proud to offer the most innovative window treatments in the industry since 1976.

Founded in the 1940's as an exclusive custom upholstery company, we have the ingrained passion to perform each project with precision. Our strive for perfection has enabled us to become Lutron's premier residential dealer and the first window treatment dealer inducted into the Lutron Hall of Fame.



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### **Innovations** IN MOTORIZED SOLUTIONS



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