

Lighting Upgrades Made Easy

BUSINESS INSTANT DISCOUNTS PROGRAM

Pepco's Business Instant Discounts program makes it easy to save on select lighting purchases that immediately improve energy efficiency, with no application required.

Refresh interior and exterior spaces with lighting that saves energy. The program offers instant discounts on qualifying lighting when purchased from participating local distributors. Sales representatives can give personalized advice on lighting products that meet the needs of your business.

Customers can take purchases with them the same day. They also can place an order over the phone by contacting a preferred distributor. No application or waiting period is required.

Program participants get:

- **Instant savings**—no need to bargain hunt or apply for incentives
- **Low prices**—discounts immediately apply to select lighting products
- **Quality**—a variety of premium brands and products are available to choose from
- **Convenience**—orders can ship directly to businesses

Visit [pepco.com/BID](https://www.pepco.com/BID) or call **866-353-5798** to learn more.

Get instant discounts.



\$5.50 OFF
Linear LED lamps



\$8.50 OFF
CFLED lamps



\$60-\$80 OFF
LED replacement for high-intensity discharge lamps



\$15 OFF
LED recessed trim kits

Get instant discounts at the following distributors:



Inside Sales

Kevin Carlson, Program Manager
301-417-9633
sales@ljclighting.com

Beltsville

12118 Conway Road
Beltsville, MD 20705
301-417-9633



Inside Sales

Janell Baikauskas, Program Manager
443-470-2659
janell@greenwaylighting.com

Cockeysville

10832 Williamson Lane
Cockeysville, MD 21030
410-802-4760



Inside Sales

Mellisa Solorzano, Program Manager
302-322-3333
msolorzano@unitedelectric.com

Rockville

104 Derwood Circle
Rockville, MD 20850
301-340-1631



Inside Sales

Erik Sigmon, Program Manager
410-866-6000 Ext. 1320
ecsigmon@shepherdelec.com

Laurel

13150 Mid-Atlantic Blvd.
Laurel, MD 20708
301-595-9000



Inside Sales

Kevin Richardson, Program Manager
301-858-9494
krichardson@baylighting.net

Crofton

2146 Priest Bridge Court
Suite 13
Crofton, MD 21114
301-858-9494



Inside Sales

Kelly Gray, Program Manager
410-242-4172
kellyg@cnrlight.com

Baltimore

4318 Washington Blvd.
Baltimore, MD 21227
410-242-4172



Inside Sales

Ira Geller, Program Manager
410-247-3636
sales@gellerlighting.com

Baltimore

3720 Commerce Drive
Suite #1101
Baltimore, MD 21227
410-247-3636



Inside Sales

Josh Belloff, Program Manager
410-248-3438
josh.belloff@capitalelectricsupply.com

Jennifer Morgan, Rebate Manager
301-302-8617

jennifer.morgan@capitalelectricsupply.com



Inside Sales

Rich Sockol, President
301-258-1019
rasockol@dericklights.com

Gaithersburg

8545 Atlas Drive
Gaithersburg, MD 20877
301-258-1019



Inside Sales

Amanda Reem, Program Manager
410-746-0526
amanda.reem@rexelusa.com

Beltsville

10417 Baltimore Blvd.
Beltsville, MD 20705
301-595-5891

Capitol Heights

1200 Hampton Park Blvd.
Suite 100
Capitol Heights, MD 20743
301-390-4105

Rockville

14616 Southlawn Lane
Rockville, MD 20850
301-762-8100



Inside Sales

Brad Meadows, Program Manager
224-300-8298
utility_incentives@grainger.com

Lanham

4748 Forbes Blvd.
Lanham, MD 20706
301-459-7780

Rockville

701 Dover Road
Rockville, MD 20850
301-869-0011

Beltsville

10417B Baltimore Ave.
Beltsville, MD 20705
301-837-5000

Gaithersburg

15886 Gaither Drive
Suite A
Gaithersburg, MD 20877
301-921-4446

Upper Marlboro

8511 Pepco Place
Upper Marlboro, MD 20772
301-909-6550



Inside Sales

Chris Boyle, Program Manager
602-373-4574
cboyle@csmlink.com

Hanover

1020 Airport 100 Way
Hanover, MD 21076
410-691-7889



Inside Sales

Ashley Michelson, Program Manager
410-276-7617
ashleylights@gmail.com

Baltimore

1107 E. Baltimore St.
Baltimore, MD 21202
410-276-7617



Inside Sales

Ali Gharib, Program Manager
800-506-0648
ali@distributionglobal.international

Gaithersburg

16843 Oakmont Ave.
Gaithersburg, MD 20877
800-506-0648



Inside Sales

Ricky Shofnos, Vice President
202-437-7473
rashofnos@atlanticelectricsupply.com

Rockville

751 Rockville Pike
Suite 9B
Rockville, MD 20852
202-437-7473



Inside Sales

Nicole Carpenter, Program Manager
319-752-1397 Ext. 1742
nlarpenter@pqlighting.com

To participate in the Pepco Business Instant Discounts program, equipment must be installed in a Maryland commercial facility with a Pepco account number. Additional eligibility requirements apply. Visit pepco.com/BID for more information. Pricing and participating distributors are subject to change. Contact distributors for current product prices. See website for a list of current participating distributors.

Offer valid for Pepco commercial customers in Maryland only. EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to pepco.com/Business.