

# 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 on 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.



**\$8 OFF**

Linear LED lamps



**\$12.50 OFF**

CFLED lamps



**\$90-\$120 OFF**

LED replacement for high-intensity discharge lamps



**\$15-25 OFF**

LED ENERGY STAR® fixtures

# 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

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



**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

**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  
ashleyblights@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](http://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](http://pepco.com/Business).