

# 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.

Cost may vary by distributor. Minimum customer contributions apply.  
Sales tax is calculated based on pre-incentive price. Offer may expire at any time.

### 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).