

# Lighting Upgrades Made Easy

## BUSINESS INSTANT DISCOUNTS PROGRAM



**Delmarva Power'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 [delmarva.com/BID](https://delmarva.com/BID) or call **866-353-5799** to learn more.

### Get instant discounts.



**\$5.50 OFF**  
Linear LED lamps



**\$40-\$60 OFF**  
LED troffer luminaires



**\$50-\$200 OFF**  
LED exterior luminaires



**\$15 OFF**  
LED recessed trim kits

# Get instant discounts at the following distributors:



## 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

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

## Ocean City

9748 Stephen Decatur Hwy  
Suite 204 #5  
Ocean City, MD 21842  
800-440-0156



## Inside Sales

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

## Salisbury

1706 Northwood Drive  
Salisbury, MD 21801  
410-749-3777



## Inside Sales

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

## Baltimore

7401 Pulaski Hwy  
Baltimore, MD 21237  
410-866-6000



## Inside Sales

Stacey Grafton, Program Manager  
410-822-7179  
slgrafton@edsupply.com

## Ocean City

103 58th St.  
Ocean City, MD 21842  
410-723-1600

## Salisbury

457 Snow Hill Road  
Salisbury, MD 21804  
410-546-2201

## Easton

29430 Dover Road  
Easton, MD 21601  
410-822-7179

## Cambridge

401 C Dorchester Ave.  
Cambridge, MD 21613  
410-228-0630



## Inside Sales

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

## Baltimore

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



## Inside Sales

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

## Easton

8039 Industrial Park Road  
Easton, MD 21601  
301-855-1050

## Salisbury

401 Winfield Ave.  
Salisbury, MD 21801  
410-831-6153



## 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

Brad Meadows, Program Manager  
224-300-8298  
utility\_incentives@grainger.com

## Annapolis

10981 Guilford Road  
Annapolis Junction, MD 20701  
301-543-4900

## Baltimore

2100 Haines St.  
Baltimore, MD 21230  
410-234-0184

## Baltimore

8820 Citation Road  
Baltimore, MD 21221  
410-391-9000



## Inside Sales

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

Jennifer Morgan, Rebate Manager  
301-302-8617

jennifer.morgan@capitalelectricsupply.com

## Berlin

11070 Cathell Road  
Suite #25  
Berlin, MD 21811  
410-208-0800

## Chestertown

305 N. College Ave.  
Chestertown, MD 21620  
410-778-1154

## Salisbury

1774 Westwood Drive  
Salisbury, MD 21801  
410-546-1221



## Inside Sales

John Palmer, Program Manager  
410-546-1749  
jpalmer@mcledsupply.com

## Fruitland

304 East Main St.  
Fruitland, MD 21826  
410-546-1749

To participate in the Delmarva Power Business Instant Discounts program, equipment must be installed in a Maryland commercial facility with a Delmarva Power account number. Additional eligibility requirements apply. Visit [delmarva.com/BID](http://delmarva.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 Delmarva Power 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 [delmarva.com/Business](http://delmarva.com/Business).