



LIGHTING UPGRADES MADE SIMPLE

Delmarva Power Business Instant Discounts Program

Delmarva Power's Business Instant Discounts Program makes it easy to save on select lighting purchases and improve energy efficiency.

We offer instant discounts on qualifying lighting when you purchase from participating local distributors. Sales representatives can offer personalized advice on lighting products that meet the needs of your business.

Program participants have access to:

- Low prices—instant discounts are applied to select lighting products
- Quality—discounts are available on a variety of premium brands and products
- Convenience—orders ship directly to your business

Visit delmarva.com/BID or call **1-866-353-5799** 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



\$5.50 OFF

Each Linear LED Lamp



\$1 OFF

Each Fluorescent Lamp



\$4–\$11.50 OFF

Each LED Replacement Lamp



\$40–\$60 OFF

Each LED Troffer Luminaire



\$50–\$200 OFF

Each LED Exterior Luminaire

We offer instant discounts at the following distributors:



Inside Sales
Mike Kelly, Program Manager
410-749-3777
mkelly@unitedelectric.com

Salisbury

Mike Caloway, Branch Manager
1706 Northwood Drive
Salisbury, MD 21801
410-749-3777
mcaloway@unitedelectric.com



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

Berlin

Timmy Cooper, Branch Manager
11070 Cathell Rd.
Suite 25
Berlin, MD 21811
410-208-0800
timmy.cooper@capitaltristate.com

Chestertown

Brian Pylant, Branch Manager
305 N. College Ave.
Chestertown, MD 21620
410-778-1154
brian.pylant@capitalelectricsupply.com

Salisbury

Kenton Yoder, Branch Manager
1774 Westwood Dr.
Salisbury, MD 21801
410-546-1221
kenton.yoder@capitaltristate.com



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

Hanover

Ross Faris, Branch Manager
1020 Airport 100 Way
Hanover, MD 21076
410-691-7889
ross.faris@hdsupply.com



Inside Sales
Anthony Baikauskas,
Program Manager
410-802-4760
anthonyb@greenwaylightingllc.com

Ocean City

Anthony Baikauskas,
Branch Manager
9758 Stephen Decatur Hwy
Suite 204 #5
Ocean City, MD 21842
800-440-0156
sales@greenwaylightingllc.com



Inside Sales
Chris Gleason, Program Manager
410-642-4220
christopher.gleason@rexelusa.com

Easton

Joshua Jarboe, Branch Manager
8039 Industrial Park Rd.
Easton, MD 21601
410-822-3601
joshua.jarboe@rexelusa.com

Salisbury

Nick Sandt, Branch Manager
401 Winfield Ave.
Salisbury, MD 21801
410-831-6153
nick.sandt@rexelusa.com



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

Baltimore

Kelly Gray, Branch Manager
4318 Washington Blvd.
Baltimore, MD 21227
410-242-4172
kellyg@cnrlight.com



Inside Sales
Brad Meadows, Program Manager
847-535-4702
utility_incentives@grainger.com

Annapolis Junction

John Kobus, Branch Manager
10981 Guilford Rd.
Annapolis Junction, MD 20701
301-543-4900
john.kobus@grainger.com

Baltimore

John Kobus, Branch Manager
2100 Haines St.
Baltimore, MD 21230
410-234-0184
john.kobus@grainger.com

Baltimore

David Diggs, Branch Manager
8820 Citation Rd.
Baltimore, MD 21221
410-391-9000
david.diggs@grainger.com



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

Fruitland

John Palmer, Branch Manager
304 E Main St.
Fruitland, MD 21826
410-546-1749
jpalmer@mcledsupply.com



Inside Sales
Ira Geller, Program Manager
410-247-3636
ira@gellerlighting.com

Baltimore

Ira Geller, Branch Manager
3720 Commerce Dr.
Suite 1101
Baltimore, MD 21227
410-247-3636
ira@gellerlighting.com



Inside Sales
Stacey Grafton, Program Manager
410-822-7179
sgrafton@edsupply.com

Ocean City

Rich Harbeson, Branch Manager
103 58th St.
Ocean City, MD 21842
410-723-1600
rharbeson@edsupply.com

Salisbury

Dave Carey, Branch Manager
457 Snow Hill Rd.
Salisbury, MD 21804
410-546-2201
dcarey@edsupply.com

Easton

Kevin Yockey, Branch Manager
29430 Dover Rd.
Easton, MD 21601
410-822-7179
kyockey@edsupply.com

Cambridge

Robley Hastings, Branch Manager
401 C Dorchester Ave.
Cambridge, MD 21613
410-228-0630
rhastings@edsupply.com



Inside Sales
Tom Arnett, Program Manager
443-987-4850
tmarnett@shepherdelec.com

Baltimore

Erik Sigmon, Branch Manager
7401 Pulaski Hwy.
Baltimore, MD 21237
410-866-6000
ecsigmon@shepherdelec.com

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 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.