

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 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 delmarva.com/BID or
call **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
Linear LED lamps



\$40–\$60 OFF
LED troffer luminaires



\$50–\$200 OFF
LED exterior luminaires



\$15–\$25 OFF
LED ENERGY STAR® fixtures

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

MCLED

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 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.