



NITE LITES™

ISSUE IV - SPRING/SUMMER 1995

N E W S

10636 CHISHOLM LANDING TERRACE • NORTH POTOMAC, MD 20878-4263 • (301) 762-5444 • FAX (301) 897-5076 • 1-800-846-7197

A Word From Constantine

1994 was my seventh year in operation. We set a record for gross sales of \$475,000 mostly due to the Pepco lighting retrofit projects. Marc N. Duber of The Bernstein Companies and Larry & Robert Miller of United Investors contributed greatly to our successful year. My outdoor lighting projects, all due to referral or word of mouth, continues to keep me very busy. I can not thank all of you enough

for your unselfish support.

I apologize for the delay in getting the fourth edition of *Nite Lites News* off the presses and into your hands. I hope you enjoy the new format which was designed by MH Concepts. MH Concepts is the graphics division of MH Photography.

I would like to thank Robert P. Pincus and John R. Lane of Franklin National Bank for trusting in my face and my word. When the Pepco checks were not coming in as fast as I had anticipated, and the credit cards were at their limits, they did not hesitate one bit to loan me money. They enabled Nite Lites to continue at full speed. Franklin specializes in small companies and SBA loans.

Maintenance Tips

This past winter was not as bad as the previous year (I know this is dated). Not as much snow removal means less broken fixtures. If you notice any broken or inoperative fixtures, please don't wait until your first party to call. The service team will be more

than happy to come out. Usually, a check up takes less than an hour.

After a few years of enjoying your lighting system, the effects might have changed a bit. Some of the landscaping probably is covering the fixtures and is now blocking the light. The fixtures can be moved but a better suggestion is to trim around them. I would hate to drive by and not see a great looking Nite Lites job because of overgrown landscaping. Get those trimmers out!

Pepco Rebates

As of November 1, 1994 Pepco has discontinued their rebates to commercial customers. There are no more rebates available in DC and Maryland customers are on a case by case basis. Needless to say, I saw the handwriting on the wall. I tried to warn as many as possible but the following is a list of the lucky ones that heeded the warning.



NAME	BILL	REBATE
Pennbrooke Terrace	\$165,000	\$165,000
Cheverly Terrace	105,724	105,725
Drs. Band, Badwey	7,350	3,573
Washington Hebrew Congregation	45,064	40,000
River Road Unitarian Church	8,925	7,511
Colonial Manor Inn	2,800	2,800
St. Constantine & Helen	6,000	4,000
Windermere HOA	1,350	1,350

I mentioned in my last newsletter, the Energy Policy Act of 1992. The information about the law has not been publicized a great deal. There will be

dramatic changes in the lamps (bulbs) that you have been accustomed to using. Even though the rebates have been lowered or in some cases eliminated I can show you what to change to and still save lots of money. You should still have a return on your investment of 20% to 50% per year, not to mention the quality of light will increase. If you would like a copy of the changes or information on programs please give me a call. Good news. The new program began June 26 and is only for Maryland.

Please Send Me Your Business Cards

Very, very few of you have sent me your cards. Please, please or else! I would like to compile a folder to assist me in recommending you to each other, so help us out. Send me your cards. Thanks.

Customers in the News

Tom Velez, President, CEO and Chairman of CTA, Inc. launched its first ever commercial communications satellite for use by third world countries. Mr. Velez is also the recipient of the 1993 High Technology Entrepreneur of the Year Award.



Dr. Dino Flores received the American Academy of Otolaryngology (Head & Neck) Surgery Honor Award at their 98th annual meeting. Bestowed since 1934, the award recognizes those who have contributed service to the Academy without reenumeration. How's that for a caring doctor?

Robert N. Grimes won another award for his company, Cyntergy Corp. He won the "World Young Business Achievers" award sponsored by the Worldcom Group, Inc. He will be the United States representative in the world finals in London, England. Prince Phillip and Prime Minister John Major honored will honor winners from 15 other countries in February. Good luck in the finals!!



Matthew Statz has a cure for the common ale.

He started a new business last year called Red, White and Brew. It is a national beer of the month club based in Great Falls, VA. Starting with \$50,000 savings from his irrigation business. Matt has five employees and 1000+ avid beer connoisseurs as members. The club specializes in Micro Breweries and issues a monthly newsletter along with a two six pack sampling. You can become a member by calling 1-800-670-BREW.



Hoop-It Up-Date

8/94 - Cleveland was our best showing ever. Even though it rained all day on Saturday, we played 11 games on Sunday and we finished in 2nd and 4th place. There were 3000 teams entered in the tournament.

9/94 - DC was a little tougher for us. We ended up in 4th place but did have a moral victory by beating the 1993 runner-up from the world finals.

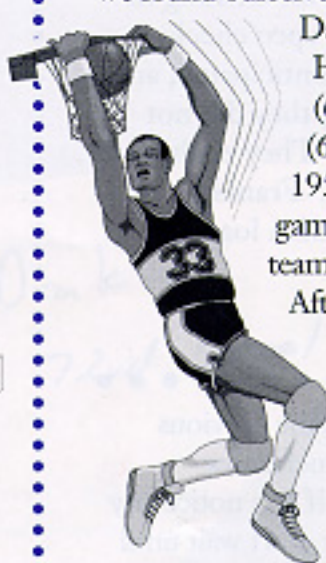
4/95 - Music City USA (Nashville) is a great place to visit but not a great place to play. It was windier than Aruba so our 3 point game was non-existent. We made it to the semi finals. Tracy Turner lost in the final of the dunk contest just missing a flying dunk over me.

5/95 - Richmond, (they are still fighting the Civil War) As last years runner-up, we thought we would have a good chance to finally win one. After 7 games, we found ourselves in the finals - for the fourth time.

David Saunders (6'9", 240 lbs, Hampton Univ.), Jerome Cooper (6'7", 200 lbs, Chowan), Tracy Turner (6'5", SW Missouri) & Kirk Kley (6'3", 195 lbs, N. Arizona) played some great games but lost to the local Richmond team. The game was a little lopsided.

After 5 minutes we had 13 fouls and they had 2. I know this sounds like sour grapes but what do you expect - playing on the home teams court with their refs and their crowd.

6/95 - Philadelphia wasn't worth writing about. It has been erased in our minds.



My Hanging – I Mean My Wedding Day

On October 8, 1994, a day that will live in infamy. I married the love of my life. Many of you thought that day would never come (and so did Elaina) but it



did! It really was a beautiful day. Three hundred-forty family and friends had a great time. With the exception of my broken ribs (courtesy of friends!) it was a fun weekend. Next stop. . . FATHERHOOD.

Snip, Roll, Color & Fix

Elaina is back to work!!!! I am sure this is a relief to those of you whose hair is either in "dye" need of color or cutting. Elaina has changed shops and now works Thursdays, Fridays, and Saturdays at Robert Lewis Salon. Located at 1753 Rockville Pike, next to Ambrosia Greek restaurant and across from Studebakers in the Doubletree Hotel. Elaina has been specializing in colors, perms, and highlights for 14 years. She is up on all of the latest techniques and is available for weddings and other special events. You can reach Elaina at work (301) 468-0777 or at home (301) 897-5172 for an appointment or free consultation.



New Look for the Mobile

In an effort to increase visibility and professionalism, Nite Lites replaced the old magnetic signs with large colorful vinyl lettering. Signmasters of Rockville did a terrific job with the logos and I have already seen an increase in calls due to the clarity of the phone number. What took me so long??



PEPCO Award

On June 27th Nite Lites received the Silver Club Award for reducing over 250,000 watts of electricity in the Washington and Maryland service area. The custom rebate program began in 1991 and has been an overwhelming success. I hope to continue retrofitting projects and to receive the gold club award next year which recognizes organizations that reduce 500,000 watts. 250,000 watts equates to per hour savings of natural resources like 234lbs. of coal or 18.75 gal. of oil or 2,500 cubic feet of natural gas. Also, atmospheric pollutants reduced like 400lbs. of CO₂ (global warming) and 2.97lbs. of SO₂ (acid rain) and 1.56lbs. of NO_x (smog). Just call me Al Gore junior!



Upcoming Hoop-It Up-Dates

Cleveland	August 12 – 13
D.C.	August 26 – 27
N.Y.C.	September 9 – 10



2nd Place Hoop It Up, New York City
CGP, Jia, Tracy, Kirk



Tracy Turner, New York City
1st Place – Upper Deck Slam Dunk

Spotlight on Fixtures

Many of you have complained about the lighting for your decks. There are a few ways of

accomplishing a non-glaring, subtle lighting effect. The SL07 disc from focus lighting is small and very effective. It usually mounts on a 4x4 post and the wiring is done below the deck. A similar fixture can be mounted under benches to give the effect of

"floating". If you are looking for general lighting, get rid of those floods and let me install some florescent flood lights. Choose from seven different colors. Call me for a demonstration.



If This Plane's A Rockin'...

Adventurous – and amorous – couples in Los Angeles can join the elite Mile High Club, according to a press release from the Los Angeles Convention & Visitors Bureau. For those unfamiliar with the club, a description of Mile High Adventures' custom twin-engine airplane will help. A private cabin contains a cloud-like feather bed, king size pillows, and romantic music. Couples receive a bottle of champagne and chocolate truffles. When the plane reaches 5,280 feet, says pilot Nick Edgar, he lets the couple know they are one mile up by rocking the wings. Unless, of course, the wings are already rocking. For more on flying these very friendly skies, call (310) 450-4447.



Which Wash

Todd Whichard, supervisor for Nite Lites has a side business doing pressure cleaning of decks, houses, brick, and concrete. There are many happy Nite Lites customers who have used Todd and his quality is what you are used to and his prices are very reasonable. Please call Todd at (301) 406-1584 for a free estimate.

THE TEAM NETWORK

The current roster of the Team Network (see left right) will give you special treatment and discounts. Give them a call.

Team Network, devoted to doing business the "Old Fashioned" way...

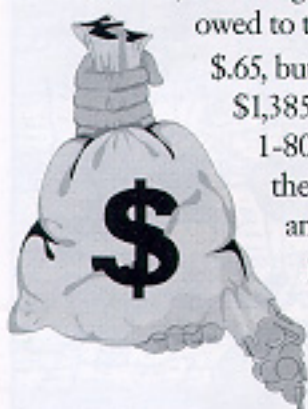
Quality • Dependability • Personal Service

ADVERTISING SPECIALTIES	Karin's Custom Images (Karin Collis)	703-450-4063
AIR COND / HEATING	Superior Energy Systems, Inc. (Matt & Dave Minnick)	301-774-3388
AIR DUCT SYSTEMS CLEANING	Indoor Clean Air, Inc. (Gerard Walker)	301-805-4448
ALLERGIST	Allergy & Asthma Clinic of N. Bethesda (Dr. John & Connie Irons)	301-564-4090
ARCHITECT	Earle A. Stillwell, A.I.A. (Earle & Monica Stillwell)	301-229-8934
ATTORNEY (General Practice)	Noel F. Danto, P.C. (Noel Danto)	301-309-2300
AUDIO / VIDEO SERVICES	Stage Two Communications (Phyllis Lieberman)	301-913-0203
AUTO DEALER	Fitzgerald Automotive Family (Scott Addison / Joe Fitzgerald)	301-670-0091
AUTO DETAILING	Auto Salon, Ltd. (Sal Gervasi)	301-657-2334
AUTO REPAIR & SERVICE	Community Auto Service (Al Cecchini/Kary Collins)	301-652-5300
AWARDS / PLAQUES / TROPHIES	Washington Trophy Center (Alan Tash)	202-566-1255
BANKING	Mellon Bank-Bethesda Metro (Brian Daniels)	301-907-0750
	Mellon Bank-Old Georgetown Rd. (Susan Lemmon)	301-530-0608
	Mellon Bank-River Rd. (Ed Kinsella)	301-654-3392
	Mellon Bank-Regional Office (Mary Brooks)	301-217-0600
BOOKKEEPING / ACCOUNTING	Skinner & Associates (Mike Skinner)	301-631-7940
BUSINESS DEVELOPMENT & MKTG	C. Nelson Hoy & Company (C. Nelson Hoy)	301-907-7575
CATERERS	Paschoe Catering (Paul & Virginia Horning)	301-566-5868
CHIROPRACTOR	Potomac Family Chiropractic (Dr. David B. Fishkin)	301-299-9835
CLEANING SVC	Every Corner Cleaning Service (Mary O'Dell / Lorraine Distasio)	301-530-1484
COMPUTER CONSULTANT	Computer Chiropractor (David S. Schwartzman)	301-816-2185
CONCRETE, MASONRY A & R	Gen'l Contracting (Attilio Campanaro/Rich Pineda)	301-681-2477
COSMETICS / SKIN CARE	Mary Kay Cosmetics (Stephanie Jones)	301-774-4227
CPA / TAX & FIN PLANNING	JMG & Associates (Jonathan Grobani, CPA, CFP)	301-656-7474
DENTIST	Smiles of Potomac (Dr. Richard Lyschik)	301-770-0123
ELECTRICIAN & TELECOM SVCS	M.C. Dean Electric (Ted Maher / Don Phillips)	301-499-6332
EYECARE	Edmonds Optician (Eddie O'Neil)	301-652-3448
	Edmonds Optician (Joe Tate)	301-229-3775
FLOORING	Flooring Depot (Arnold Rosenthal/Lea Knapp)	301-770-2200
FLOWER & GARDEN	Johnson's Flower & Garden (Gordon Sheidan/Lisa Thals)	202-244-6100
FOOTCARE/SPORTS MEDICINE	Potomac Family Footcare (Dr. Franklin Polun)	301-983-8202
GRAPHIC DESIGN & TYPESETTING	Text Design (Chris Penschaw)	301-984-8635
HAIR & NAIL SALON	Twin Tresses (Melissa Schultz & Maria Kennedy)	301-656-8220
HEALTH & FITNESS	Personal Fitness, Inc. (Doug Baumgarten)	301-493-5035
HOME REPAIR / REMODELING	Tectonic Building Services (Earle Stillwell)	301-229-4317
HOTEL/MEETINGS/BANQUETS	Holiday Inn Bethesda (Mike Weil/Krista England)	301-652-2000
INSURANCE	State Farm Insurance (Marilyn Riehl, Clu, ChFC)	301-951-0355
INTERIOR DESIGNER	Odette Lueck Interiors (Odette Lueck, FASID)	301-262-5880
INVESTMENTS / RETIREMENT PLANS	Smith Barney (Donna L. Fisher, CFP)	301-657-6325
JEWELRY STORE	Direct Jewelry Outlet (Craig Wunderlich)	301-951-0757
LANDSCAPING & LAWNS	GreenGrow Landscaping (Stan Weinstein)	301-365-5500
LIGHTING (Install / Design / Sales)	Nite Lites (Constantine Pergantis)	301-762-5444
MORTGAGE COMPANY	First Savings Mortgage (Matthew Gilday)	202-259-3031
MOVING COMPANY	Armstrong Movers, Inc. (Carlin Brown)	301-424-9010
NETWORKING TEAM MGMT	Team Network Corp. (Curt & Lori-Beth Kowalick)	301-924-5757
PAINTING / WALLCOVERING	Rojas Painting & Wallcovering (Candido Rojas)	301-340-1724
PEST CONTROL	Arrest-A-Pest (Larry Stewardson)	301-570-0472
PHARMACY	Brookville Pharmacy (Rudy & John Winteritz)	301-652-0600
PHOTOGRAPHY	Mil Photography (Jack Hartman / Monica Vidal)	301-681-1212
PLUMBING / HEATING	J. H. Peterson Plumbing Corp. (John Peterson)	301-951-3730
PRINTING & COPYING	Howell Press (Arlene Howell)	301-230-0850
PSYCHOLOGIST	Susan H. Gordon, Ph.D. (Dr. Susan H. Gordon)	301-656-8160
REAL ESTATE	Long & Foster Realtors (Bethesda/Hampden Square Office)	301-907-7600
R. E. SETTLEMENTS	Rock Creek Associates, Inc. (Nancy L. Gusman)	301-984-7774
RESTAURANT	Original Pancake House (Jeff Bulman / Chuck Anoff)	301-986-0285
ROOFING	Thos. C. Johnson Roofing (Tom Johnson)	301-770-4084
SECURITY SYSTEMS	Pro-Line Security Systems (Chris Stergiou / Fred Gray)	301-926-7447
TRAVEL AGENCY	Fair Winds Travel (Connie Kinsey / Michelle Zimmerman)	301-718-8700

Business People
You Can Count On!

FYI\$ Department

\$ There is a little known department in each state that holds onto unclaimed funds. I recently got hold of the new list for Maryland and found 34 friends and customers, including yours truly that had money



owed to them. I collected a whopping \$.65, but the biggest winner has been \$1,385.00. The Maryland number is 1-800-782-7383. Call and give them your social security number and they can check it over the phone. Good luck. For other states call the Comptroller of the Treasury, Unclaimed Funds Department.

\$ I have used AT&T, MCI and Sprint. Each has had a deal at any one time. For the most part, MCI has

been the cheapest – until now. LCI (their stock is trading at its all time high) is the 5th largest long distance service, 100% fiber optic and is the least expensive. Do yourself a favor, dial 0,0 on your phone and ask the following questions: 1. Are you being charged for whole minutes or incremental minutes? 2. What is the day, evening and night rates for some calls that you make and them to LCI. After you find you have been getting ripped off, call me and I will give you more details.



SAMPLE COMPARISON RESIDENTIAL RATES*

	LCI	AT&T	MCI/Sprint
Day	19¢ per minute	28½¢ per minute	25½¢ per minute
Evening	14¢ per minute	18½¢ per minute	17¢ per minute
Night	12¢ per minute	15¢ per minute	14¢ per minute
Billing Units	6 Second Increments	Full Minute	Full Minute
Calling Card:			
Access	35¢	80¢	79¢
Rate	25¢/18¢ per minute	26¢/16¢ per minute	29¢/22¢ per minute
Units	6 Seconds	Full Minute	Full Minute
800 Service:			
Cost	Free	\$10 Install	\$3.95 per month
Rate	25¢ per minute	\$4.50 per month	28¢/20¢ per minute
Billing Units	6 Seconds	28¢/21¢ per minute	28¢/20¢ per minute
		Full Minute	Full Minute

* Commercial rates are even lower!

\$ Do you want to lower your water bill, help the environment and affect the performance of your toilet? The Aquasaver saves approximately a half gallon each time you flush your toilet. It can be installed in 30 seconds and you do not need tools (even Marc Duber can do it). An average family of four can save 4,000 to 5,000 gallons per year! Call me if you want me to drop off some.

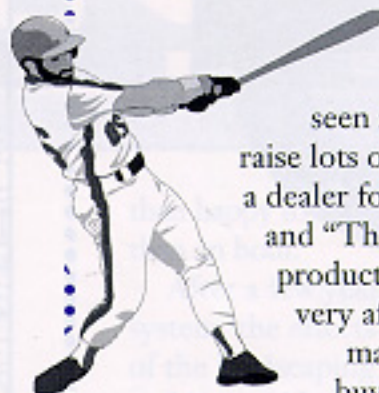
People who have already seen the benefits:

Global Health Management
Manor Inn of Bethesda
Colonial Manor Inn of Rockville

The Bernstein Companies
Parkside Condominiums
The Marriott Corporation

Sports Memorabilia

I am sure all of you have seen or read about the sports memorabilia business. Signed pictures, clothing, balls, plaques, ect. are great collectibles to own and display. You might have seen items at local charity auctions raise lots of money. Nite Lites has become a dealer for "Upper Deck Authenticated" and "The Scoreboard Authenticated" product lines. Many of the items are very affordable. Signed memorabilia makes a great gift for the hard to buy for sports fan, boss or child.



Give me a call if you are interested in purchasing some Ripken, Mantle, Ewing, Jordan, Montana, Gretzky or anyone else you can think of.





Look Inside for
Important Information.
It Could Save
You Money!



"We're training him to go only the newspaper."



Nite Lites™

10636 Chisholm Landing Terrace
North Potomac, MD 20878-4263

Bulk Rate
U.S. Postage
PAID
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Rockville, MD

Address Correction Requested

