



April, 1993



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News

A Word From Constantine...

I would like to thank all my customers, associates, family, and friends for helping me the last five years. It has been a wonderful period in my life and I hope the future will be just as good. I have tried to provide a quality product at a fair price and I feel that has enabled me to succeed. Above all, I have tried to make service my number one priority. It might have taken a little longer to install than a few of might have liked, but it was done with quality in mind. I purchase material from over 25 suppliers and sometimes I am at their mercy. I believe it is better to give the customer a variety of products to choose from than to get the materials faster and have my installations all look the same. I hope you find the first edition of Nite Lites News informative and enjoyable.

Commercial & Residential Lighting Design • Constantine G. Pergantis • (301) 762-5444

PEPCO Rebates

Many of you are aware of my feeling towards more efficient lighting. The benefits of halogen and fluorescent lamps are numerous (compared to incandescent). Halogen combines longer life, whiter light, smaller lamps, and less heat. Fluorescent has even longer life, less heat, and color corrected lamps. Prior to the unbelievable rebates PEPCO had available to non-residential customers, Nite Lites was spreading the word of all the benefits. One current example of the phenomenal rebates are Britches of Georgetown. In May, I will replace 1,355 lamps and 27 fixtures for a bill approximately \$20,000. **Pepeco will pay 100%**. Britches will not only get free lighting but will save 67kw per hour which amounts to \$17,000 per year in electricity.



Another example of smart business taking advantage of free money is the Manor Inn of Bethesda. In April, I will replace 172 incandescent lamps to fluorescent lamps at a cost of \$2,356. The hotel will see an electrical savings of 10.32 kw per hour; based on five hours of operation per day, this amounts to a savings of \$1,315 per year. **Pepeco will pay 100%**.

Call me if you would like more information.

Maintenance Tips

1. Once a low or line voltage system is installed, very little needs to be done to keep it operating smoothly. Fixtures occasionally need to be cleaned to remove dirt, leaves and other debris. Glass lenses should be cleaned with Windex. Well lights sometimes get buried when overzealous landscapers mulch.
2. Pruning branches and foliage around photo cells and fixtures will allow the light to shine the way it was intended.
3. For tree installations, inspect the cable at least once a year for damage caused by growth and animals.
4. Time clocks should be changed now that we are on Daylight Savings Time: 7:30 p.m. - 8:00 p.m. is a good starting time.
5. When attempting to change the lamps in your system it is a good idea to put a little bit of vasoline on the base of the lamp. This will help to keep the corrosion down and also to make it easier to remove the lamp the next time.
6. Nite Lites has installed over 250 systems since 1988. I have begun to notice a few things that can go wrong. Approximately 4% of the connectors are failing. This only requires replacing the connector with a new and improved connector. If you notice a fixture that is not working and you have tried to replace the lamp, more times than not it is the connector.

Outdoor Lighting Throughout History

Lighting the outdoors began when our remote ancestors first tamed fire for light and warmth. Torches made of resinous wood lit the path at night, and streamside rushes dipped in animal tallow made simple candles. The Emperor Constantine, in the fourth century, is said to have lighted the streets of Constantinople with thousands of candles, until it was as bright as day.

I guess that lighting was my calling

• From the Ortho Book "How to Design & Install Outdoor Lighting, 1984

Background on Lighting

Low voltage lighting is 30 years old. In 1988 there 3 main low voltage companies. At last count there are 30+ companies producing landscape lighting. The 60's had recessed, 70's had track, and the late 80's and into the 90's will be outdoor lighting. I mention this during my seminars around the country to show the magnitude of this portion of the lighting industry. The current trends are to use halogen light sources. Focus Lighting Industries of Santa Ana, CA has become the forerunner in this area. The benefits of halogen light sources are longer life, smaller lamp which means smaller fixtures, white light, and brighter watt for watt.

Fixture Manufacturers

The following is a current list of major fixture manufacturers available from Nite Lites:

ARROYO CRAFTSMAN
BEND-A-LITE
BEGA
B-K LIGHTING
BRONZELITE
FOCUS LIGHTING INDUSTRIES
GREENLEE LANDSCAPE LIGHTING
HADCO/CRAFTLIGHT
HANOVER LANTERN
HINKLEY LIGHTING
INTERMATIC/MALIBU
KIM LIGHTING
KITCHLER
LIGHTOLIER
LITE-NITE
LUMIERE DESIGN
LUMA LIGHTING INDUSTRIES
NIGHTSCAPING
NIGHTSCENES
SEAGULL LIGHTING
SPARKLE PLENTY
STURDY LANTERN
SYLVAN LITES
TIVOLI
VICTOR ILLUMINATING
VISTA LANDSCAPE LIGHTING

Seminars

For the past three years, I have been traveling the country for Hinkley Lighting of Cleveland Ohio and Focus Lighting of Santa Ana, California, giving seminars about lighting design, installation, techniques, and sales to lighting, electrical, irrigation, plumbing, and landscape supply stores. The seminar is worth four credits towards the American Lighting Associations Certified Lighting Consultant degree.

Traveling and meeting new people is great but talking is one of my favorite pastimes so I find that spreading the word on lighting is very fulfilling.

Key Chain

Enclosed in this newsletter is a Nite Lites key chain made of pewter. This key chain comes apart so you can separate your car keys and house keys. Also the reverse side of the logo has my address and it is return postage guaranteed so if your keys re lost and someone puts them in a mailbox, I will get them back. If you would like another key chain (I bought a ton of them) please call me.

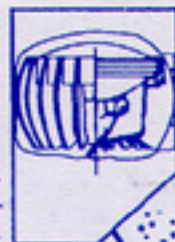
Gus' Cheesecakes

Many of you are aware of our past family business. The bakery was called Constantine's Kitchens. My fathers world famous cheesecakes won the International Hotel/Motel/Restaurant Competition in 1981. He still makes cheesecakes in his spare time. If you would like one, give him a call at 301-294-0944.

Spot-Lite on New Fixtures



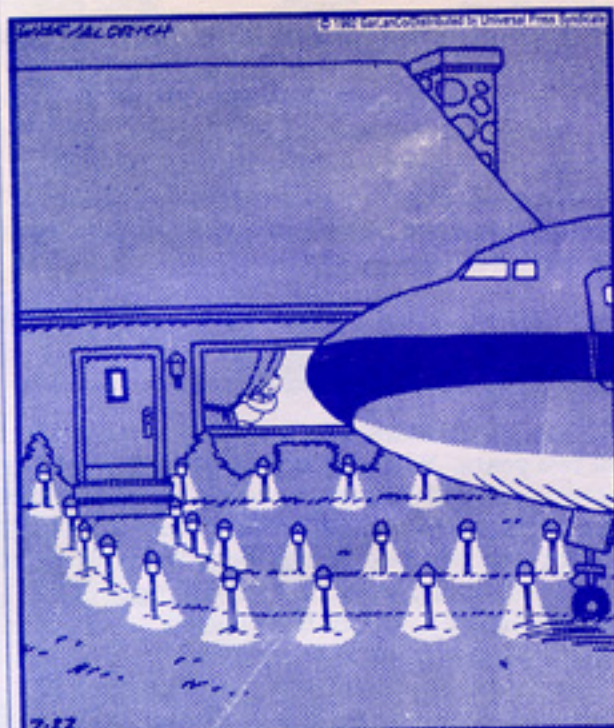
Three companies are currently building a better "mousetrap". The well light has always been a great seller. It's unobtrusive and works great. Previously built of steel and aluminum, the inner workings of this fixture are now made of silicon rubber. No parts to corrode or break. It holds itself in place with integral fins and does not move without a great deal of pressure.



Siri

There is a new addition to the Nite Lites family. Siri the Dalmation. I never wanted a dog because of the smell, hair, etc. As you can imagine, I was talked into taking care of her by Elaina when her original owner was traveling. Now I find myself completely attached and she sleeps in our bed. The moral of the story is never say never!

REAL LIFE ADVENTURES by Gary Wise and Lance Aldrich



Just one of those consequences of too many landscape lights.

appeared in the "News Chronicle" 7-22-92

Hoop It Up

Nite Lites sponsors a basketball team which plays in the international three-on-three tournament called Hoop It Up. The idea was started by master marketing genius, Terry Murphy, eight years ago. The tournament is open to all ages and levels of playing ability and our team plays in the Open division. We will compete in at least six cities and hopefully advance to the national finals in Dallas. The team is made up of:

Charlie Thomas • U. New Mexico • 6'7 • 225

Bryan Palmer • U. Maryland • 6'10 • 250

William Ortiz • U. D.C. • 6'8 • 195

Rick Clayton • Frederick CC • 6'4 • 200

Constantine Pergantis • Montgomery CC • 5'10 • 160

Four of us will travel together to each site and yes, I do play. I am the player/coach and Chief Trash Talker. Come see us in the local stop in D.C. September 11-12.

On a Sad Note

Someone who meant a great deal to me passed away on February 7, 1993. Chris N. Fotos was my Godfather. Some of you may have known of his business located in Washington, La Parisen Fur Co. He had been in the business since 1960. His love for his family, friends, and his passion for antique cars will be forever missed. He said he lived a full life. He was 62.

The Team Network

As consumers we all know how difficult it is to find businesses that we can count on. Since 1991 Nite Lites has been a member of the Bethesda area Team Network. The Team is made up of quality, well respected local business. As a group we feel that reputations are the most important asset of a successful business. Below is 1992 roster. Mention that you were recommended by Nite Lites.

Business People You Can Count On.

ADVERTISING SPECIALTIES	
Let's Get Personal (Karin Collins)	(301) 759-7507
AIR CONDITIONING/HEATING	
Superior Energy Systems, Inc. (Neritt Merrick)	(301) 714-3388
ARCHITECT	
Stokoe-Collison Architects, P.C. (Jim Stokoe/Michael Collison)	(301) 432-2267
ATTORNEY	
John F. Wulf, Jr. (John F. Wulf, Jr.)	(301) 981-0940
AUTO DEALERSHIP	
Crowell Chevrolet Geo/Lexus (Vicki Crowell/Treshley)	(301) 948-0880
CPA/TAX & FINANCIAL PLANNING	
JMO & Associates (Jonathan M. Grobar, M.S., CFP, CPA)	(301) 636-7474
CARPET (Sales/Cleaning/Repair)	
Sueh Carpet (Sueh Sueh)	(301) 840-0033
CHIROPRACTOR	
Potomac Family Chiropractic (Dr. David Fishon)	(301) 299-8035 • Lanham (301) 262-2229
CLEANING SERVICES	
Gentle Services, Inc. (Richard Zeman)	Pager (301) 940-7788 • (301) 294-9177
COMPUTERS/SOFTWARE	
K2/The Program Store (Nicky Wulfa/Robert Hayes)	Office (301) 468-9569 • Store (301) 984-1233
DECORATOR	
TransDesigns (Lisa Kline/Danna Hawick)	(703) 369-9496 • (301) 805-0221
DENTIST	
Smiles of Potomac (Richard Lyschik, D.D.S./Pat Lyschik)	(301) 770-2123
DESKTOP/GRAPHIC DESIGN	
JT's Graphic Design, Inc. (Janice Tippett)	(301) 572-5843
DOCTOR	
Carol L. Bender, M.D. (Dr. Carol Bender)	(301) 770-4950
ELECTRICAL CONTRACTOR	
ASAP Electrical Service, Inc. (Gregory or Debra Yakubik)	(301) 428-0039
FENCING	
Long Fence Company, Inc. (Tom Ritter/Steve Ritter)	(301) 428-9040
FITNESS TRAINING	
The Seaguard's Fitness Program (Patrick Avon/Lisa Avon)	(301) 782-1333
FLOOR SAND & REFINISHING	
Mills Floor Service (Melvin Mills/Bair Edwards)	(301) 930-7271
FLORIST	
Bethesda Florist, Inc. (Tracy Callahan)	(301) 654-2677
FOOTCARE/SPORTS MEDICINE	
Potomac Family Footcare (Dr. Frankie R. Poun, D.P.M., F.A.C.F.S.)	(301) 983-8202
HAIR & NAIL SALON	
Twin Tresses (Melissa Schultz/Maria Kennedy)	(301) 456-8220
HOME REPAIRS & SERVICES	
Sectonic Building Services (Eane Stillew)	(301) 329-8804
HOME RESTORATION	
REMOCO Contracting (Rick Moorehead)	(301) 540-8721
HOTEL	
Embassy Suites Hotel (Mickey Rowley, G.N./Peter Madigan, Dr. of Sales)	(202) 362-9300
INSURANCE	
State Farm Insurance Agent (Carol A. Brunette)	(301) 964-0001
INVESTMENTS/RETIREMENT PLANNING	
Shearson Lehman Brothers (Donna L. Fisher)	(301) 857-6325
JEWELRY	
Wholesale Jewelry Supply (Michael Wright/Jennifer Davis)	(301) 306-1778
LANDSCAPING	
Alertuck Nursery & Landscaping Co. (Bruce M. Alertuck)	(301) 948-8570
LIGHTING (Install/Design/Sales)	
Nite Lites (Constantine G. Pergantis)	(301) 762-5444
LOCKSMITH	
Potomac Lock & Security, Inc. (Stephen DeLancy/Michael Lowe)	(301) 530-6982
MORTGAGE COMPANY	
Nationwide Mortgage Corporation (Skeeter Worley)	(301) 571-0400
MOVER	
Armstrong Movers, Inc. (Mitch Reeves)	(Mont.) (301) 424-9610 • (P.G.) (301) 595-0884
PAINTING & WALL COVERING	
Ragas Painting & Wallpapering (Candido Rojas)	(301) 340-1724
PHOTOGRAPHY (Commercial/Social)	
MH Photography (Chris/Jack/Patrick)	(301) 229-6023
PLUMBING/HEATING/WELL PUMPS	
JR Peterson, Inc. (John & Carl Peterson)	(301) 656-0165 • (301) 951-0730
PRINTER	
Altogether Printing (Burke & Ann Rowe)	(301) 652-8157
REAL ESTATE	
Long & Foster Bethesda/Hampden Square (F. Ruth Dicks, Broker-Mgr.)	(301) 907-7600
RESTAURANT/BAR	
Nantucket Landing (Peter Judge)	(301) 654-7979
ROOFING	
Thomas C. Johnson Roofing (Tom Johnson)	(301) 770-4084
SECURITY SYSTEMS	
Pro Line Security Systems (Fred Gray)	(301) 840-8004 • (301) 926-7447
SIGNS	
SignMasters, Inc. (Kevin Brooks)	(301) 309-1222
TRAVEL AGENCY	
Reservations, Incorporated (Larry Betzler)	(301) 657-4400
TREE CARE & MAINTENANCE	
Baumann Tree Service (Geoff Baumann)	(301) 963-9696
WINDOW CLEANING/BUILDING MAINTENANCE	
Kevos, Inc. (Kenny & Evelyn Cohn)	(301) 258-8750

Post This List in Your Home or Office.

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Neither TNC nor any Team Network member can be held responsible for the performance of any other listed company.

For Sale

1987 Mazda RX7 GXL, MD Insp. like new, fully serviced, 64K, \$6000, Call Miles 301-948-0151

1984 Olds Cutlass Ciera, MD Insp. very clean, rebuilt engine+transmission, looks+runs great \$2500, Call Miles 948-0151

Trampoline Brand New in box, 14ft round below wholesale, \$200 Call Tom 301-770-4084

1988 Haulmark trailer, great for storage or hauling, gray, MD Insp. \$2000 Call Tom 301-770-4084

Grey sectional with matching ottomans and laminated tables \$300 OBO Call Melanie 301-365-7867

1983 Volvo DL Station Wagon - standard, AC, AM/FM, cassette, Buddy seat. Call Elliott after 8 p.m. 301-469-0504.

If you have anything you would like to sell, please fax or mail me the information (no charge).

Customer to Customer

The following are customers of Nite Lites who provide quality service.

1. Home Entertainment Design, Miles, 301-963-7010
2. Oakmont Auto Service, Miles, 301-963-7010
3. Alexander Hair, Elaina, 301-897-8700
4. Thomas C. Johnson Roofing, Tom, 301-770-4084
5. Bradbern Construction, Brad, 251-0755

If you would like your business to be included in future issues of Nite Lites News (free of charge) please mail me your business card.

Many Thanks

I have been talking about having a newsletter for the past two years. With the help of my computer wiz Maria Bedenbaugh and the creative touch of Lisa Baydush, Nite Lites News is now a reality. THANKS A MILLION!!!

Many thanks also to my very valuable assistants, without whom my work just wouldn't get done:

Andre Hackey, V.P. of Installation

Mark Moore, Logistical Engineer

Gus Pergantis, Director of Assembly/Repairs

Marinos Triantos, Master Electrician

Many Thanks!

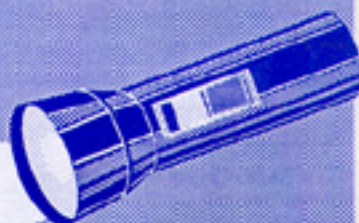
Nite Lites

10636 Chisholm Landing Terrace
North Potomac, Maryland 20878-4263



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