



August, 1994

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News™

A Word From Constantine

The days of Nite Lites' freebies are over... well, maybe not completely. 1994 begins a new era:

- Service Call (15 minutes)... \$20
- Each additional 15 minute interval... \$10 (\$50/hour)

I have surveyed similar businesses to get an idea of what they charge and my rates are average or in most cases below average.

If you have a lighting problem, feel free to call me and discuss it. Most times it can be a small problem remedied over the phone. You might just save some \$\$\$.

1994 has been very busy. Business has increased 100%. This is a double-edged sword. I was not ready for that much of an increase, so if you are one of the many that has or is still waiting for me, I thank you for being patient... sorry!

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

PEPCO Updates

Taking advantage of PEPCO rebates is becoming the trendy and politically correct thing to do these days. Upgrade your lighting and get Pepco to subsidize it! The following is the most recent group of smart businesses that have "seen the light". I urge you to call me to discuss your situation.



COMPANY	INVOICE	REBATE
Colonial Manor Inn	\$15,000	\$15,000
Washington Roofing	\$27,437	\$15,300
Britches GT Conn Ave	\$ 2,314	\$ 2,204
Britches CT Mont. Mall	\$ 3,796	\$ 3,400
Britches GO Mont. Mall	\$ 3,125	\$ 3,125
Britches CT Lakeforest	\$ 2,600	\$ 2,400
Britches GO Lakeforest	\$ 1,970	\$ 1,950
Flaps of Potomac	\$ 1,873	\$ 1,169
Manor Inn of Bethesda	\$ 4,000	\$ 4,000
North Park Apartments	\$78,186	\$74,458

The Energy Policy Act of 1992 (which will go into effect over the next several months) will have a tremendous impact on this country. Some of the standard light bulbs you have been using will no longer be manufactured. I urge you to take advantage of the rebates available to you now before you are forced to change your lighting when PEPCO no longer offers subsidies. You can get a free pamphlet that lists which technologies are going to be eliminated by calling General Electric at 1-800-626-2000.

BG&E Rebates

Similar to PEPCO's Custom Rebate Program, Baltimore Gas & Electric has their own program to reduce electricity. The following are some of the savvy businesses who are taking advantage of the \$\$\$\$.

COMPANY	INVOICE	REBATE
Thrift Inn	\$ 5,000	\$ 4,000
Greencastle HOA	\$ 350	\$ 75

Trademark Information

In case you have not noticed, Nite Lites has been trademarked. The familiar TM is being slowly added to all materials, advertising, and promotional items. Michael M. de Angeli who is a great patent attorney assisted and took care of everything for me.

Originally I tried to undertake the process myself (dumb move) and quickly found that Michael was the man for the job. THANKS!!!

If you have any trademark or patent issues to take care of, Michael can be reached at 301-217-9585.



Call Nites Lites Toll-Free:
1-800-846-7197

Business Plan

I decided last year to implement a four part plan to expand my business. First was a new, larger van with shelving and bins. Second was real office furniture with lots of table space. Third, a 486/66 multi media computer (I know I should have had one long ago) with 8MB and 340MB hard drive, and printer. Fourth and most importantly, my first full time employee — a childhood friend named Todd Whichard began February 21.

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Spotlight on Fixtures

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Paula Update

1994 has been getting better for Paula. Earlier this year, she had a lead role in an episode of "Diagnoses Murder" starring Dick Van Dyke. She also has been reading for three upcoming movies and finally the big break... Fox television has a new sitcom called "Wild Oats." The show premieres on September 4th at 9:30 p.m. EST. Paula has a starring role playing the part of "Shelly". I have seen the first episode and it is very funny. The show is similar to "Seinfeld". "Wild Oats" is scheduled for air for 13 weeks. Try to watch!

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Quote of the Month

"Every morning in Africa, a gazelle wakes up. It knows that it must run faster than the fastest lion or it will be killed. Every morning, a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death. It doesn't matter whether you are a lion or gazelle: when the sun comes up, you had better be running."

Hoop It Update

Halloween weekend was very cold in Dallas for the World Finals of Hoop It Up. Our team did not participate but Tracy Turner was one of 12 dunkers from around the country who competed in the Upper Deck Slam Dunk Finals. Tracy was not up to his true form, nor were the other 11. Maybe next year.

The weather was unbelievably arctic like leading up to January 22. It was freezing outside but inside Essex Community, it was burning up. The Epilepsy Foundation of Maryland sponsored the tournament Charlie, Jai, Lee, and yours truly played well but the ridiculous rules were distracting and we finished 2-2.

It was still cold during the weekend of February 5+6. Nite Lites was back to defend it's title in the American Heart Association \$500 3-3 at Univ. of MD. Bryan, back from a new child and ankle injury, Jai Simms, Jerome Cooper, and "THREE" played for the first time together. Saturday went well 2-1 and we were the top team in our bracket. Sunday the semis were played at USAir Arena and "Three" was not hitting. I missed 2 and we lost 11-10 when the clock ran out. No repeat this time.

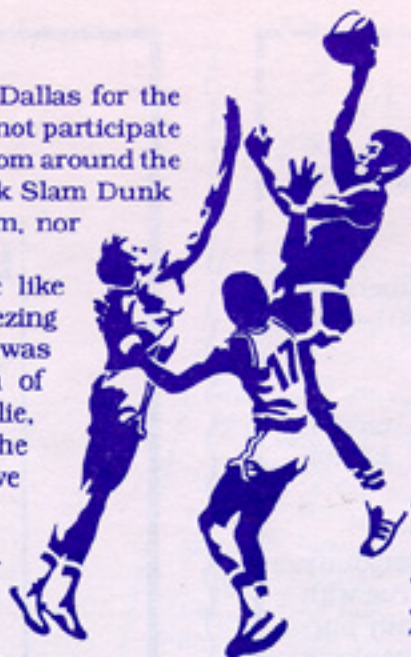
My new nick name is Fred Brown. February 27th at RIO was our first 5 on 5 tournament. Brian, Rick, Jai, Joe Henry, and "Fred" went 3-2 and played in the final game and won 11-5 but the rules changed in midstream and we had to play again. The repeat final was tied 10-10 and we had the ball. My pass was stolen and we lost, i.e. "Fred".

Nite Lites toughest squad traveled to Baltimore's Cardinal Gibbons on Saturday March 19 for an 11 team 3 on 3. Charlie, Jai, Kirk, and "Three" were playing fantastic. We finished 4-0, won our opening playoff game and in the semi final game played to a 26-26 tie against the defending champions. The tie was broken by shooting foul shots (don't ask). We tied again after 3 shots but eventually missed. The entire gym was booing because everyone felt the game should have been played out 2 more minutes. The rules seem to be getting worse. Cant wait for Hoop It Up to start.

April 1 (my 30th birthday, I know it fits) we drove Tracy to Madison Square Garden to defend his Upper Deck dunking title during halftime of the Knick/Heat game. Tracy did his unbelievable "windmill swoop" and just missed. He ended up with second place, the Knicks won and we had a fun weekend with Uncle George and Aunt Connie.

The first Hoop It Up tournament for 1994 was in Atlanta over the weekend of April 9 & 10. Kirk, Rick, and George Adams (New Mexico 88) from Miami converged together for the first time and placed 4th out of 800 teams. The style of play was rougher than usual but all in all we played well for the first time together.

Richmond will never be the same. Hoop It Up stopped in over the Greek Easter weekend. Kirk, Jerome, Jia and



myself drove down and had a feeling of confidence. 1100 teams entered and Sunday afternoon with a record of 7-1 we earned a trip to the "dance" to play for the championship which was televised. Four former Virginia Union players beat us in front of there home crowd. It was a big let down but there were to many obstacles to overcome.

We will be off to Cleveland to play in one of the largest Hoop-It-Ups in the country. 3,000 teams will compete. Nite Lites is taking no prisoners. We will have two separate teams entered:

Team 1:

Kirk Kley - 6'3"/195, N. Arizona
Jai Simms - 6'5"/260, Shasta
Jerome Cooper - 6'7"/200, Chowan
Tracy Turner - 6'5"/195, SW Missouri

Team 2:

Rick Clayton - 6'5"/200, Frederick
William Ortiz - 6'8"/200, UDC
Jerome Cooper - 6'7"/200, Chowan
Constantine Pergantis - 5'10"/165, Montgomery College

The idea is to have both teams play in the finals. Look for the results in the next newsletter!

Maintenance Tips

Thunder storms and lightening has been a common occurrence during the past months. Some customers have had extensive damage due to the lightening. And most everyone has experienced power outages, causing problems with your timers. When reprogramming the X-10 mini-timer, remember to first unplug the unit and remove the back-up battery to clear the unit of the current settings. If you have a problem resetting the clocks, please call me and I will talk you through it.

Did you know that a fluorescent light bulb loses 50% of its light output after it becomes 75% used? When replacing a lamp in a fixture that has multiple lamps in it, make sure you replace all of them. The light levels will be uniform and it saves on maintenance costs.

Team Network '94-'95

Another successful year has passed (my 4th) with my affiliation with the Team Network. The team is made up of businesses who do quality work at fair prices. The group gets stronger each year and the new team looks better than ever. Our first meeting of the year is on September 13. I will have new team cards if anyone would like one. The new roster will be printed in the next newsletter.

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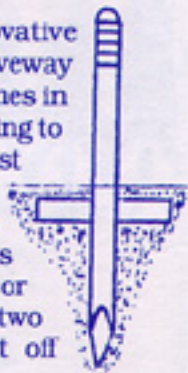
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