



November, 1993

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NewsTM

A Word From Constantine

This is the second issue of Nite Lites News. I hope you found the first issue informative and interesting.

This past summer was hot and busy. Interest rates are the lowest in the past 21 years, the economy has turned for the better, and the lighting business is constantly expanding. As more and more people become familiar with the benefits of outdoor lighting and energy savings, Nite Lites is continuing to prosper.

Sincere thanks to the many people who continue to recommend me. I have done two matters in the past and the response was negligible — referrals are still the mainstay of my business. As this year is coming to a close, I would like to wish everyone a happy and healthy holiday season and prosperous new year.

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

Pepco Update

More of you are learning about the benefits of the Custom Rebate Program offered by Pepco. It is foolish not to take advantage of the free money. Since the last Newsletter, the following businesses are enjoying their new lighting.



<u>CUSTOMER</u>	<u>BILL</u>	<u>REBATE</u>
California Pizza Kitchen	\$1031	\$1031
The Melting Pot	\$1116	\$1116
King Pontiac City	\$1173	\$1173
Body Line	\$395	\$395
Georgetown Drs. Park	\$1530	\$1530
Especially Me	\$427	\$427
Manor Inn of Bethesda	\$4065	\$4065
Colonial Manor Inn	\$1800	\$1800

Everyone benefits from this win-win program: the environment, Pepco, the customer... call me and find out how easy it is to take advantage of the savings. We all benefit from conserving energy.

Nite Lites Mobile

The familiar vehicle I have driven for the past five years has been replaced with a larger 1994 van with state of the art shelves, bins, and CFC free a/c. A far cry from the first year when my truck was a Chrysler Fifth Avenue. How did I ever do it?

Lamp Replacement

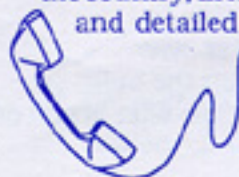
When your system was originally designed it was installed with specific lamps (bulbs) that perform certain lighting effects (color, spread, brightness). Overtime, you should expect your lamps to go bad.

It is very important not only for the effect but for the operation of the system to replace the lamp as soon as possible and with the exact lamp that was originally installed. You could potentially damage the transformer and decrease the life of existing lamps.

Get involved in the maintenance of your systems! Most of the fixtures require no more than a screwdriver. If you are not sure how to replace or where to buy the replacement lamps, please feel free to call me. Of course I have spare lamps for sale and will replace them for a nominal fee.

Dial 1-800-374-2965

There is now a toll-free way to reach me through my service directly. Just leave a message at 1-800-374-2965 and I will receive your message word for word, throughout the country, in less than 10 seconds. Be as specific and detailed as you like. You can still call me at 301-762-5444. This number rings in my home, and when I am not there, the service picks up. My new fax number is 301-897-5076.



Stakes

Many of you have had a path/area/driveway or spot lighting fixture broken in the past. This usually happens when someone bumps into them and the stake snaps.

Other outdoor lighting contractors use the stake that the manufacturers supply which are made out of aluminum or PVC. When the stake breaks, the fixture often breaks beyond repair and must be replaced.

I offer my clients a superior stake, made out of heavy wall PVC parts, which helps keep the fixtures upright and allows the stake to break, not the fixture. Not only does this reduce repair costs, but my stake is inexpensive and helps to keep the total fixture price down.

Customers In The News

Patrick Ewing of the New York Knicks recently finished his 8th NBA season, 7th All-Star season. The Knicks' major accomplishment—a 60-22 regular season and an appearance in the Eastern Conference finals for the first time in 19 years. The Knicks went through the play-offs 9-7 and finally lost a tough series to "DA BULLS" in the Conference finals. I was able to see Patrick play during the regular season and finals. Madison Square Garden was rocking during the finals. It was disappointing to see them lose after winning the first 2 against Chicago but as the saying goes, there's always next season. See you in Phoenix!

David Brinkley is celebrating his 50th year in broadcasting. His distinguished career began in high school writing for his home town newspaper. He has reported on every President since FDR. He has won every major broadcasting award, including 10 Emmy Awards and three Peabody Awards. He can be seen every Sunday morning anchoring his show on ABC. Congratulations on your 50th!

Gus' Birthday

On May 2nd, my mother and I threw a 75th surprise birthday party for my father. The weekend party was held at my home and most of the relatives and Gus' old friends attended. The weather was perfect and the authentic Greek food was terrific. Considering all the operations and daily pill taking, the consensus was that Gus looked great for an "old man". And he was definitely surprised!

Key Chain

Many of you were wondering what happened to your key chain that was supposed to have been enclosed in the last newsletter. After the newsletter was printed, I found it was not feasible with the bulk rate center to enclose the key chain. The offer is still on if you want one, just call me.



Hoop It Up-Date

On April 25 Nite Lites played in a tune up 4 on 4 tournament at RIO Sport & Health in Gaithersburg. Charlie, Rick, William, Jimmie Rogers, and yours truly went **undefeated** (5-0) and won the 13 team double elimination tournament. First prize was a pair of Nike shoes.

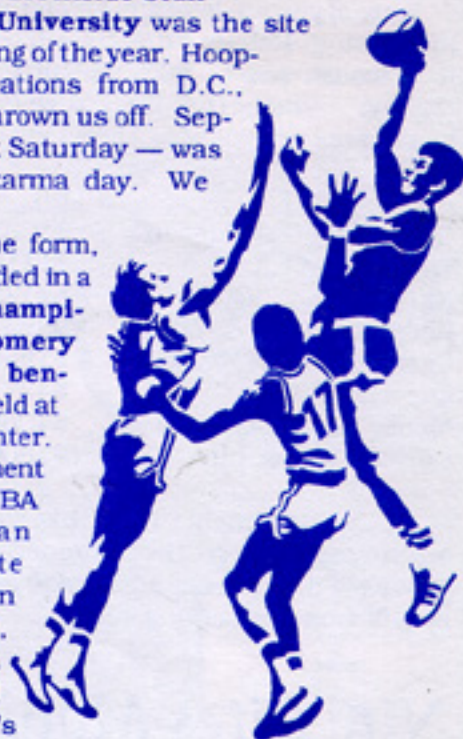
On May 15-16, Nite Lites played in the **American Heart Association 3 on 3 tournament** held at the P.G. Community College. We went undefeated (4-0) again and out-scored our opponents 48-25. Charlie had his 15 footer down, Jimmie's passes had them mesmerized, Robbie Turner was strong on the boards and I hit my allotment of outside shots. First prize was \$500 big ones. Not a bad payday for 48 minutes work.

On June 27, Nite Lites won another one. White Oak Sport & Health sponsored the 4 on 4 tournament which had 7 teams participating. Charlie, William, Rick, Robbie, and myself went 4-0. Rick and Charlie were tough on the boards, Robbie was unstoppable to the basket, and William and yours truly could not miss from the outside. Prizes were basketballs, gym bags and socks.

Grand Central Station in New York City was the site for our **first Hoop-It-Up tournament of the year**. 700 teams entered. August 28 and 29 was a great weekend. Nite Lites had 3 new players, Kirk Kley/Northern Arizona, Jia Simms/Shasta College, and Tracy Turner/Missouri Western. We went 5-1 and were up 9-3 in the final game, but lost 21-15. That was the furthest we have ever been in a Hoop It Up. Tracy was the Upper Deck Slam Dunk Champion and Jia finished 2nd. Newsday featured us in an article and look for Tracy's gravity defying dunks November 13th on NBC's NBA Inside Stuff

George Mason University was the site for our worst showing of the year. Hoop-It-Up changed locations from D.C., which must have thrown us off. September 11 — Black Saturday — was definitely a bad karma day. We went 0-4, yuch.

Back to our true form, September 18th ended in a 3-0 record and **champions at the Montgomery General Hospital benefit tournament** held at the Olney Town Center. The 8-team tournament featured former NBA players Adrian Dantley and Tate Armstrong. We won our opener by 12, escaped 32-31 in the second round and beat Armstrong's club 32-21 in the finals.



Spotlite on Fixtures

Many of my customers have the same complaint. Their address is dark and cannot be seen from the street. This problem is not only annoying but can potentially be a hazard for fire, rescue, and police personnel. Sparkle Plenty Inc. has introduced an inexpensive illuminated address fixture which, in most cases, can be easily adapted to your existing low voltage system. Call me to work out a price.

10636

Focus Lighting Industries of Santa Ana, CA has become the leader in the use of halogen lamps. All their path, area, and deck, fixtures utilize a T-3 20w lamp in place of the 1156 or 1141 tail light. The benefit of using the T-3 is lower wattage (more fixtures per transformer), whiter light and longer life. In the long run it is less expensive to operate. I have made recommendations to other companies to follow Focus' lead.

Paula Update

Most of you know, know of, or have seen my friend Paula Marshall. She started out as a model 10 years ago and is now becoming a successful actress in Los Angeles. Last fall I paid up on an old promise to rent a theater for her first starring role in a movie. 150 people showed including two local newspapers to watch her in "Hellraiser III". Since then Paula and her husband Tom who also is an actor/model moved from New York to L.A. She has made 2 more movies that will be released in the fall of '93. Paula was recently seen on Seinfeld and a HBO movie.

First Annual \$1000 Nite Lites Golf Classic

Since many of my customers are avid golfers I thought it would be fun to host a golf tournament. It is in the preliminary planning stages and any input from you would be greatly appreciated. The best dates seem to be Saturday April 2nd or Sunday April 3rd. Cash prizes will be awarded to the top 3 finishers, and Nite Lites golf shirts, balls and tees will be given to all participants. Please call me if you might be interested in playing or helping with the organization. Come out and have fun with fellow customers and friends.



99 More To Go

Siri, our dalmation, has a new friend. Agapee is her name and happens to be her sister from Iowa. Siri was a year old and trained when we got her. The new experience of raising a puppy keeps Elaine and myself on our toes. They get along very well. When will the spots stop?

The Team Network '93-'94

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 the 1993 roster. Mention that you were recommended by Nite Lites.

ADVERTISING SPECIAL TIES Let's Get Personal (Karin Collier)	(703) 759-7577
AIR CONDITIONING / HEATING Superior Energy Systems, Inc. (Moritt & Dave Minick)	(301) 774-3388
ARCHITECT Earle A. Stillwell, A.A.A. (Earle Stillwell)	(301) 239-8804
ATTORNEY (GENERAL / MEDIATION) Martin Kolman, Esq. / Mediation Resources	(301) 718-2422
ATTORNEY (REAL ESTATE) John F. Wolf, Jr. (John Wolf)	FAX (301) 367-6880 • (301) 361-0940
AUDIO / VIDEO Stage Two Communications / Super Star Studios (Phyllis Lieberman)	(301) 913-0203
AUTO DEALERSHIP Fitzgerald Automotive Family (Susan Hinterlang)	(301) 570-4115 • (301) 547-6574
AUTO DETAILING The Auto Salon, Ltd. (Sol Gervasi)	(301) 657-2304
AUTO SERVICE & REPAIR Community Auto Service, Inc. (N. Cecchini / Kerry Collins)	(301) 632-5300
AWARDS / PLAQUES / TROPHIES Washington Trophy Center (Alan Tash)	(301) 986-1255
BANK Chubb, F.S.B. (John Hilderbrand / Willy Brooks)	(301) 857-6803
CARPET / UPHOLSTERY CLEANING Advanced Carpet Care (Bob Tate)	(800) 354-2483 • (301) 371-9054
CARPET / VINYL / TILE Saah Carpet (Eddie Saah)	(301) 840-0033
CATERING / FOOD Sutton Place Gourmet (Shaun Hunt / Bob Duselle)	(301) 594-3110
CHIROPRACTOR Potomac Family Chiropractic (Dr. David Fishkin)	(301) 299-9825
COMPUTER CONSULTING Knowledgeware Systems (Molly Nolle / Robert Hayes)	(301) 230-1233
COSMETICS / SKIN CARE Mary Kay Cosmetics (Stephanie Jones)	(301) 774-4227
CPA / TAX & FINANCIAL PLANNING JMG & Associates (Jonathan M. Groban, CPA)	(301) 656-7474
DENTIST Smiles of Potomac (Dr. Richard Lyschik / Pat Lyschik)	(301) 770-0123
ELECTRICIAN MALCO Electric (Mike & Christa Richards)	(301) 529-2555
FENCES & DECKS Lang Fence Company, Inc. (Tom & Steve Ritter)	(301) 428-8040
FLOWER & GARDEN CENTERS Johnson's Flower & Garden Centers (Gordon Sheridan)	(301) 244-6100
FOOTCARE / SPORTS MEDICINE Potomac Family Footcare (Dr. Franklin Polun)	(301) 953-8202
GRAPHIC DESIGN / TYPESETTING Text Design (Chris Renshaw)	(301) 594-8036
HAIR & NAIL SALON Twist Tresses (Melissa Schultz, Maria Kennedy)	(301) 656-8230
HEALTH & FITNESS TRAINING Personal Fitness, Inc. (Doug Baumgarten)	(301) 483-5025
HOME REPAIR & REMODELING Tectonic Building Services (Earle Stillwell)	(301) 239-4317
HOTEL Embassy Suites Chevy Chase Pavilion (Peter Wadgan / Christine Scott)	(301) 382-9300
INSURANCE State Farm Insurance (Marilyn Rich)	FAX (301) 907-7030 • (301) 951-0205
INTERIOR DECORATING Interiors by Dana (Dana Hewick)	(301) 282-3188
INVESTMENTS / RETIREMENT PLANNING Smith Barney Shearson (Dorise L. Fisher)	(301) 657-6325
JEWELRY STORE Direct Jewelry Outlet (Craig Wunderlich)	(301) 951-0757
LANDSCAPING GreenGrow Landscaping, Inc. (Stan Weinstein)	(301) 365-5580
LIGHTING (INSTALL / DESIGN / SALES) Nite Lites (Constantine Pergante)	(301) 762-5444
MASSAGE THERAPY COMPANY Advanced Health, Inc. (Sharon Goodwyn, L.P.N., M.P.)	(301) 718-1818
MORTGAGE COMPANY NationsBank Mortgage Corp. (Skeeter Worby)	(301) 571-0400
MOVING COMPANY Armstrong Movers, Inc. (Mitch Reeves)	(301) 424-9010
NETWORKING TEAM CONSULTANT Team Network Corporation (Curt Kowalski)	(301) 890-8999
PAINTING & WALLCOVERING Lojas Painting & Wallcovering (Candido Rojas)	(301) 340-1724
PEST CONTROL Armed - A - Pest, Inc. (Barry Robinson)	(301) 570-0472
PHARMACY Brookville Pharmacy (Rudy & John Wintenz)	(301) 652-0600
PHOTOGRAPHY M.H. Photography (Jack Hartman)	(301) 881-1212
PLUMBING / HEATING Peterson Plumbing (John & Carl Peterson)	(301) 951-3730 • (301) 656-8135
PRINTING Printing Impressions, Inc. (Hugh O'Hara)	FAX (301) 217-0404 • (301) 217-0400
REAL ESTATE Long & Foster-Bethesda / Kampden Sq. (F. Ruth Dickie, Broker / Myr)	(301) 907-7600
RESTAURANT & BAR Nantucket Landing (Terry Cullen)	(301) 654-7979
ROOFING Thomas C. Johnson Roofing (Tom Johnson)	(301) 770-4034
SECURITY SYSTEMS Pro-Line Security Systems (Fred Gray)	(301) 926-7447 • (301) 840-8004
SIGNS / BANNERS / LETTERING Best Instant Signs (Mike & Leske Wabli)	(301) 907-3229
TRAVEL AGENCY Reservations, Incorporated (Larry Betzler)	(301) 657-4400

"I am a great believer in luck and I find the harder I work, the more I have of it."

—Stephen Leacock

For Sale

Beautiful teak entertainment center/wall unit w/ shelves+glass doors(Scandinavian Gallery) \$500 obo/ Teak office desk 3 lockable drawers,2 sides, finished back side w/2 shelves \$300 obo Call Ora 301-460-3180

Lifestyler 3000 Treadmill. Like-new; outstanding condition; \$400. Call Lisa: 301-424-2051.

1989 Corvette Convertible w/hard top, white with gray, alarm system, upgraded stereo, garaged, 4,800 miles, \$26000 obo Call Troy W948-0100.

1991 red/black Honda Prelude SI, auto, power windows, locks, roof, alloy wheels, garaged, 21,000 miles, \$14,000. Call Elaine 897-5172.

1989 black Honda Accord LXI, automatic, 46,000 miles, exc. cond., \$11,000. Available Dec. 1. Call Lisa 424-2051.

Wanted...

I am in the market for a **used car**, not older than 1990 and less than \$25,000. Call Constantine 762-5444.

BIG BIZ

SCHWADRON
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"The name is Adams—that's 'A' as in alimony, 'D' as in damages, 'A' as in attorney's fees, 'M' as in malpractice, and 'S' as in sue."

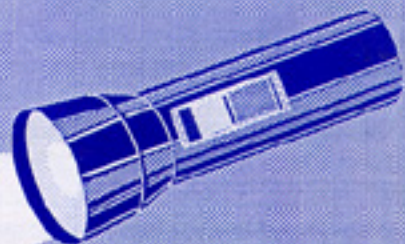
Nite Lites™

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