



**LaRock Associates** has been in the lighting business since 1998 as a small, woman owned business. We find the **most cost effective, long lasting solutions to lighting challenges** at no obligation to the customer.

We can handle jobs as small as a single bulb or fixture up to a comprehensive relamping or new installation.

We work with a wide variety of lighting manufacturers and the products are shipped direct to the customer, eliminating the middle-man overhead costs.

## PAST PERFORMANCES

### ARCHITECT OF THE CAPITOL | Washington, DC

- **US Capitol Building**  
Sales of commercial grade light bulbs to meet their historic aesthetics. Customer since 1998.
- **US Supreme Court**  
Sales of commercial grade light fixtures and curated light bulbs. Customer since 1999.
- **US Library of Congress**  
Sales of commercial grade light bulbs and LED fixture conversions. Customer since 1999.

### NATIONAL GEOGRAPHIC | Washington, DC

Researched options on converting light fixtures throughout 1 million square foot complex to meet LEED Green Building requirements and executed sales of products. Provided documentation to support their certification. Customer since 2000.

### JONES, LANG LASALLE | Hampton, VA

Conducted energy analysis and return on investment for options to convert offices from fluorescent lamps to LED. Executed sales of products.

### VIRGINIA DEPARTMENT OF TRANSPORTATION

Hampton, VA

Executed sales of light bulbs for the Hampton Roads Tunnel.

## CORE COMPETENCIES

### LIGHTING CONSULTING & PRODUCT SALES

- ✓ **Recommend energy saving, aesthetic, commercial grade lighting solutions**
- ✓ **Provide competitive pricing and product guarantees**
- ✓ **Offer product options to reach desired outcome for the customer (such as LEED Green Building certification)**
- ✓ **Conduct energy analysis to determine return on investment for lighting retrofit projects**

## COMPANY DATA

### DBE CERTIFIED

Certified Woman-Owned Company  
SWaM Micro business certified (Virginia)

**NAICS:** 335122, 423610

**DUNS:** 111815168 | **CAGE:** 6RH26

## COMPANY INFO

**LaRock Associates, Inc.**

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