

EXPANDING FROM A HOME-BASED BUSINESS TO A CONDIMENTS FACTORY WITH THE HELP OF MERALCO

Seasons Supreme began its inspiring journey at Angelica Franco's home in 2013. Banana ketchup was cooked in huge porridge pots and sold by the gallon to vendors and wholesalers in Balintawak, Divisoria, and other major market stalls in the metro.

Growth Pains

As the demand grew, her business co-owner Revelino Martinez switched to a more cost-efficient electric industrial boiler for faster production. However, because the business was still operating out of a residential property, the industrial boiler quickly overloaded the home's electrical wires.

"My power meter exploded and almost burst into flames," Franco recounted. "I was so scared because I thought Meralco was going to sue me for using industrial equipment at home."

Her fear quickly turned into relief as Meralco did not reprimand her, but instead, introduced her to **Meralco Biz Partners**, the power distributor's special segment for mid-sized to large companies whose demand is between 5-499kW. The latter immediately proceeded to convert Franco's residential contract into a commercial one to allow the use of industrial equipment.

"They told us to look for a property with existing Meralco facilities, like transformers and electrical poles, so that we don't have to pay to install these. It was really Meralco's expertise that formed our decision," Martinez added.

Fast Energization and Making Use of Peak/Off-Peak

The transfer to the new property also allowed Seasons Supreme to take advantage of a special rate program, Peak/Off-Peak, which now generates energy savings of up to 30 percent for Seasons Supreme.

With the savings and the bigger load capacity, Seasons Supreme is planning to diversify the business further. "We're confident because **Meralco Biz Partners** will help us with our energy needs to realize these future plans," said Martinez.

"Our experience with **Meralco Biz Partners** transformed our perception of Meralco. They continue to be true business partners for us. We hope that they reach out to more enterprises and encourage them to find more efficient ways of doing business and, eventually, expand," Franco concluded.

"Through thick and thin, Meralco Biz Partners has been with us every step of the way. They've helped us grow from a home-based business into an enterprise building its own condiments factory."

Angelica Franco
Co-owner, Seasons Supreme
Foods and Juices, Inc.



Seasons Supreme was able to expand their product line because of the savings and the bigger load capacity they got from partnering with Meralco Biz Partners. They now export their products to Dubai and other countries.



Seasons Supreme grew from a home-based business. Machines now operate efficiently and safely to meet the rising demand.

Smart energy tips from Meralco Biz Partners



Power up your business with the right rate bracket.



If possible, select a location with existing Meralco facilities.



Shift to energy-efficient equipment that also promotes safe and hazard-free operations.

Anuman ang business mo, may partner ka sa pag-abot ng pangarap mo.



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