Draft MPR

Early power collaboration with Meralco buoys SAS bottom line

In an industry that provides major support to the maritime business, SAS Shipyard Inc. is one of the most promising new players. It provides dry dock, ship repair, ship building and ship modification in the domestic small and medium-sized marine sector.

Founded on July 2014 on the banks of the Navotas River, SAS was initially established by a commercial fishing entrepreneur as a strategic cost-cutter in maintaining his own fleet of fishing vessels. When other fleet owners approached him to maintain theirs, a business opportunity was realized and SAS Shipyard was born.

"We're in the fishing business, so *marami kaming* boats. We found this property while we were looking for a shipyard since requirement *na 'yong* dry dock and service your fishing vessels every two years," said SAS Shipyard President Paul Santos. "The opportunity came when a lot of ship owners inquired if we can service their fleets *din*."

Power needs have changed

SAS's evolution from a vertically integrated, in-house service provider to a full-blown, independent business venture required a rethinking of its energy sourcing blueprint.

The repair and maintenance of ships require heavy duty air compressors and power intensive welders, and pumps. The special equipment have to be powered by a dependable and reliable energy source.

Meralco provided the critical collaboration during SAS' transition.

Helping SAS move away from generator sets, Meralco delivered the backbone in how the shipyard would be powered by assisting the company in reconnecting back to the grid in preparation for its business expansion. This netted SAS at least 50,000 kWh per month in recovery, a savings of five percent to 10 percent monthly.

SAS' savings became the example that also convinced other shipyards to stop using generator sets and to source more reliable power from Meralco.

"Having your own generator may not be an ideal energy solution for many businesses," said Cecille Domingo, Head of the Meralco Biz Partners Group. "Unless this is your core competency, the efforts needed to maintain your gensets may actually take a business away from what it does best."

Recognition for what it does best

WIth its energy requirements met, SAS now has free reign to do what it does best: optimize business opportunities in the servicing, repair, and shipbuilding markets.

And in just a few months of operation, their business has grown.

In recognition of this growth and the company's contributions to the economy, Meralco honored SAS Shipyard at the 2015 Meralco Luminaries Awards last March 18 as one of its Outstanding Meralco Biz Partners.

The Meralco Biz Partners serves the energy needs of businesses from commercial and industrial segments, such as those in food manufacturing, hotels and restaurants, rubber and plastics manufacturing, business offices, construction, or agriculture whose contracted power capacity ranges from 5 kW to 499 kW.

The Luminaries is an annual celebration of the leaders and pioneers from local government units, small and medium-sized enterprises, and industrial and commercial corporations whose inspired partnership with Meralco contributes significantly towards a world-class Philippines.

A vibrant business landscape is fundamental to national prosperity. Meralco has heeded the call to provide the means for all business segments to reach full potential. Offering energy efficiency solutions is one way it does that.

"*Yung* expense *namin*, number one consideration is electricity. It's more or less around 30 percent to 40 percent of our cost so *palagi kaming nagko*-communicate with Meralco on that," said Santos.

Finding its niche

When international marine conglomerates Keppel, Tsuneishi, and Hanjin set up local footholds, it boosted the Philippines' shipbuilding rank to Number 4 in the world, and Number 1 in Southeast Asia. Local players are getting into the game.

With the help of its energy provider, SAS was able to carve itself a niche in the small and medium-sized market in an industry primed for growth.

"The Philippine economy is growing *kaya* there's a need for the services we provide. *Marami akong nakikitang* opportunities," said Santos. "*Salamat sa tulong ng* Meralco. Their people take relationship building to the next level, addressing my needs beyond the call of duty, even beyond working hours."

Kaya anuman ang negosyo, may partner *ka sa pagtupad ng pangarap mo*.
Call (02) 16210 or visit www.meralco.com.ph/biz

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