

tings, and other materials, such as bolts, nuts, gauges and thermometers, gaskets, Teflon tape, and sealings. It threads, grooves, and cuts pipe per customer request.

The Structural Steel Center offers carbon steel, stainless steel, and aluminum shapes and forms. It cuts plates and sheets to the sizes required by its customers. It also offers galvanized steel grating and expanded metal sheets. The Petroleum Equipment Division offers all the necessary products for new gas station construction and maintenance, including everything from the underground storage tanks, to the monitoring systems, to the nozzles that fill vehicle gas tanks. The Valve Automation Center offers pneumatic and electrical actuators.

CIB's products come predominantly from U.S. manufacturers - some directly and some from master distributors. "We also buy some products, like pipe, directly from foreign mills, through traders," Quijano adds. CIB is affiliated with several major professional organizations, such as the Petroleum Equipment Insti-

AT A GLANCE

WHO: CIB Corporation

WHAT: Distributor of industrial and petroleum-related products

WHERE: San Juan, Puerto Rico

WEBSITE: www.cibcorp.com

tute, the Puerto Rico Manufacturers Association, and the Mechanical Contractors Association, which keep the company up to date on new products, regulations, and other matters that affect the industry.

CIB is also part of Affiliated Distributors, the largest group of electrical, mechanical, industrial, and heating, ventilation, and air conditioning supply distributors in North America. This gives the company a competitive advantage to negotiate with its major vendors

