



on the same level as the national chains. In addition, as a Supply Force Owner member, CIB is able to participate in integrated supply contracts on a national level, as well.

While CIB does have competitors, Quijano believes that what sets his company apart is its devotion to good service for its customers. “Service means trying to keep the best inventory and to deliver what they need,” he says. “We also try to deliver on time so that our customers can go on with their business as they need to.”

The Great Recession was “a very difficult time for us,” Quijano remarks, “and it’s not yet over in Puerto Rico. We still haven’t seen the bottom, yet. At the moment, we are trying to cut costs and increase our sales.” While times are still tough for the sector, as a whole, Quijano remains confident that a better economic climate is imminent and that business will improve over

the next several years. “I would like to see that we are able to survive this depression, as I call it, because it’s been more than eight years we’ve been in recession. So, I would like to know that we were able to make the right adjustments so that we can survive,” he states. “And I believe – I’m always hopeful – that by that time, the economy would have recovered and we are gaining the fruits of those efforts.”

For over 55 years, CIB has contributed to the economic development of Puerto Rico, having been selected to supply the projects of many of the island’s major companies. Quijano and his employees intend to continue the company’s tradition of excellent service through technological innovation, hard work, and commitment – “Doing Business Our Customer’s Way.”

PREFERRED VENDOR

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