



C&P offers diversified real estate brokerage services

BY CRISTINA RIVERA

Since 1997, Christiansen & Portela (C&P) has been offering specialized real estate brokerage services to commercial and industrial clients from its headquarters in Ponce de León Avenue in Hato Rey. The firm offers a wide range of services which include advisory, real estate brokerage, property use evaluation, sale, leasing, project development, tenant representation, site search and selection services, among others.

According to Rafael Portela, one of two principal partners, sales per year range from \$50 million to \$60 million, with a projected increase in business of 10% to 20% for the next five years. "We specialize in commercial and industrial [non residential] real estate brokerage. The



CHRISTIANSEN & PORTELA

OFFICE, COMMERCIAL & INDUSTRIAL REAL ESTATE SERVICES
C&P

complete range of services we offer, along with our market experience, makes us an asset for our clients' every real estate need," said Portela.

Christiansen & Portela has found a niche in the pharmaceutical industry, with important clients such as Johnson & Johnson, for which they are finalizing an important transaction as part of the company's growth plan in Puerto Rico.

The company has several divisions which specialize in different aspects of real estate transactions. Allied Management Group is the firm's real estate investment corporation, owning and managing several commercial and industrial properties,

and Allied Financial Inc. is a mortgage bank which grants commercial loans. C&P is the division which offers advisory, real estate brokerage, property use evaluation, sale and leasing services.

"When helping a client select a property, we make sure to take into consideration all aspects in order to help the client get the best service. For example, we take into account relocation costs, the nature of the services the client offers, incentives a particular municipality may offer a client, whether the client is relocating, downsizing or increasing its presence, and more. All these factors are important for the client's bottom line, and therefore, for ours," explained Portela.

The real estate broker mentioned the fact that they not only have clients with an established local presence but also national clients looking to relocate to the island. "Through national conferences and trade shows we have ensured a name for our company. We offer our

services for third party clients through their national brokers. We have worked closely with companies such as Staubach, which has worldwide offices, CB Richard Ellis, Binswanger and Bushman & Wakefield, who have hired us because they recognize our expertise in the local market," said Portela.

Regarding Puerto Rico's and the pharmaceutical industry's current economic situation, Portela remains optimistic. "Even with the difficult economic situation the island is going through, we still manage to keep our growth rate. Even when some companies are regrouping or downsizing, the real estate business remains strong. We not only do business when a company grows, when it downsizes or closes, they have to either relocate or sell a property, and that's when we come in to help, making sure the client benefits as much as possible through the transaction. Also, we have actually seen an increase in business in the pharmaceutical industry, thanks in part to new specializations such as biotech. Puerto Rico's workforce is skilled and hardworking, and that will always attract business to the island," he concluded. ■



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Communications Engineering moves as fast as technology

BY CB STAFF

Over the last 18 years, communications technology has come a long way, and so has one of its solutions providers, Communications Engineering Inc. When the company was first established in 1988, communication devices were crude compared to what they are today. But as technology evolved, the company embraced the latest products and services and sharpened its focus on customer satisfaction.

Communications Engineering serves a great many of the island's pharmaceutical and manufacturing operations, as well as construction and project management companies, banks, healthcare facilities,

hotels and transportation firms. Its products and services include system configuration, sales, installation and service of two-way portable radios, base stations, repeaters, paging stations and alarm reporting systems.

"Our products have improved significantly over time with new added features and capabilities and the advent of computer and digital technology," said company President Daniel La Luz. "Today they are being used in conjunction with a number of high tech applications. One example he cites is that of pagers that can now be used for remote alarm reporting. "In a

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