



CEO: Misael Rosario
County: Miami-Dade
Industry: Wholesale Trade
Year Founded: 1988

Founded and based in Miami, Florida, Century Metals and Supplies, Inc. has been serving the metal working industry since 1988. They serve the southeastern United States from Miami and their affiliated location in Orlando, Florida. Through their affiliated locations in Puerto Rico, Costa Rica, and Peru they serve all of the Caribbean as well as South and Central America. Their international team of commodity professionals, working closely with their network of producing mills, is extremely skilled at creating supply chain solutions that are custom tailored to meet the individual needs of our ever expanding client base. They provide their customers with excellent quality, timely delivery and among the most competitive pricing in the marketplace.

Economic Impact


103 Jobs

43% Job Growth from 2016-2020


57%

Revenue Growth from 2016-2020

CENTURY

— METALS & SUPPLIES INC. —

A DEDICATION TO QUALITY AND FLEXIBILITY MAKES CENTURY METALS A GLOBAL NAME

Can you tell us about Century Metals and the value you bring to customers?

I'm originally from Puerto Rico. I took a job at a local metal company and eventually got promoted, transferred to Miami and I ran their export division. That company was sold and I had to decide what my next move was going to be. I had several opportunities all within the metal industry, but I decided to venture on my own and open Century Metals.

My family has always been very entrepreneurial – from my grandfather, to my father and then to me. I was always looking for a way to open my business and when I did, it came naturally.

Century Metals and Supplies, Inc. provides a broad mix of industrial products to the manufacturing industry including aluminum, steel, stainless steel, copper, brass, and hot rolled, cold rolled, pre-painted and coated steel such as galvalume, galvalume and galvanized.

We're headquartered in Miami, Florida and service the southeastern United States from there and our affiliated location in Orlando. Through our affiliated locations in Puerto Rico, Costa Rica and Peru, we service all of the Caribbean as well as South and Central America.

Through careful analysis of your manufacturing processes, our team will identify the specific needs of a customer and design a custom program to fit their requirements.

In addition to competitive material pricing, we can offer a multitude of options for logistics along with technical assistance and quality assurance that are second to none.

What was a challenge you faced and how did you overcome it?

In the beginning, our company suffered issues with quality. Through research and trial and error, we committed to and invested in machinery that allowed us to improve our quality to a less than

2% QC rejection rate. This allowed us to compete at large multi-national accounts and contributed to putting us in direct competition with some of the largest companies in our industry.

A constant challenge in the beginning is securing financing, it's really hard. It has become easier over time because we have managed to stay with the same group and grow with the financial institution. I think that's a very helpful thing. If they feel confident in what you're doing and they know your business, they'll go with you.

Thankfully, we haven't had any issues with finding talent. Many of my employees have stayed with me for over 10 years, some over 28.

What makes your company culture unique?

We have multiple events throughout the year outside of work, like picnics and holiday parties, to celebrate together. Century Metals

also fosters unity and camaraderie by having special "events" such as Croqueta Tuesday, Mojo Donut Monday's and Krispy Kreme Friday's. We have many other team-building exercises that we do quarterly to keep employees engaged.

It's important to us to offer seminars and other programs to encourage the growth of every employee. We want them to know that their contributions are valid and valued.

What were three of the most pivotal moments as a business owner?

The first big moment was when we opened our doors in 1988. Primarily because without having taken this step to go out on my own, Century Metals would not have been grown to the extent that it did.

The second would be adding processing machinery. This is pivotal because it allowed us to compete with a much larger competitors and gives

us the freedom to create a niche for ourselves.

Lastly, expanding our product lines and offerings. This allowed Century Metals to expand our presence domestically and overseas in a number of untapped markets. This gave us unprecedented growth through even the toughest of market swings like the 2008 economic downturn and the 2020 pandemic.

What sets your company apart from others in your market?

Our competitive edge lies in our high quality products, excellent service and our attractive market price. All our material is produced under exacting standards to ensure the best quality available. Our in-house quality assurance program helps ensure that material is delivered on time and in excellent condition.

We realize our customers prosperity is closely tied to our success. For this

reason, we continually strive to improve our processes and procedures in order to be the best supply chain partner in the industry.

Finally, we recognize that pricing is an important aspect of earning customers business. Our team of global purchasing and logistics professionals has the experience required to deliver

What does it mean to be selected as a GrowFL Florida Companies to Watch Honoree this year?

It's truly an honor to be selected this year. To have this kind of recognition is a validation of all of our hard work and efforts.

What is your advice for aspiring entrepreneurs?

Trust the company and let it grow by investing in it. Don't drain the company out, invest and make it grow.



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