

SAFETY MATTERS

safetymattersinc.org

MARCELA ROGGENBURG
President
561.236.6703

CAPABILITY STATEMENT

CORE COMPETENCIES

Safety Matters is a DBE certified business located in Deerfield Beach, Florida. We have been representing U.S. manufacturers of construction materials since 2014, with a focus on safety and accessibility products for public spaces, commercial and industrial facilities, work floors, transportation depots, as well as commercial and public roads.

Marcela Roggenburg, company President, has more than ten years of experience in international and domestic markets, with a client base spanning across the construction and engineering industries. Known for relationship-focused, client-centric approach to business, Safety Matters always strives to fully understand client needs and devise the right solution for each project. Partnering with Safety Matters allows clients to focus on the business at hand, while we handle the entire selling process, from initial research, to key introductions, preparing proposals and closing business. We're even able to help you sell business through third-party donations, which is a feature not many others can provide.

Safety Matters is proud to be an approved vendor for such reputable companies as Verdex, SkanskaUSA, Whiting-Turner Contracting and Kast Build.

**SAFETY MATTERS CAN HELP
MAKE YOUR SELLING & BUYING
CYCLES MORE EFFICIENT.**

KEY DIFFERENTIATORS:

- Bilingual Marketing & Selling – Spanish/English
- National & International Business Development
- Knowledge of Supply Chain Management
- Logistic Operations & Negotiations
- Contract Negotiation with Contractors, Vendors & Suppliers

PAST & PRESENT CLIENTS

The Panama Canal | Panama Metro
MIT- Manzanillo International Terminal, Panama
Panama Ports Company S.A. | SUME 9-1-1, Panama
Costa Del Este, Panama | Playa Palenque, Panama
Bermuda Airport, Bermuda

**WE REPRESENT MANY U.S. MANUFACTURERS
LOCALLY & INTERNATIONALLY INCLUDING:**



CONTACT INFO

Marcela Roggenburg, LLC dba
SAFETY MATTERS
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COMPANY DATA

CERTIFICATIONS: DBE, ACDBE, MBE, WMBE

NAICS: 423390, 423990, 423490, 423840

DUNS: 116955672

Member of the Colombian American Chamber of Commerce

