



Safety matters

safetymattersinc.org

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. construction materials manufacturers 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, the 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. We are known for our client-centric, relationship-focused approach to business, with a successful history of full cycle marketing and selling, giving you the ability to leverage time. Safety Matters allows you to focus on your business as we handle the entire selling process, from initial research and opening doors, preparing proposals to closing business. We're even able to help you sell business through third-party donations, which is a feature not many others can provide. We are passionate about transportation safety in the industrial and public sphere, and we are also a strong advocate for disability and accessibility for public spaces and transportation.

**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
 Marcela Roggenburg | President
 marcela.roggenburg@outlook.com

Company Data

DBE CERTIFIED | NAICS: 423390, 423990 | DUNS: 116955672
 Member of the Colombian American Chamber of Commerce
 1531 N.W. 3rd Street, Suite 1, Deerfield Beach, FL 33442