



Certified WOSB \* CA DGS Micro Business Certificate 2006281  
Cage Code 8LK32 \* DUNS 044045308

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September 5, 2023

Chief Patrick Butler  
Redondo Beach Fire Department  
401 S. Broadway  
Redondo Beach, CA 90277

Chief Butler,

Derotic Emergency Equipment is the Authorized Seagrave Dealer and Service Center for the state of California. Authorized Seagrave Dealer and Service Centers are required to actively promote, sell, support, and service Seagrave products at the customer level in their assigned territory. This includes being the point of contact on sales, demoing and training, equipment selection, troubleshooting, parts, and warranty repair assistance. All inquiries and referrals received for this area will be followed up with in a timely manner and accounts must remain current.

The assigned territory reflects the partner's ability to promote and service Seagrave products in the given area. This is based, in part, on the number of outside sales associates, sales generation, trained technicians, parts stocking limitation(s), and the partner's willingness to use these resources to promote and service Seagrave products.

As a single source manufacturer, Seagrave integrates design, construction, and assembly under one roof. The result is an apparatus built for best lifetime value that operates under the most severe conditions. One of Seagrave's unique manufacturing distinctions is their life-saving "safety cage" cab design, which has earned them an unmatched reputation for dependability under the toughest of conditions. The cab's cage design is the hallmark of occupant safety.

Seagrave should be considered for a sole-source purchase for the following reasons:

- Proven longevity as the only apparatus manufacturer that has been in operation since 1881
- Seagrave is a single source manufacturer; designing, engineering, and manufacturing the entire apparatus in their factory
  - The use of commonly incorporated components such as the diesel engine, the transmission, the pump, lighting fixtures, etc. is acceptable



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- Reputation proven in the toughest environments like the City of New York and Washington D.C.
- Cabs are built with “Structural Safety Cage Design”
  - Seagrave passed and exceeded all ECE-R29 Crash Test Standards as well as SAE Cab Crash Test Requirements
    - All tests were passed with a single test cab
    - Seagrave is the only cab manufacturer able to make this claim
- Seagrave uses 3CR12 - Stainless Steel for extreme durability and corrosion resistance
  - 30% stronger than 300 series S/S
  - 65% greater yield strength vs aluminum
  - Superior corrosion resistance vs aluminum
  - Significantly better structural stiffness and reduced expansion vs aluminum
- Seagrave uses formed stainless steel construction vs the competition, using extruded aluminum formed
  - This eliminates seams which are potential leak points and can cause paint adherence issues
- All designs are done in AutoCAD, 3D modeling (Solid Works), and FEA (Finite Element Analysis)
- Low maintenance designs provide ease of access for mechanics, equating to a lower cost of ownership
- Full customer support after the sale

Sincerely,

*Clinton Norton*  
Clinton Norton  
SoCal Sales Rep.

*Casey Demattei*  
Casey Demattei  
CEO / Co-Owner

*James Mario Demattei*  
James Mario Demattei  
President / Co-Owner