

Date: 5/11/23

San Luis Obispo Fire Department  
Battalion Chief Ray Hais  
2160 Santa Barbara Street  
San Luis Obispo, CA 93401

Chief Hais,

I would like to thank you for the opportunity to introduce myself and Bauer Compressors, Inc. My name is Keith Hodak, I'm the Southern California Regional Sales Manager. I have been employed with Bauer for 26 years. We have two office locations in California, Livermore & Anaheim.

We are most widely known for our high-pressure breathing air compressor systems. However, in California we represent other products lines.

- MSA SCBA, TIC, Gas Detection, Cairns Fire Helmet
- Fire Dex PPE, Boots, Gloves, & Hoods
- Swift Water Rescue Equipment
- Public Safety Diving Equipment

We believe less is more when it comes to our product offering. This philosophy has allowed us to become product experts on all the equipment we provide. I believe honesty and exceptional customer service are critical values we bring to our customers.

We are staffed with 6 Sales Representatives across the state, 10 service technicians between the Northern & Southern CA offices. It should be noted that all (6) Sales Representatives are not just trained as sales staff, we're all MSA C.A.R.E. Certified to perform annual flow testing, troubleshooting, and warranty repairs on the MSA G1 SCBA.

Bauer has been an authorized MSA Channel Partner since 2006. Since the inception of the MSA G1 SCBA in 2014, Bauer has been the exclusive provider to 95% of the fire departments in San Luis Obispo County. We have enjoyed a 30-year working relationship with SLO FD. In 2020 we replaced a 25-year-old Bauer Compressor at Station # 1 with a new Bauer UN4S Compressor system.

Our TEAM Concept approach sets us apart from our competition. We don't have individual defined sales territories; we all work as one unit to ensure we provide the best possible customer support. When your department requires SCBA repairs, in-service training, or assistance implementing new SCBA, our team members will be there to support your department.

We've earned the trust of many departments in California to provide MSA G1 SCBA equipment.

Alameda County FD	Fresno County FD	Kings County FD
Los Angeles County FD	Santa Barbara County FD	Ventura County FD
San Bernardino County FD	Los Angeles City FD	Glendale FD
Paso Robles FD	Five Cities FD	Rancho Cucamonga FD
Berkley FD	Redlands FD	Coronado FD
Atascadero FD	Cambria FD	Morro Bay FD

We will be happy to provide you with a full listing of departments we have sold & serviced the MSA G1 SCBA upon your request.

I would like to thank you for the opportunity to introduce Bauer Compressors. We look forward to continuing a great working relationship with San Luis Obispo Fire Department.

Sincerely,

*Keith Hodak*

Keith Hodak  
Regional Sales Manager  
Bauer Compressors, Inc