

MSA Fire Service Business Gets Boost From Breathing Apparatus Contracts in U.S., Canada and Chile

PITTSBURGH, Dec. 14, 2011 /PRNewswire/ -- MSA (NYSE: MSA) announced today that it has been awarded several contracts with a combined value of more than \$21 million to produce self-contained breathing apparatus (SCBA) and other protective products for fire departments throughout the United States, Canada and in Chile.

Considering the challenging economic environment that has impacted the first responder market over the past several years, we're pleased that the market has shown some nice growth over the past two quarters, commented Joseph A. Bigler, President of MSA North America.

"Despite a difficult economy and strained municipal budgets, the need to keep firefighters safe never diminishes," Mr. Bigler said. "And the fact is, in order for firefighter equipment to function properly in the most hazardous environments, it must be replaced from time-to-time. We're pleased that these fire departments have chosen to place their trust in MSA, and we're proud that our equipment is helping to safeguard the lives of firefighters around the world."

The contract wins came from several major municipal fire departments throughout the United States and Canada, including the multi-county Central Valley SCBA Consortium in central California, the Cincinnati Fire Department, the Cleveland Fire Department, the Detroit Fire Department, the Kansas City Fire Department, the Volusia and Putnam County Fire Departments in Florida, the Halifax Regional Fire and Emergency Service in Nova Scotia, Canada and, most recently, the City of Pittsburgh Bureau of Fire.

In addition to these contract wins, MSA also secured a two-year national contract for SCBA with the Junta Nacional de Bomberos (JNB) of Chile, an institution comprised of more than 37,000 volunteer firefighters and 307 fire departments throughout the country. The contract also includes an order for more than 1,500 fire helmets, which will be manufactured in MSA's facility in Chatillon, France.

The first shipment under the Chilean order, comprising approximately all 1,500 helmets and approximately 1,000 SCBA, is scheduled to be completed by the end of January, 2012. Approximately 50 percent of the North American SCBA orders have already been delivered, with the balance of deliveries expected to be completed by year end.

MSA's leading SCBA - the FireHawk® M7 Air Mask - represents the most advanced technology available in critical personal protection and is a staple of MSA's product line for the fire service market. With several new enhancements, including the Internal Heads-Up Display (I-HUD), which fits inside MSA's Ultra Elite® facepiece and displays critical information to the firefighter, MSA expects this product to continue to be an industry leader for years to come.

The new Air Masks will be produced at MSA's Murrysville facility located just outside of Pittsburgh, Pa.

About MSA:

Established in 1914, MSA is a global leader in the development, manufacture and supply of safety products that protect people's health and safety. Many MSA products typically integrate any combination of electronics, mechanical systems and advanced materials to protect users against hazardous or life-threatening situations. The company's comprehensive line of products is used by workers around the world in the fire service, oil, gas and petrochemical industry, homeland security, construction, mining and other industries, as well as the military. Principal products include self-contained breathing apparatus, gas masks, gas detection instruments, head protection, fall protection devices and thermal imaging cameras. The company also provides a broad range of consumer and contractor safety products through a joint venture with MCR Safety. These products are marketed and sold under the Safety Works® brand. MSA has annual sales of approximately \$1 billion, manufacturing operations in the United States, Europe, Asia and Latin America, and 42 international locations. Additional information is available on the company's Web site at www.msanet.com. Information on Safety Works products can be found at www.SafetyWorks.com.

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