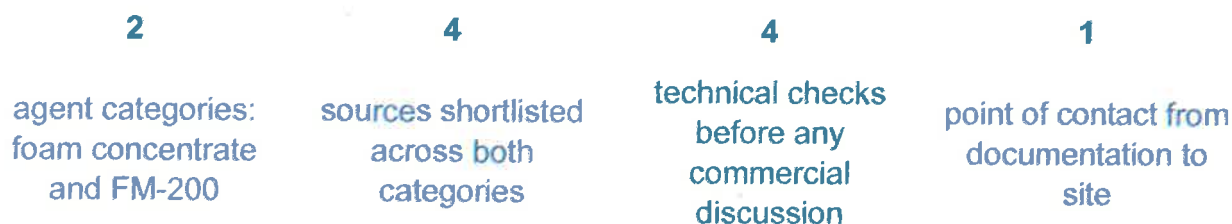


ACTIVE ENGAGEMENT | FOAM CONCENTRATE AND FM-200 CLEAN AGENT

Sourcing fire suppression agents for ISS Electromechanical Works

A fire suppression agent cannot be bought on price alone. Certification, environmental regulation, safe handling, and delivery decide whether it can be used on a project at all. Mescura is sourcing foam concentrate and FM-200 clean agent for ISS right now, and this page follows the process as it happens.



Item	Summary
Client	ISS Electromechanical Works, Cairo, Egypt
Category	Fire suppression agents
Scope	Foam concentrates and FM-200 clean agent
Mescura service	Market research, supplier evaluation, negotiation, quality coordination, and logistics
Status	In progress. Last updated 6 October 2026.

The client

ISS Electromechanical Works is an Egyptian engineering and contracting company with more than 14 years of experience in MEP, low current, and electro-mechanical projects, including firefighting systems and fire and gas detection across industrial and tertiary sectors.

The challenge

ISS needs foam concentrate and FM-200 clean agent for a fire protection project. The first quotation is rarely the right answer, because four questions decide whether an agent can actually be used:

- **Certification:** does the product carry the certificates the project requires?
- **Environmental regulation:** is the agent permitted in Egypt and in its country of origin?
- **Safe handling:** are the safety data and storage requirements clear and acceptable?
- **Delivery:** can the agent be shipped as a hazardous material and reach the site with the right documents?

Amr Farouk

Where the project stands

The project follows Mescura's six-step procurement workflow. Technical verification is the stage in progress today.

01	02	03	04	05	06
Define the requirement	Research suppliers	Compare fit	Coordinate verification	Support the decision	Coordinate delivery
Complete	Complete	Complete	In progress	Next	Upcoming

Step	What is happening	Status
01 Define the technical requirement	Requirement defined together with ISS.	Complete
02 Research suitable suppliers	Global and regional sources researched for both categories.	Complete
03 Compare product and commercial fit	Compared options for foam concentrate and FM-200 against the requirements and shortlisted.	Complete
04 Coordinate verification	Certificates, regulations, and safety documentation under review.	In progress
05 Support the buying decision	Negotiate payment terms, delivery conditions, lead time, and warranty, along with price.	Next
06 Coordinate delivery	Final documentation and quality checks before shipment, then hazardous-materials shipping and delivery to site.	Upcoming

Gate. Certification is the first filter. A product that cannot show the right certificates is out before price is discussed.

Amr Farooq

What Mescura is doing

1. Studying the market

Mescura researched global and regional sources for both categories instead of relying on the first quotation. These sources are shortlisted for evaluation. They are not Mercure's partners, and no supplier is named as selected.

Category	Source shortlisted	Why it was considered
Foam concentrate	ANSUL	Foam concentrates for fixed automated systems and emergency response.
Foam concentrate	SKUM	More than 85 years in foam for high-risk industrial hazards, including oil, gas, and petrochemicals.
Foam concentrate	Chemguard	Manufacturer of AFFF concentrates (3% and 6%), with products sold in Egypt.
FM-200	LPG	Supplier of FM200 systems

2. Verifying each option technically

Area	What is checked
Foam	Certification against EN 1568, UL or LPCB, and suitability for the fuels and the system design.
FM-200	Compliance with NFPA 2001 and hydrostatic testing of cylinders.
Regulations	Environmental rules on PFAS in AFFF foams and HFC restrictions on FM-200, checked for Egypt and the country of origin.
Safety and handling	Safety data sheets (SDS) and the shipping arrangements required for hazardous materials.

3. Negotiating the whole package

Payment terms, delivery conditions, lead time, and warranty are reviewed together with price, so the cheapest quotation does not automatically become the preferred purchase. Negotiation begins only with options that have passed technical verification.

4. Coordinating delivery

Documentation, shipping, and delivery to site are handled through one point of contact, including the hazardous-materials requirements that apply to both agents.

What Mescura has learned so far

- **Certification is the first filter.** A product that cannot show the right certificates is out before price is discussed.
- **Regulation moves the market.** Environmental rules on PFAS in AFFF foams are changing the foam market, so every option is checked against the rules for Egypt and for its country of origin before it is treated as viable.

- **Whole-package thinking.** Terms, lead time, warranty, and shipping conditions can change which offer is really the best one.

Next steps

1. Finish technical verification of the shortlisted options. (Step 04)
2. Negotiate commercial terms with the selected supplier or suppliers. (Step 05)
3. Coordinate documentation, shipping, and delivery to site. (Step 06)
4. Publish the final result and ISS feedback when the project is complete.

Update log

Date	Update
6 October 2026	Live case study published. Requirements, market research, and shortlist complete; technical verification in progress.

This page is updated whenever a stage changes. Prices and quantities are deliberately not published.

Sourcing specialized materials for a technical project?

Request a sourcing quote through the Mescura website and tell us the product, quantity, destination, and timing.



Amy Farouk