



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: Ten-8 Fire & Safety, LLC. E-Verify Number: 206280

Commodity: Solberg 3% SFFF

Estimated annual expenditure for the above commodity or service: \$ 116,901.58

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
- X 3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
- X 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
- X 5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION. (Attach memorandum describing basis for standardization request.)
6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Frederick Shaver Department: AGS ARFF Date: 8/20/2025

Department Head Signature: _____ Date: _____

Approval Authority: _____ Date: _____

Administrator Approval: (required – not required) _____ Date: _____

COMMENTS:



MEMORANDUM

Phone: (706) 798-3236 Fax: (706) 798-1551

1501 Aviation Way
Augusta, Georgia • 30906

Date: Aug 20, 2025
To: Andy Penick, Procurement Director
From: Frederick Shaver, AGS ARFF Assistant Fire Chief *FZD*
Richard Beal, AGS ARFF Fire Chief *RB*
Herbert Judon, Executive Director
Re: Solberg 3% MIL-SPEC Fluorine-Free Foam from Ten-8 Fire and Safety, LLC

This memorandum justifies the sole-source procurement of 3,305 gallons of Solberg 3% Synthetic Fluorine-Free Foam (SFFF), a MIL-SPEC-certified product, from Ten-8 Fire and Safety, LLC. This procurement is essential for supporting the Augusta Regional Airport Fire Department's transition from aqueous film-forming foam (AFFF) to fluorine-free foam.

The Augusta Regional Airport Fire Department is transitioning from legacy AFFF, which contains PFAS, to fluorine-free foam (F3) in order to comply with the FAA Reauthorization Act of 2018, FAA Part 139 requirements, EPA environmental regulations, and Georgia House Bill 458. To facilitate this transition, the ARFF vehicles will undergo decontamination using industry-recognized procedures for cleaning PFAS. Once this process is completed, the ARFF vehicles must be immediately refilled with a MILSPEC-approved foam listed on the Qualified Product List (QPL) to ensure ongoing operational readiness and maintain FAA certification.

Justification

1. Product Uniqueness and Regulatory Requirements

- Solberg 3% SFFF is listed on the Department of Defense Qualified Products List (QPL) under MIL-F-24385F, confirming its performance against jet fuel fires.
- It was the first fluorine-free foam to be approved for ARFF operations by the DoD and is fully compliant with FAA Part 139.
- Solberg's formulation is compatible with existing ARFF proportioning systems, nozzles, and pumps, preventing the need for costly modifications.

2. Vendor Exclusivity

- Ten-8 Fire and Safety is a master regional distributor authorized to sell Solberg 3% SFFF in the needed quantities to Augusta Regional Airport.
-



- Direct procurement through Ten-8 ensures manufacturer-backed technical support, warranty compliance, and timely delivery, aligning with our decontamination schedule.

3. Operational and Safety Necessity

- ARFF units must remain fully stocked with MIL-SPEC QPL-certified foam to maintain FAA certification and emergency response capabilities.
- The integration of Solberg foam ensures seamless compatibility with performance testing conducted during the transition.

4. Cost Effectiveness

- Procuring directly from Ten-8 prevents delays and eliminates additional costs associated with resellers or substitutions.
- Any deviation from Solberg 3% SFFF could result in noncompliance with FAA Part 139, requiring extensive upgrades to the trucks and equipment, and disrupting the ARFF operational readiness timeline.

If you have any questions or concerns, please do not hesitate to contact me.

Frederick Shaver, AEMT, AMF
Assistant Fire Chief / Training
Augusta Regional Airport Fire Department
(706) 798-2696 Work
(706) 825-9547 Cell
fshaver@augustaga.gov



TEN-8 FIRE & SAFETY, LLC
2904 59TH AVENUE DRIVE EAST

BRADENTON, FL 34203
USA
Phone: 800-228-8368
Fax: 941-756-2598

Sell To:

AUGUSTA REGIONAL AIRPORT

1501 AVIATION WAY
AUGUSTA GA 30906
USA

Amended

QUOTATION

Quote Number	Document Date	Page
231054554	07/29/25	1/1
Customer No.	Federal Tax ID - Business Partner	
C00041		
PO Number		
-		
Sales Employee	Email	
Busby, Ricky	rbusby@ten8fire.com	
Document Owner	Email	
Busby, Ricky		
Delivery Address		

AUGUSTA REGIONAL AIRPORT

1535 HANGAR ROAD
AUGUSTA GA 30906
USA

Description	Quantity	UoM	Vendor	Price	Total
20287 SOLBERG 3% ,O;-SPEC SFFF 265 GALLON TOTE	12	EA	PERIMETER SOLUTIONS LP	9,035.09	108,421.08
20285 Solberg 3% Mil-Spec SFFF Pail	25	EA	PERIMETER SOLUTIONS LP	171.50	4,287.50

Shipping: Ground

Subtotal:	\$ 112,708.58
Freight:	\$ 4,193.00
Total Before Tax:	\$ 116,901.58
Total Tax Amount:	\$ 0.00
Total Amount:	\$ 116,901.58

Valid Until: **08/10/2025**

"If any tax, public charge, tariff or duty, is modified assessed, levied with respect to this sale then the burden of such charge or change shall be borne by the Customer.
- please access the link below for our full terms and conditions."

All returns must be initiated within 30 days of receipt of product and will be charged a restocking fee. Contact your sales representative to receive a Return Materials Authorization (RMA). Special order parts are not returnable. Full terms and conditions for returns can be found on our website at <https://ten8fire.com/return-policy/>

SOLBERG® 3% MIL-SPEC FOAM


**FLUORINE-FREE
FOAM**


INTRODUCTION

The changing landscape of the industry has resulted in many of the fire test standards evolving to include firefighting foam concentrates being developed without intentionally added per- and polyfluoroalkyl substances (PFAS) sometimes referred to as "fluorine-free". Naval Sea Systems Command has controlled the aqueous film forming foam (AFFF) specification (MIL-F-24385) for the United States Military since its inception in 1969. On January 6, 2023, a new specification for land-based, fresh water applications (MIL-PRF-32725 (II)) for fluorine-free foams was released as the next fire standard to include this type of agent.

WHO WE ARE

With manufacturing locations in Green Bay, WI; Mieres, Spain; and St. Mary's, Australia, Perimeter Solutions is able to provide foam concentrates around the world. We are developing new fluorine-free products every day, making us the world leader in fluorine-free foam technology and first in class listings and approvals.

PERFORMANCE

With the release of our first fluorine-free foam in the early 2000s, our fourth generation of fluorine-free products are currently on the market. We are now proud to announce the launch of SOLBERG® 3% MIL-SPEC SFFF. SOLBERG 3% MIL-SPEC SFFF meets or exceeds many of the performance testing requirements of MIL-PRF-32725 (II). Some products are not compatible with high levels of salts, which can affect a foam's performance – but not ours. SOLBERG 3% MIL-SPEC SFFF has been internally tested and confirmed compatible with fresh, salt and brackish water. In addition, SOLBERG 3% MIL-SPEC SFFF concentrate is specifically designed for fast knockdown and extinguishment of gasoline and Jet A fuel spill fires as identified in MIL-PRF-32725 (II), easily exceeding expansion ratio, burn back, and 25% drain-time performance requirements.

PRODUCTION CAPABILITIES

With production at three locations, Perimeter Solutions can make 30,000 gallons of foam per day. We are a reliable, proven partner of the military, having supplied the Air Force with foam for their Aircraft Rescue Firefighting foam transition from 2015 to 2016. Perimeter Solutions has delivered foam to 183 locations around the world.

QUALIFIED PRODUCTS LIST

Airport authorities and other government agencies that are required to use MIL-SPEC products can only use firefighting foams that are included on the Department of Defense Qualified Products List (QPL). To view our products on the QPL, follow the appropriate link to the product you need:

Aqueous Film Forming Foam (AFFF) QPL

<https://qpldocs.dla.mil/search/parts.aspx?qpl=1910¶m=QPL-24385&type=256>

Synthetic Fluorine-Free Foam (SFFF) QPL

<https://qpldocs.dla.mil/search/parts.aspx?qpl=4513¶m=QPL-32725&type=256>

SPECIFICATION COMPARISON

Below is a comparison between the fluorinated and fluorine-free 3% MIL-SPEC fire suppression agent protocols.

PHYSICAL PROPERTIES	MIL-F-24385	MIL-PRF-32725 (II)
Refractive Index	> 1.3630	> 1.3600
Viscosity Max, 5C	20 cSt	30 cSt
pH	7.0 - 8.5	6.5 - 9.5
Foam Expansion	> 5.0	> 7.0
Drain Time, 25%	> 2:30	> 3:30
COD Max, mg/L	1000K	900K
BOD/COD 20 Max, mg	> 0.65	> 0.65
Cross Compatibility	Yes	No
Dry Chemical Compatibility	Yes	Yes
Corrosion Testing	Yes	Yes
10-Day 65°C Stability Test	Yes	Yes
Precipitation, Max %	0.05%	0.10%
Aquatic Toxicity, LC ₅₀ Min	500 mg/L	30 mg/L

SOLBERG 3% MIL-SPEC FOAM

FOAM PROPERTIES	
Dilution Rate	3%
Low Expansion Foam (UNI-86)	
Foam Expansion	7 - 10
Drain Time	5 - 10 minutes
Low Expansion Foam (NRL Nozzle)	
Foam Expansion	7 - 10
Drain Time	7 - 12 minutes
TYPICAL PROPERTIES	
Specific Gravity, g/cm ³	1.04 - 1.08
pH @ 68°F	7.0 - 8.0
Viscosity	11 - 17 cSt
Refractive Index	1.370 - 1.410



PERIMETER SOLUTIONS CONTACTS:

Todd Wayshville

todd.wayshville@perimeter-solutions.com

Sales Director and West Coast Sales Manager

AK, AZ, CA, CO, ID, MT, NM, NV, OR, UT, WA, WY

Pat Dixon

pat.dixon@perimeter-solutions.com

East Coast Sales Manager

CT, DE, FL, GA, MA, MD, ME, NC, NH, NJ, NY, PA, VA, RI, SC, VT, WV

Norbe Puroll

norbe.puroll@perimeter-solutions.com

Business Development - Government and Municipal

Jim Scott

jim.scott@perimeter-solutions.com

Midwest Sales Manager

IA, IN, IL, KS, KY, MI, MN, MO, NE, ND, OH, SD, TN, WI

Manny Tavares

manny.tavares@perimeter-solutions.com

Southern Sales Manager

AL, AR, HI, LA, MS, OK, TX

Mark Siem

mark.siem@perimeter-solutions.com

Business Development - Industrial / Chemist



Trusted. Solutions That Save.

FOR MORE INFORMATION

Contact any of our worldwide
Perimeter Solutions Fire Safety
offices or visit:

www.Perimeter-Solutions.com

UNITED STATES

1520 Brookfield Avenue
Green Bay, WI 54313

Tel: +1 (920) 593-9445

salesfoamusa@perimeter-solutions.com

EMEA

Polígono Industrial de Baiña, Parcela 23
33682 Baiña-Mieres (Asturias) - Spain

Tel: +34 985 24 29 45

salesfoamermea@perimeter-solutions.com

ASIA PACIFIC

3 Charles Street
St Marys NSW 2760 - Australia

Tel: +61 2 9673 5300

salesfoamapac@perimeter-solutions.com

perimeter-solutions.com

NOTICE PERIMETER SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES AS TO THE COMPLETENESS OR ACCURACY OF THE INFORMATION INCLUDED HEREIN. THE INFORMATION CONTAINED HEREIN IS NOT INTENDED TO PROVIDE REGULATORY, LEGAL OR EXPERT ADVICE RELATING TO THE PRODUCTS, ITS APPLICATION OR USES. NOTHING CONTAINED HEREIN IS TO BE CONSTRUED AS A RECOMMENDATION TO USE ANY PRODUCT, PROCESS, EQUIPMENT OR FORMULATION IN CONFLICT WITH ANY INDUSTRIAL PROPERTY OR INTELLECTUAL PROPERTY RIGHTS, AND PERIMETER SOLUTIONS MAKES NO REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, THAT THE USE THEREOF WILL NOT INFRINGE ON ANY INDUSTRIAL PROPERTY OR INTELLECTUAL PROPERTY RIGHTS. NO REPRESENTATIONS OR WARRANTIES, EITHER EXPRESSED OR IMPLIED, OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR OF ANY OTHER NATURE ARE MADE HEREUNDER WITH RESPECT TO THE INFORMATION CONTAINED HEREIN.

PERIMETER SOLUTIONS is a registered trademark of Perimeter Solutions, Inc. and is used herein under license. All other trademarks are the property of their respective owners. © 2022 Perimeter Solutions, Inc. All rights reserved.

PSS-2022099-6