

Supplier Scouting Number: 2022-139

Item to be scouted: IAPSO standard seawater

Days to be scouted: 7

Item description:

IAPSO Standard Seawater is used to measure the salinity of seawater samples collected in the field. The results are used to calibrate (i.e. ground truth) salinity profiling sensors used in the field for the collection of high-quality hydrographic data.

Normal Standard Seawater ($S = 35$), accurately calibrated in conductivity ratio (K15) and in salinity. This is the main single-point standard for salinity measurements.

The standards, which have a precisely known electrical conductivity ratio, are used for the calibration of salinity measurement devices. For over 100 years, the comparability of salinity data worldwide has depended on the widespread use of this standard for calibrating laboratory and in-situ instruments. IAPSO Standard Seawater is available in high quality, crimp sealed glass bottles, each containing ca.200ml of natural seawater. Each bottle's label carries information on its conductivity ratio (K15) and salinity according to the Practical Salinity Scale 1978 (PSS78). The bottle is made from pharmaceutical-grade glass, which minimizes any interactions with the seawater and thereby increases the shelf-life of the product. The bottle's narrow-neck is sealed with a halobutyl, polymer-coated bung, providing a totally impervious barrier to evaporation. A secure, tamper-evident seal is made with a color-coded alloy crimp-cap.

NAICS code: 325119

Type of supplier being sought: Distributor **Reason for scouting submission:** Looking for a US source. Current source is foreign.

Technical Information:

Describe the manufacturing processes (elaborate to provide as much detail as possible):

Standardized seawater meeting the IAPSO standards is bottle in accordance with the above specifications and shipped to laboratories as needed.

Provide dimensions / size / tolerances / performance specifications for the item: 200ml bottles

List required materials needed to make the product, including materials of product components:

Water, glass bottles, halobutyl bung/stopper.

Are there applicable certification requirements?: The seawater must be IAPSO standard seawater. No alternatives can be considered.

Are there applicable regulations?: No

Are there any other standards, requirements, etc.?: No

Business Information

Estimated potential business volume: 150-300 bottles per year.

Estimated target price / unit cost information (if unavailable explain): \$76.90 per bottle.

When is it needed by?: 30 days ARO.

Describe packaging requirements: boxed so as to protect each bottle during shipment.

Where will this item be shipped?: Seattle, WA