

ITEM OPPORTUNITY SYNOPSIS

Scouting Number:	2024-157
Name of the item to be scouted:	Magnesium Sulfate (Epsom Salt)
State item to be used in:	Virginia
Describe the Item:	
Please describe the item application/the end use of the item.	HS code: 2530.20.0000, CAS# 10034-99-8, crystallized Epsom Salt *HS Codes (https://www.trade.gov/harmonized-system-hs-codes) *Search Tool (https://uscensus.prod.3ceonline.com/)
Supplier Information:	
Type of Supplier Being Sought (select from the list below):	
Manufacturer	x
Contract Manufacturer	
Distributor	
Other (Please Specify)	
Reason for Scouting Submission (select from the list below)	
2nd Supplier	x
Price	
Re-Shore	
Past supplier no longer available	
New Product Startup	
BABA	
Other (Please Specify)	
Summary of Technical Specifications and Performance Requirements:	
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Standard Epsom salt manufacturing processes
Provide dimensions / size / tolerances / performance specifications of the item	Technical Grade required.
List required materials needed to make the product, including materials of product components, if applicable	Magnesium sulfate heptahydrate, crystals
Are there applicable certification requirements?	
Yes	
No	x
Please explain:	
Are there any applicable regulations that apply to the production of this item?	
Yes	x
No	
Please explain:	EPA regulatory compliance preferred but not required.
Are there any other standards / requirements?	
Yes	
No	x
Please explain:	
NAICS CODES:	
NAICS 1	325998 All other miscellaneous chemical product and preparation manufacturing
NAICS 2	
Additional Comments:	
Additional technical comments:	
Volume and Pricing:	
Estimated Potential Business Volume (i.e. #units per day, month, year):	700kg for initial batch with increasing annual volumes over the next 3 years. After first batch, product can be supplied in regular, smaller batches until annual volume is reached.
Estimated Target Price/Unit Cost Information:	Client is looking for quotes to determine domestic pricing.
Delivery Requirements:	
When is it needed by? (Immediate, 30 days, 6 months, etc.)	December 2024
Describe packaging requirements (i.e. individually/group packaging, etc.)	Palletized bags preferred.
Where will this item be shipped?	Virginia

Additional Comments:

Is there other information you would like to include?