

ITEM OPPORTUNITY SYNOPSIS

Scouting Number:	2024-179
Name of the item to be scouted:	Horsehair from the Tail and Mane
State item to be used in:	Pennsylvania
Describe the Item:	
Please describe the item application/the end use of the item.	1. Processed horsehair, in the form of ropes, to be purchased by a buyer and further processed for use as mattress cushioning 2. Processed horsehair, curled, combed, loose, and for use as mattress cushioning 3. Unprocessed horsehair, cut from the tail or main and still straight, to be processed by the buyer for use as mattress cushioning"
Supplier Information:	
Type of Supplier Being Sought (select from the list below):	
Manufacturer	
Contract Manufacturer	
Distributor	x
Other (Please Specify)	
Reason for Scouting Submission (select from the list below)	
2nd Supplier	
Price	
Re-Shore	
Past supplier no longer available	
New Product Startup	x
BABA	
Other (Please Specify)	
Summary of Technical Specifications and Performance Requirements:	
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Horsehair makes great cushioning for mattresses. When horsehair is cut from the tail and mane of the horse, it is straight. However, to be useful as cushioning in a mattress, it needs to be transformed through processing to be curly and resilient. The processing entails: 1. Washing the horsehair in boiling water; 2. Drying the horsehair; 3. Combing the horsehair to remove burrs and to generally align the individuals strands so that they lie parallel; 4. Spinning the horsehair into a yarn; 5. Tightly twisting the yarn into rope; 6. Heat treating the rope in steam and pressure, in order to make the curls of the hair, which comprises the rope, to become permanent; 7. Letting the rope dry and remain undisturbed for 4-10 months; 8. Untwisting the rope; 9. Combing the now curly hairs; 10. Using the hairs as cushioning for a mattress.
Provide dimensions / size / tolerances / performance specifications of the item	Horsehairs are generally 20 cm -120 cm. The longer they are, the better. Also, it is better to have hair from breeds and regions conducive to thicker, rather than thinner, hair. For instance, hair from certain breeds in Mongolia, South America tend to work well. Some mattress-makers report sourcing their unprocessed hair in the following manner: "The majority of our horsehair and tail hair is imported by sea from South America from countries such as Paraguay, Uruguay, Brazil or Argentina. The manes are imported via the Trans-Siberian Railway from Mongolia."
List required materials needed to make the product, including materials of product components, if applicable	1. Hair from tails and manes of horses; 2. Water; 3. Heat to make steam; 4. Electricity; 5. Gas; 6. Conveyors; 7. Machines to comb (i.e., "pick") the horsehair. 8. Machines to wash horsehair; 9. Machines to dry horsehair; 10. Units to control humidity and temperature in holding areas for hair as it cures for months. 11. Units for cleaning/filtering air; 12. Units for blowing air; 13. Machines for spinning hair into yarn; 14. Machines for spinning horsehair yarn into rope. 15. Machines for untwisting horsehair rope.
Are there applicable certification requirements?	
Yes	x
No	

Please explain:	Yes. We must be certified that our hair is free of toxins, scents, allergens, other chemicals, residues, and adulterations. We'd also like to certify that the harvesting of our hair did not lead to the slaughtering or injuring of horses.
Are there any applicable regulations that apply to the production of this item?	
Yes	x
No	
Please explain:	None of which we are aware for unprocessed or processed horsehair. However, mattresses are subject to federal and some state flammability tests. For instance: Federal Standard 16 CFR 1632, Requirements, Test Procedures and Apparatus for Testing the Resistance of a Mattress or Mattress Pad to Combustion Which May Result from a Smoldering Cigarette. Federal Standard 16 CFR 1633, Standard for the Flammability (Open Flame) of Mattress Sets
Are there any other standards / requirements?	
Yes	
No	x
Please explain:	
NAICS CODES:	
NAICS 1	
NAICS 2	
Additional Comments:	
Additional technical comments:	
Volume and Pricing:	
Estimated Potential Business Volume (i.e. #units per day, month, year):	To be determined in negotiation.
Estimated Target Price/Unit Cost Information:	To be determined in negotiation.
Delivery Requirements:	
When is it needed by? (Immediate, 30 days, 6 months, etc.)	ASAP
Describe packaging requirements (i.e. individually/group packaging, etc.)	Still learning what is optimal
Where will this item be shipped?	Continental U.S. Most likely PA, NY, or CA
Additional Comments:	
Is there other information you would like to include?	



