

## ITEM OPPORTUNITY SYNOPSIS

<b>Scouting Number:</b>	2024-100
<b>Name of the item to be scouted:</b>	WAVY Partition
<b>State item to be used in:</b>	Rhode Island

### Describe the Item:

<b>Please describe the item application/the end use of the item.</b>	WAVY Partition: A flexible and lightweight wooden panel combining plywood and foam into a structured, wavy surface. Ideal as a private screen with acoustic applications in homes, offices, restaurants, and hotels.
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### 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	
Price	
Re-Shore	x
Past supplier no longer available	
New Product Startup	
BABA	
Other (Please Specify)	

### Summary of Technical Specifications and Performance Requirements:

<b>Describe the manufacturing processes (elaborate to provide as much detail as possible)</b>	Manufacturing processes include laminating plywood and Polyethylene (PE) foam using a press machine, applying clear lacquer on both surfaces, and cutting alternated slits with a CNC machine.
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<b>Provide dimensions / size / tolerances / performance specifications of the item</b>	Thickness: 2 cm (3/4"), Height: 160 / 170 / 180 cm (63 / 66 7/8 / 70 7/8"), Width: 90 cm (35 3/8"), Minimum radius of curvature: 9 cm (3 1/2") Item numbers WP-OA-18-09, WP-MP-18-09, WP-WN-18-09, WP-LQ-18-09. (highlighted in attached document)
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<b>List required materials needed to make the product, including materials of product components, if applicable</b>	Required materials include 5 mm or 4 mm (5/32 inch) 3-layer Plywood, wood veneer (Oak, Maple, Walnut), and PE (Polyethylene) foam.
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<b>Are there applicable certification requirements?</b>	
Yes	
No	x
Please explain:	

<b>Are there any applicable regulations that apply to the production of this item?</b>	
Yes	
No	x
Please explain:	

<b>Are there any other standards / requirements?</b>	
Yes	
No	x
Please explain:	

<b>NAICS CODES</b>	
NAICS 1	
NAICS 2	

### Additional Comments:

<b>Additional technical comments:</b>	For mass production, using multiple circular saws (10 circular saws) attached to a CNC machine is required. This item is not just paneling but also detailed furniture, necessitating woodworking skills. Item numbers WP-OA-18-09, WP-MP-18-09, WP-WN-18-09, WP-LQ-18-09. (highlighted in attached document)
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### Volume and Pricing:

<b>Estimated Potential Business Volume (i.e. #units per day, month, year):</b>	Estimated annual revenue: approximately \$250,000 USD.
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<b>Estimated Target Price/Unit Cost Information:</b>	\$500 USD per unit, depending on the height and material surfaces.
<b>Delivery Requirements:</b>	
<b>When is it needed by? (Immediate, 30 days, 6 months, etc.)</b>	Required by August 2024. Delivery time is 1-2 weeks after placing the order on the webshop.
<b>Describe packaging requirements (i.e. individually/group packaging, etc.)</b>	Rolled or flat-packed. Individual (cardboard tubes) or bulk (pallets) based on order volume.
<b>Where will this item be shipped?</b>	The opportunity is located in the United States. Preferably, manufacturers should be near major transportation hubs to facilitate efficient shipping.
<b>Additional Comments:</b>	
<b>Is there other information you would like to include?</b>	Wavy Partitions are currently produced by manufacturers in Germany and Japan, demonstrating that successful production in the U.S. is feasible. To kick-start U.S. operations, additional sales support in marketing, customer service, and showrooms is necessary.

**01 - Materiality**

<b>Material class:</b>	Sandwich
<b>Material 1:</b>	Wood veneer
<b>Material 2:</b>	Polyethylene
<b>Material 3:</b>	Plywood
<b>Group:</b>	Sandwich element

**02 - Classification**

<b>Product:</b>	WAVY Partition
<b>Application class 1:</b>	Acoustics & Soundproofing
<b>Application class 2:</b>	Automotive & Lightweight Construction
<b>Application class 3:</b>	Furniture & Interior

**03 - Formal Properties**

<b>Thickness:</b>	2 cm (3/4")
<b>Height:</b>	160 / 170 / 180 cm (63 / 66 7/8 / 70 7/8")
<b>Width:</b>	90 cm (35 3/8")
<b>Surface grade:</b>	Oak, Maple or Walnut
<b>Surface material:</b>	Natural or RAL 9010
<b>Surface finish:</b>	Clear lacquer
<b>Connection:</b>	Clamex system
<b>Core material:</b>	PE (Polyethylene) foam
<b>Weight:</b>	4 kg/m <sup>2</sup> (0.8 lb/ft <sup>2</sup> )
<b>Minimum radius of curvature:</b>	9 cm (3 1/2")

Other finishes and sizes available upon request

**04 - Sensual Qualities**

<b>Light transmission:</b>	Impermeable
<b>Strength:</b>	Soft
<b>Surface structure:</b>	Fluted
<b>Processing:</b>	Milled
<b>Color:</b>	Color collection
<b>Gloss:</b>	Frosted
<b>Acoustics:</b>	Effective
<b>Special:</b>	Flexible, lightweight and self-supporting

**05 - Mechanical Properties**

<b>Stability:</b>	Dimensionally stable
<b>Mass:</b>	Light
<b>Abrasion:</b>	Scratch
<b>Water:</b>	Splash-resistant

**06 - Description**

WAVY Partition is a lightweight and flexible wooden panel. Each panel consists of systematically cut and veneered layers of plywood and foam, which are converted into an integrated structure. The behavior and the characteristics of each basic material provide a combination of a balanced and resilient material. The wavy surface also provides acoustic properties through reflection and / or insulation.

**07 - Application**

Sound diffusion and noise insulation spatial divider.

**08 - Usage**

Interior architecture

**09 - Ecology**

It is a lightweight, easily transported material that efficiently accesses trees as plywood. The panels can be readily re-furbished, redefined and repurposed.

**10 - Packaging**

Flat-packed, rolled

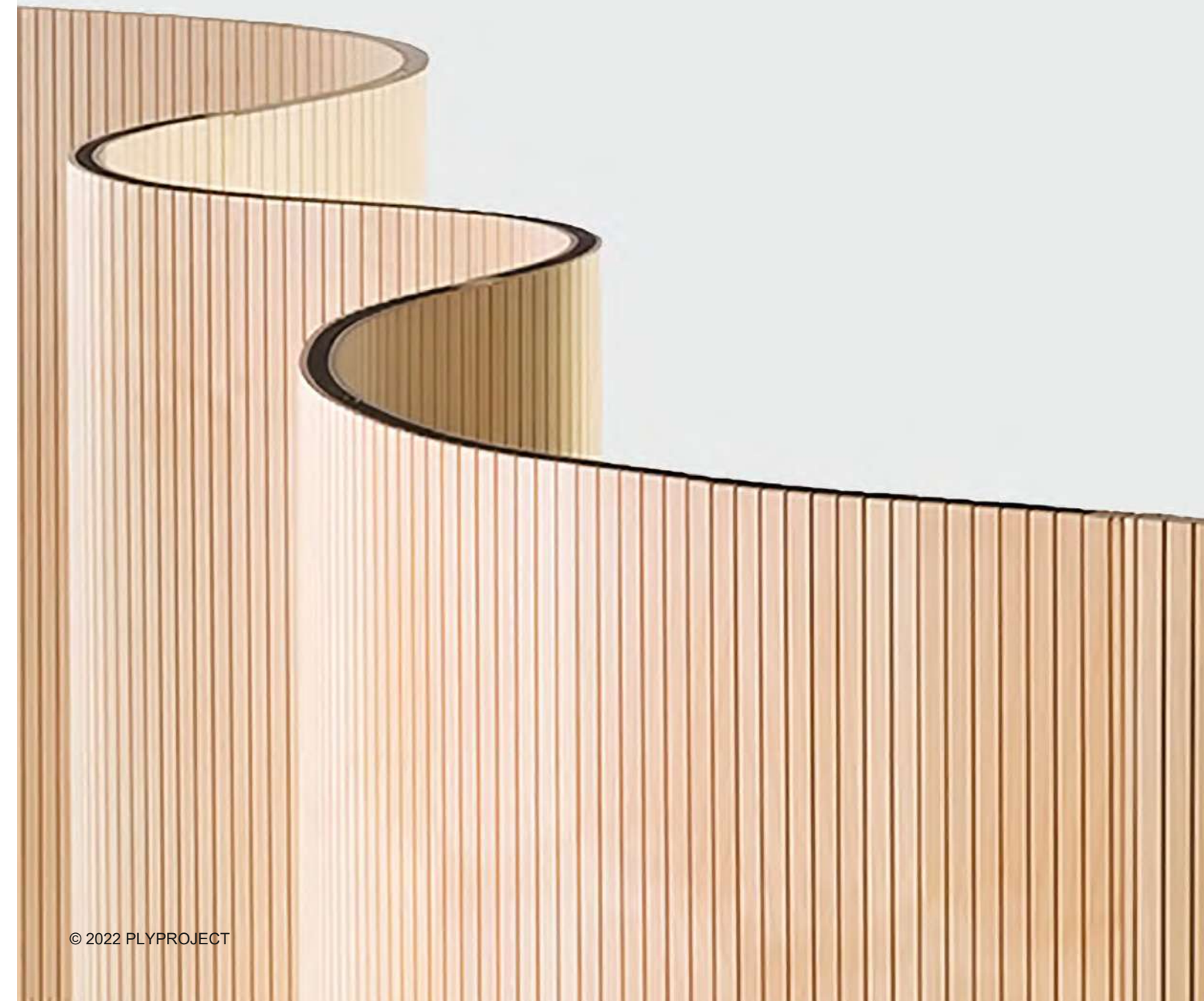
**11 - Production**

Made in Germany

**12 - Accessories**

Side: Oak, Maple or Walnut  
Foot: Steel, Brushed

# WAVY Partition

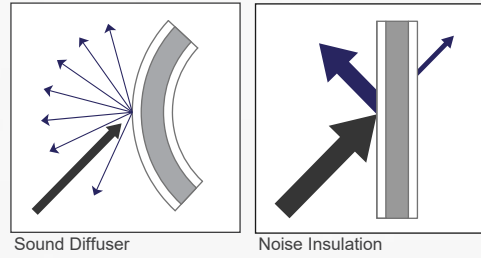


## WAVY Partition

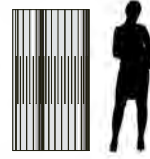
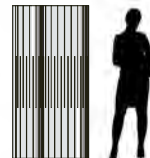
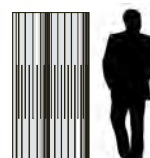

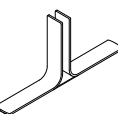
WAVY Partition is a room divider that is particularly well suited for restaurants, hotels, offices etc. WAVY Partition is made of individual panels that can be easily joined together and in any desired number thanks to a pre-installed connector system.

It creates divisions within a larger shared space that are fluid, private, unique and flexible.

### Acoustic



## WAVY Partition

Product	Dimensions	Color	Surface	Finish	Core	Weight	Code
 WAVY Partition	160 x 90 x 2 cm 63 x 35 3/4 x 3/4"	Oak	Natural	Clear	PE foam	5.9 kg (13.0 lb)	WP-OA-16-09
		Maple	Natural	Clear	PE foam	5.9 kg (13.0 lb)	WP-MP-16-09
		Walnut	Natural	Clear	PE foam	5.9 kg (13.0 lb)	WP-WN-16-09
		White	RAL 9010	Clear	PE foam	5.9 kg (13.0 lb)	WP-LQ-16-09
 	170 x 90 x 2 cm 66 7/8 x 35 3/4 x 3/4"	Oak	Natural	Clear	PE foam	6.4 kg (14.1 lb)	WP-OA-17-09
		Maple	Natural	Clear	PE foam	6.4 kg (14.1 lb)	WP-MP-17-09
		Walnut	Natural	Clear	PE foam	6.4 kg (14.1 lb)	WP-WN-17-09
		White	RAL 9010	Clear	PE foam	6.4 kg (14.1 lb)	WP-LQ-17-09
 	180 x 90 x 2 cm 70 7/8 x 35 3/4 x 3/4"	Oak	Natural	Clear	PE foam	6.7 kg (14.8 lb)	WP-OA-18-09
		Maple	Natural	Clear	PE foam	6.7 kg (14.8 lb)	WP-MP-18-09
		Walnut	Natural	Clear	PE foam	6.7 kg (14.8 lb)	WP-WN-18-09
		White	RAL 9010	Clear	PE foam	6.7 kg (14.8 lb)	WP-LQ-18-09
 Accessories - Side	160 x 2 x 2 cm 63 x 3/4 x 3/4"	Oak	Natural	Clear		0.6 kg (1.3 lb)	AC-OA-16-09
		Maple	Natural	Clear		0.6 kg (1.3 lb)	AC-MP-16-09
		Walnut	Natural	Clear		0.6 kg (1.3 lb)	AC-WN-16-09
		White	RAL 9010	Clear		0.6 kg (1.3 lb)	AC-LQ-16-09
	170 x 2 x 2 cm 66 7/8 x 3/4 x 3/4"	Oak	Natural	Clear		0.7 kg (1.5 lb)	AC-OA-17-09
		Maple	Natural	Clear		0.7 kg (1.5 lb)	AC-MP-17-09
		Walnut	Natural	Clear		0.7 kg (1.5 lb)	AC-WN-17-09
		White	RAL 9010	Clear		0.7 kg (1.5 lb)	AC-LQ-17-09
	180 x 2 x 2 cm 70 7/8 x 3/4 x 3/4"	Oak	Natural	Clear		0.8 kg (1.8 lb)	AC-OA-18-09
		Maple	Natural	Clear		0.8 kg (1.8 lb)	AC-MP-18-09
		Walnut	Natural	Clear		0.8 kg (1.8 lb)	AC-WN-18-09
		White	RAL 9010	Clear		0.8 kg (1.8 lb)	AC-LQ-18-09
 Accessories - Foot	16 x 33 x 4 cm 6 1/4 x 35 3/8 x 3/4"	Stainless Steel		Brushed		1.0 kg (2.2 lb)	AC-STND