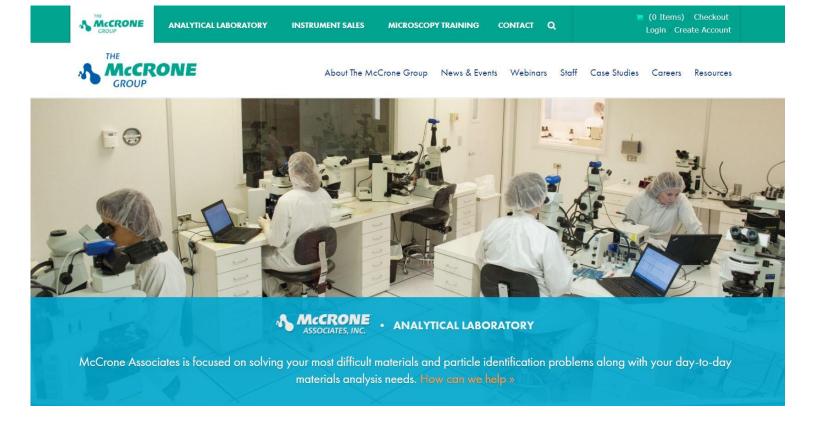
# **IDENTIFYING RAW HUMAN HAIR**

This document contains emails, letters and a transcribed conversation that demonstrate the fact that the ethnicity of raw human hair cannot be definitively identified by touching and smelling the hair. It is scientifically not possible to identify hair using this method. The only way to know for certain (100%) where human hair originated from is through DNA testing (some say that even through DNA testing it might not be possible)

Three labs were contacted via email- The McCrone Group, ASCLD- American Society of Crime Laboratory Directors and Cerium labs. The email exchanges with the labs are on the following pages. There is also an email exchange with the USA brand manager of Great Lengths, Mr. Brett Butcher. Great Lengths is an international hair extension company that only uses Indian temple hair- they have won multiple awards for best hair extensions over the past ten years. Mr. Vince Selva, president of Indo Human Hair Int. located in Inglewood, California was also contacted via email.

Included in this report is a letter about the human hair industry written by a popular and experienced sheitel macher in the New York area. There is also a transcription of a phone conversation with Mr. Ray Wickenheiser, President of ASCLD and the Director of the New York State Police Crime Laboratory System. Mr. Wickenheiser was trained in hair examination- his work profile is included. The recorded conversation can be sent upon request.



& MCCRONE

ANALYTICAL LABORATORY

< Back to Analytical Laboratory

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McCrone Associates, Inc. (MA) management and personnel are committed to excellence in professional practices and providing reliable, defensible, and scientifically sound results to our clients. The goal of the quality management system is to establish formal policies and procedures to provide a quality assurance program consistent with recognized standards for quality assurance practices. MA is accredited to the requirements of ISO/IEC 17025:2005 and conforms with current Good Manufacturing Practices (cGMP's 21 CFR Parts 210, 211 and 820). To maintain quality, excellence, and integrity; the quality management system will utilize test technologies and methods that are valid, dependable, reproducible, and adequate for the intended purpose. Sample preparation and particle isolation are performed in our ISO Class 5 cleanrooms, which are certified to ISO 14644 standards.

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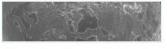
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Materials Analysis >



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Analysis >



Surface Analysis >



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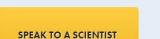
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Metallography >

FW: TMG Website Inquiry



Christine Gorman <CGorman@hookecollege.com>

Feb 26 (9 days ago)

to me

Hello Sorah,

This claim is not consistent with any science I have heard. We do have a hair expert, and I will send this over to her. What is the name of this gentleman?

Chris Gorman Hooke College of Applied Sciences <u>630-887-7100</u>

From: The McCrone Group [mailto:do-not-reply@mccrone.com]
Sent: Monday, February 26, 2018 8:34 AM
To: David A. Wiley; Craig S. Schwandt; Jeff D. McGinn; mccrone; Matthew D. Fields; Christine Gorman
Subject: TMG Website Inquiry

first name: Sorah last name: Berger company: email: <u>sorahrp@gmail.com</u> phone: interest: Other how did you hear about us : Internet Search message: Hi,

I was wondering if you could help me with something (I know that this is an unusual request!)

I am studying the human hair industry- particularly Indian temple hair. There is someone claiming to be able to touch and smell any raw dark hair and know its origin (its ethnicity). He claims that if someone shows him a bundle of raw dark hair he can touch and smell this hair and know 100% if this hair is of Indian origin or not.

I'm a bit skeptical but this man claims that he's an expert in this and it took him a long time to learn to differentiate all the different types of hair - and that by touching and smelling the hair he knows definitively where it's from and its origin (if it's Indian hair or not).

If you could please let me know if this is possible or not I would so appreciate it! I always thought the only way to know for sure where hair originated from (the ethnicity of the hair) is through DNA testing but maybe I'm wrong.

Thank you, Sorah Berger

sorahrp@gmail.com

to Christine

Hi,

Thank you for the response!

It's actually someone in Israel- he says that says that he is able to determine the origin of all raw human hair through this method of touching and smelling the hair. He said that he can definitively determine the ethnicity of the hair this way- he said 100%.

As far as I know (I'm pretty positive about this) he does not send the hair to a lab at all. He just checks the hair in front of him by touching and smelling it. He does say that he checks the raw human hair before it's washed or cleaned.

I would really like to know if his claims are correct or not.

Thank you for your help!

Feb 26 (9 days ago)

#### **Christine Gorman**

Feb 26 (9 days ago)

to me

#### Hello – Our scientist responded:

You cannot touch and smell hair to know ethnicity. Microscopically we can differentiate broadly defined ancestry groups and nuclear DNA can indicate the genetic ancestry composition.

Our Best,

Chris Gorman Hooke College of Applied Sciences <u>630-887-7100</u>

From: sorahrp@gmail.com [mailto:sorahrp@gmail.com]
Sent: Monday, February 26, 2018 9:14 AM
To: Christine Gorman
Subject: Re: TMG Website Inquiry



### Sorah berger <sorahrp@gmail.com>

Feb 26 (9 days ago)

to Christine

Hi,

Thank you! This is so appreciated



AMERICAN SOCIETY OF CRIME LABORATORY DIRECTORS

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# **ASCLD Research Priorities**



The American Society of Crime Laboratory Directors (ASCLD) is a nonprofit professional society of crime laboratory directors and forensic science managers dedicated to providing excellence in forensic science through leadership and innovation. The purpose of the organization is to foster professional interests, assist the development of laboratory management principles and techniques; acquire, preserve and disseminate forensic based information; maintain and improve communications among crime laboratory directors; and to promote, encourage and maintain the highest standards of practice in the field.



#### AMERICAN SOCIETY OF CRIME LABORATORY DIRECTORS

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# **OUR HISTORY**

Usually pronounced "azz-clad" by those in the forensic sciences, The American Society of Crime Laboratory Directors (ASCLD) is a nonprofit professional society of crime laboratory directors and forensic science managers dedicated to providing excellence in forensic science through leadership and innovation. The purpose of the organization is to foster professional interests, assist the development of laboratory management principles and techniques; acquire, preserve and disseminate forensic based information; maintain and improve communications among crime laboratory directors; and to promote, encourage and maintain the highest standards of practice in the field.

The ASCLD organization began to take shape in a meeting that occurred in 1973. In the fall of 1973, a small group of some thirty crime laboratory directors, geographically representing the country, met in Quantico, Virginia. Although called there by Clarence Kelly, then Director of the FBI, it was Briggs White, Director of the FBI Laboratory, who, by his desire to bring local laboratories and the FBI Laboratory together, made it all possible. At that meeting, a steering committee under the able chairmanship of Richard Fox, was formed and met in Kansas City in the spring of 1974. A constitution was drafted, and, in the fall of 1974, in Quantico at the first meeting, ASCLD was born. Chairman – Briggs White, FBI; Vice Chairman – Richard Fox, Missouri; Secretary – Atley Peterson, ATF; Treasurer – Larry Howard, Georgia. On February 18, 1976, ASCLD became ASCLD, Inc.

## **RE: ASCLD Contact Us Form**

Inbox x

office@ascld.org

Feb 27 (8 days ago)

to me

I have forwarded your email.

From: ASCLD [mailto:<u>sorahrp@gmail.com</u>] Sent: Tuesday, February 27, 2018 9:48 AM To: <u>office@ascld.org</u> Subject: ASCLD Contact Us Form

Name	Sorah Berger
Email	sorahrp@gmail.com
Subject	human hair
Message	Hi,

I was wondering if you could help me with something (I know that this is an unusual request!)

I am studying the human hair industry- particularly Indian temple hair. There is someone claiming to be able to touch and smell any raw dark hair and know its origin (the ethnicity of the hair). He claims that if someone shows him a bundle of raw dark hair he can touch and smell this hair and know 100% if this hair is from the head of an Indian person or not.

I'm a bit skeptical but this man claims that he's an expert in this and it took him a long time to learn to differentiate all the different types of hair - and that by touching and smelling the hair he knows definitively where it's from. He claims that he could definitely determine the ethnicity of the hair just by using this method.

If you could please let me know if this is possible or not I would so appreciate it! I always thought the only way to know for sure where hair originated from is through DNA testing but maybe I'm wrong.

Thank you, Sorah Berger

#### Jean Stover <asciddirector@gmail.com>

Feb 27 (8 days ago)

to me, ASCLD

Hello Sorah,

I am not an expert in hair analysis, but having worked in a laboratory system that provided analysis of hair, I do not believe you can identify any type of hair just from touch and smell. In the forensic laboratory, we would do a microscopic examination of the hair to determine if it was of human origin and then do a comparison of the any hair from a crime scene with standards (hair from the suspect and victim). The most the lab could report from those comparisons was that the hair could have come from a certain person or did not come from that person. I do not know of any scientific data that would support the claim of being able to touch and smell hair and know it's origin (ethnicity of the hair). I am not sure what is so unique to the indian temple hair that this individual feels they can identify it to the exclusion of all other hair.

To the best of my knowledge, you are correct that DNA testing would be needed to identify the individual that a hair came from, but you would not need to use DNA to be able to say a hair could have come from a certain individual. With a microscopic examination and a standard to compare to, the person could say the hair may have come from indian temple hair but that would not be to the exclusion of all others (so not 100%).

From a scientific perspective, this person would need to be able to show research and scientific data that supports the claim in order for this to be accepted. -------Forwarded message -------From: <<u>office@ascld.org</u>> Date: Tue, Feb 27, 2018 at 9:14 AM Subject: FW: ASCLD Contact Us Form To: Jean Stover <<u>asclddirector@gmail.com</u>>

I'd be interested in seeing your response on this one Jean.

#### Sorah Berger <sorahrp@gmail.com>

Feb 27 (8 days ago)

to Jean, ASCLD

Hi,

Thank you very much for the quick response!

This person is claiming that he can touch and smell raw human hair cut off a persons head (still in a pony) and know definitively if the hair is 100% Indian hair or not- he claims that he could distinguish this hair from European hair and North and South American hair. I was skeptical of this claim and wanted to contact labs/scientists to find out if this was possible.

As far as I know (I'm pretty positive about this) he does not use a microscope at all, he literally just feels and smells the raw hair and than says if it's from the head of an Indian person or not. He claims to know definitively where the hair is coming from (its ethnicity). He told people that it took him a long time to learn how to do this and it would be difficult to teach this method to others (people are asking him to train them)

I would really appreciate it if you could find out for me if this is totally not possible (only through DNA testing) or if there can be a way to identify raw Indian hair from other types of hair (specifically European and North and South American hair) just by feeling and smelling the raw hair.

Thank you!

#### Jean Stover

Feb 27 (8 days ago)

#### to me, ASCLD

Here is a response from the President of ASCLD who was trained in hair examination.

------ Forwarded message ------From: WICKENHEISER, RAY (TROOPERS) <<u>RAY.WICKENHEISER@troopers.ny.gov</u>> Date: Tue, Feb 27, 2018 at 2:32 PM Subject: RE: FW: ASCLD Contact Us Form To: Jean Stover <<u>asclddirector@gmail.com</u>> Hi Jean,

As I was a hair examiner, I can provide a response. Racial determination for hair is possible with use of a microscope, which would include a differentiation between Native American or East Indian and Caucasian hair. One can tell generally by looking at it without a microscope, but without a level of accuracy. There is not a forensically valid method of looking at hair without a microscope or analysis (DNA) to conclusively determine ethnic or geographic origin using touch and smell.

Regards,

Ray

Ray Wickenheiser Director, NYSP Crime Laboratory System

New York State Police Forensic Investigation Center <u>1220 Washington Avenue, Building# 30</u> <u>Albany, New York 12226</u>-3000 <u>518-457-9604</u> - Desk <u>518-457-2477</u> – Fax

ray.wickenheiser@troopers.ny.gov

www.troopers.ny.gov

------ Forwarded message ------From: **Sorah Berger** <<u>sorahrp@gmail.com</u>> Date: Tue, Feb 27, 2018 at 10:03 AM Subject: Re: FW: ASCLD Contact Us Form To: Jean Stover <<u>asclddirector@gmail.com</u>> Cc: ASCLD <<u>office@ascld.org</u>>

#### Sorah Berger <Sorahrp@gmail.com>

Feb 27 (8 days ago)

to Jean, ASCLD

Hi,

Thank you so much for getting this info!

I just want to make sure that I'm understanding this correctly - so someone could look at human hair under a microscope and determine the origin of the raw hair (100% or an assumption?) and someone can feel raw hair and make an assumption but it might not be accurate?

The only way to know 100% where hair originated from is with DNA testing?

So it's not possible for this person to know 100% where raw human hair comes from by touching and smelling it? but he can make a general assumption?

Thank you

#### Jean Stover

Feb 27 (8 days ago)

#### to me, ASCLD

1. Identification of hair by smell and touch alone is not a scientifically valid means of hair identification.

2. By just looking at a hair, an experienced hair examiner could offer an educated guess, however this would be inaccurate. While a little closer than touch and smell, only looking at a hair is not a scientifically valid means of hair identification.

3. Even with a microscope, racial determination is very dependent on getting a full featured hair.

4. Determining microscopic examination for racial origin is limited to only the 3 main racial groups.

5. DNA will provide much more definitive information on racial origin.

# 2

Sorah Berger <sorahrp@gmail.com>

Feb 28 (7 days ago)

to Jean, ASCLD

Thank you very much!



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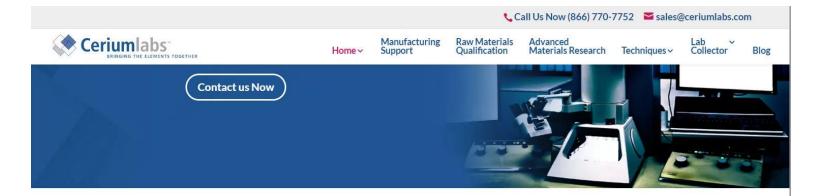
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### About Us

Cerium Labs received ISO/IEC 17025 accreditation in 2006. This coveted quality rating makes Cerium Labs a member of an <u>elite</u> group of worldwide laboratories able to pass this rigorous audit. This accreditation demonstrates technical competence and the operation of a laboratory quality <u>management system</u>.

Our accreditation certificate can be viewed at http://www.a2la.org/scopepdf/2410-01.pdf

Cerium Labs also holds certification to the ISO/TS 16949 quality management system standard. As a result, we have been certified as a remote location to a facility that is certified to the ISO/TS 16949 Quality Management System. ISO/TS 16949 includes all of the requirements for ISO 9001:2000.

## **RE:** Website Notification

Inbox x

### Tim Hossain <tim.hossain@ceriumlabs.com>

Feb 27 (8 days ago)

to me, Cerium

Dear Sorah Berger,

Thank you for contacting Cerium Laboratories. The question you asked does not have a simple answer. It is not clear that even with DNA testing one can identify an ethnic origin. In any case we are not equipped to analyze a hair sample for this purpose.

Again thank you for your interest in Cerium Labs.

Regards

Tim Hossain, Ph.D. <u>www.ceriumlabs.com</u> Chief Scientist, Cerium Laboratories, <u>5204 E. Ben White Blvd, Austin, TX 78741</u> phone <u>512 934-5331</u>

#### From: sorahberger=gmail.com@form-entries.com [mailto:sorahberger=gmail.com@formentries.com] On Behalf Of Sorah Berger Sent: Tuesday, February 27, 2018 8:47 AM To: Cerium Sales <<u>sales@ceriumlabs.com</u>> Subject: Website Notification

Full Name	Sorah Berger
Company	freelance graphic designer
Email	sorahrp@gmail.com
Phone Number	
Message	Hi,
	I was wondering if you could help me with something (I know that this is an unusual request!)
	I am studying the human hair industry- particularly Indian temple hair. There is someone claiming to be able to touch and smell any raw dark hair and know its origin (the ethnicity of the hair). He claims that if someone shows him a bundle of raw dark hair he can touch and smell this hair and know 100% if this hair is from the head of an Indian person or not.
	I'm a bit skeptical but this man claims that he's an expert in this and it took him a long time to learn to differentiate all the different types of hair - and that by touching and smelling the hair he knows definitively where it's from. He claims that he could definitely determine the ethnicity of the hair just by using this method.
	If you could please let me know if this is possible or not I would so appreciate it! I always thought the only way to know for sure where hair originated from is through DNA testing but maybe I'm wrong.
	Thank you, Sorah Berger

#### Sorah Berger <sorahrp@gmail.com>

to Tim, Cerium

Hi,

Thank you for your response.

I just wanted to know from an expert (from a scientist or lab) if someone can definitively know what the origin is of raw hair (If its hair from India, Europe, North America, South America etc..) by feeling and smelling the hair. I'm only asking because there is a person telling many people that he can 100% differentiate where raw hair comes from by just feeling and smelling the hair. I really want to find out if this is possible. I'm not looking to actually analyze hair myself- I just want to know if what he is saying is correct or incorrect

I am curious to know if DNA testing can show where raw hair originates from (its ethnicity)

Thank you, Sorah Berger

#### Tim Hossain

Feb 27 (8 days ago)

to me, Cerium

#### Hi Sorah

DNA can match an individual's pattern and could be unique but I have not seen or known of any studies that link DNA sequence to ethnicity.

My personal opinion is that such claims are false and have no scientific basis.

Thank you again for connecting with Cerium Labs. Regards

Tim Hossain, Ph.D. <u>www.ceriumlabs.com</u> Chief Scientist, Cerium Laboratories, 5204 E. Ben White Blvd, Austin, TX 78741 phone 512 934-5331

From: Sorah Berger [mailto:sorahrp@gmail.com]
Sent: Tuesday, February 27, 2018 2:42 PM
To: Tim Hossain <<u>tim.hossain@ceriumlabs.com</u>>
Cc: Cerium Sales <<u>sales@ceriumlabs.com</u>>
Subject: Re: Website Notification

### Sorah Berger <Sorahrp@gmail.com>

to Tim, Cerium

Good morning,

Thank you- I just want to clarify- so even with DNA- testing raw human hair would not necessarily indicate the ethnicity of the hair?

So I'm assuming just feeling and smelling the hair would definitely not be a viable way to know where the hair originated from?

Thank you, Sorah



Tim Hossain

Feb 28 (7 days ago)

to me

Sorah...

That is correct there is no scientific study that I am aware of which would make such claims. Thank you.

Regards

Tim Hossain, Ph.D. <u>www.ceriumlabs.com</u> Chief Scientist, Cerium Laboratories, <u>5204 E. Ben White Blvd, Austin, TX 78741</u> phone <u>512 934-5331</u>

From: Sorah Berger [mailto:<u>sorahrp@gmail.com</u>] Sent: Wednesday, February 28, 2018 8:09 AM

Sorah Berger <Sorahrp@gmail.com>

Feb 28 (7 days ago)

to Tim

Thank you very much

FIND A LOCAL DISTRIBUTOR

reat Sengths

HISTORY - EXTENSIONS - QUALITY - HAIR CARE - FAQ - GALLERY -



### Our history

Great Lengths starts in London back in 1991. Over twenty years on, Great Lengths can be found worldwide in over 50 countries and is still today the leader in the world of hair extensions.

The Great Lengths concept originates from the textile industry taking inspiration from the heat transfer system which bonded fabric to fabric on a molecular level; this was an attractive idea for Great Lengths who then started testing, and later adapting it to hair extensions, creating and patenting a method that molecularly bonded extensions to natural hair aiming to an extremely resistant but gentle attachment.

In addition to the bonding investments, Great Lengths has developed its brand by giving priority to quality. Great Lengths hair is in fact treated with the same sophisticated method of cashmere and adopts its same concept of removing the pigments rather than breaking them up through the bleaching process which is certainly faster, less expensive but too aggressive.

Never before has this method been utilized for human hair processing and, coupled with the exceptional integrity of the Indian temple hair, it truly provides a reliable and unsurpassed hair quality, so good that the hair withstands the most rigorous of lifestyles including subsequent chemical treatments without color fading. Color fastness is a result of the cashmere process as color pigments find a proper space to occupy in the de-pigmented hair rather than just covering hair surface where bleached.

Great Lengths supplies incredibly healthy hair extensions, totally ethical, traceable and in a wide range of rich and vibrant colors which guarantee versatile satisfaction and creativity to you and to hair stylists.

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- > HISTORY
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© 2018 Great Lengths, the science of hair extensions World leaders in human hair extensions for over 20 years. Made from the finest 100% human hair of guaranteed origin.

reat lengths

# 100% real hair from India

100% of our Remy quality raw hair comes from India.

Perfect hair extensions require high-quality strands of real hair. Great Lengths therefore only uses top quality raw hair – with cuticles intact and manually selected to have the same direction.

**European hair** is typically only available in very small quantities. In addition, it's usually been chemically treated and is therefore **not suitable for high-quality extensions**.

African or Chinese hair does not match the texture of European hair.

Due to the same genetic ancestry, **Indian hair best matches the basic texture of European hair**. We therefore only obtain our raw hair from India.

To be able to produce **top quality extensions**, here at Great Lengths we pay close attention to two characteristics of the raw hair:

- First, **the cuticles must be completely intact** so the extensions can develop their shine entirely naturally.
- Secondly, the hair must be **Remy quality**, so supplied sorted in the same direction to protect the cuticles and prevent tangling.

#### FIND A LOCAL DISTRIBUTOR

reat lengths

QUALITY - HAIR CARE -

FAQ - GALLERY -

Great Lengths wins the 7th time in a row

HISTORY -

Great Lengths USA wins the "stylist choice award" as the best Hair Extensions Company for the 7th time.

EXTENSIONS -

Yeah - Great Lengths did it again: on March 24th of 2014 Bret Butcher, Great Length USAs brand manager, received the award for the best hair extensions company.

Brett Butcher in his statement:

"Thanks so much to all who voted for us! We are so honored to be Favorite Extension Company for the 7th year in a row. GL stylists are the BEST!"

We already sent our congratulations to Brett and his team and we agree: **Great Lengths stylists are the BEST** - they are one of the most important pillars of our success story!

Find more about our worldwide partners

→ worldwide



Q

## Hair origins in wigs

Inbox x

sorahrp@gmail.com

7/30 /17

to info

Hi,

I'm researching the origin of the hair used in current human hair wigs. I would like to know if it would be possible to speak to someone at Great Lengths about this.

Thank you, Sorah Berger

### Info Great Lengths <info@greatlengths.com>

#### to me

Dear Sorah, I have just forwarded your email to the local distributor. Best Regards,

Great Lengths Universal Hair Extensions Srl

-----Messaggio originale-----Da: <u>sorahrp@gmail.com</u> [mailto:<u>sorahrp@gmail.com</u>] Inviato: lunedì 31 luglio 2017 13:45 A: Info Great Lengths Oggetto: Re: R: Hair origins in wigs

#### soragrp@gmail.com

to Brett

Hi,

I'm doing some research on the topic of human hair and I just wanted to ask you a few questions I had regarding hair coming from certain countries.

Do you happen to know if there is human hair coming from European countries? From Russia and Brazil? If so, are there large quantities of hair coming from these countries- enough to be making a lot of human hair wigs?

How can one definitively know where the hair in their human hair wig is really coming from? Can one distinguish between European/ Russian/ Brazilian hair and Indian hair? Do you know if there are many women selling their hair in Brazil?

Any help with this would be most appreciated!

Thank you, Sorah Berger 7/31 /17

8/15 /17

#### Brett Butcher <brettb@hairuwear.com>

to me

Hi Sorah,

Sorry for the delay. Unexpected travel has me stretched at the moment. Please see below. Please keep in mind, my responses are my opinion. For a very long time we've faced competition that make claims regarding their hair's source that can't possibly be true. I base my opinion in what I've learned from conversations over many years with colleagues who deal directly with procuring hair and the price points associated with the hair in question that do not reflect the considerably higher cost to procure the type hair they claim their product to be.

I hope this is helpful. Brett Butcher

-----Original Message-----From: <u>sorahrp@gmail.com</u> [mailto:<u>sorahrp@gmail.com</u>] Sent: Tuesday, August 15, 2017 1:59 AM To: Brett Butcher Subject: Human hair

Hi,

I'm doing some research on the topic and I just wanted to ask you a few questions I had regarding hair coming from certain countries.

# Do you happen to know if there is human hair coming from European countries? From Russia and Brazil?

I know there is European hair available and while I'm not as familiar with Brazilian hair, it's likely from both Russia and Brazil, among other Countries. I also understand it to be very rare, especially Russian hair. Generally speaking, the overwhelming majority of the hair marketed as European likely isn't. I base that on the price points I see associated with hair I see marketed as "European" as it's usually priced way too low to be genuine.

# If so, are there large quantities of hair coming from these countries- enough to be making a lot of human hair wigs?

From what I understand from our associates in Europe, it is extremely limited.

How can one definitively know where the hair in their human hair wig is really coming from? Chances are the "wig" was manufactured in China or Indonesia. The question is where did the hair come from. The only way I know of is to buy from a reputable and sizable brand / company. A company that actually manufacturers vs a company that only markets.

Can one distinguish between European/ Russian/ Brazilian hair and Indian hair? short of DNA testing, no.

Do you know if there are many women selling their hair in Brazil? I do not know the volume of hair that's sourced from Brazil.

One last thing. To complicate the matter more, it's not just the origin that should be questioned. The ethicality of how it was procured from the person who grew the hair should be questioned too. For example, there have been documented reports of hair coming from Russian prisons and institutions under circumstances that should not be acceptable. Any help with this would be most appreciated!

Thank you, Sorah Berger

## Human hair

Inbox x

2

sorahrp@gmail.com

8/29 /17

to Brett

Hi,

Thank you so much for all the info you sent me!

I just had something else I was wondering if you could help me with. (Especially as you seem to be very knowledgeable in this area)

What I wanted to ask you was the following:

If someone is offering to sell me lots of kilos of beautiful raw natural hair from Brazil and neighboring countries in South America (especially Paraguay) at a reasonable price- Can I trust that it's actually hair from Brazil and South American countries?

This person claims the hair is cut straight off of the heads of women in villages in Paraguay. A friend of mine who is in the industry looked at the hair he is selling and told me that the hair is not raw and that it's processed and it's double stranded (I'm not sure if that's the right term. She explained that the hair has had already been tampered with and sorted in to bunches according to size)

Is there a way for me to find out where this hair is coming from? And if it's Indian temple hair?

It would be a great help if you are able to clarify this info for me.

Thank you, Sorah Berger

#### Brett Butcher <brettb@hairuwear.com>

to me

Hi Sorah,

I'm sorry I can't offer any assistance of real value. My contacts are those focused on the Temple hair market and their view on European hair or hair marketed as European. Their view is more about what that hair isn't more so than what it actually is, if that makes sense. We deal strictly with Indian Temple hair and because of the nature in which it's collected at the temples via Tonsuring ( ceremony in which the parishioners sacrifice their hair) it truly is the only source of hair that can be traced to source. While there are other legitimate sources, without regulation, short of DNA testing it's simply not possible to confirm actual source and here lies the problem.

I believe the term your friend used would have been "double drawn". For example, hair that is cut from 1 donor is termed single drawn. It comes from a single donor and contains multiple lengths of hair as all heads of hair do. Double drawn means the hair comes from multiple donors and it has had the shortest lengths removed. Triple drawn is the same as double drawn except it's taken additional steps to separate all lengths so that the entire triple drawn bundle is comprised of hair that is all of the same length. Great Lengths hair, for example, is double drawn so that each bundle of 16" hair is comprised of mostly 16" strands so that the hair density is visually the same from root to end. This is why hairdressers that don't have experience with extensions can be fantastic hair cutters for typical clients but can really botch up a cut on a client with extensions...they're not accustom to cutting hair that's all one length and typically will end up with layers or ends that have a broom effect vs a blended effect. Extensions must be cut with soft cutting techniques such as razor cutting or point cutting in order for the layers to blend. Anyway, if your friend recognized the hair is double drawn, I would trust their opinion that it's been processed too. BTW, if the hair is actually raw hair, that's never been chemically treated you should expect to see gray hairs included, multiple shades of color even if all dark. If it's of significant quantity, double drawn, in a beautiful, rich coloration, super shiny and silky feeling, all of those things we associate with healthy vibrant hair, it's processed. Sorry I can't be of more help.



# **ABOUT US**

### ABOUT US

Founded in 2004 by the husband-wife team Vince and Lucky Selva. Indo Hair's products are designed and created with the happiness of the customer in mind. Indo Hair cuts out the middleman and works directly with sources to provide you with heavenly hair. Originating from the bustling South Indian city of Chennai, owners Vince and Lucky have made use of the relationships they've built over the years to discover the finest sources of Indian hair. From what began as selling a few pounds of hair in Los Angeles to now selling both directly and to wholesalers internationally. Indo Hair continues to strive to provide its customers with only the best.



#### Vince Selva <vinceselva@msn.com>

Fe b 2

to me

Best Wishes. Vince Selva PRESIDENT INDO HUMAN HAIR INT. INC., Vince-Lucky Holdings LLC., <u>355 East Manchester Blvd</u> Inglewood,California 90301-1814.USA. (TEL) <u>310-677-6498</u> (MOB) <u>310-256-7003</u> Web: <u>www.indohair.com</u> Email: <u>vinceselva@msn.com</u> or: <u>info@indohair.com</u> Skype Name: vince.selva23

"A flower falls even though we love it and a weed grows even though we do not love it."

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----- Original Message -----From: <u>Sorah</u> Berger To: <u>Vince Selva</u> Sent: Friday, February 2, 2018 11:05 AM Subject: Re: tonsuring- human hair industry

Hi,

I apologize- I just had two questions about the hair industry-

When hair is in its raw state can someone tell the difference between Indian hair and South American hair? What about if the hair is mixed together- can someone tell that indian hair is mixed in with South American hair?

Very difficult. Only a DNA test will ascertain this to a conclusion.

Do you know if there are women cutting their hair and selling it in Paraguay? is there a lot of Indian hair in Paraguay?

I have not done a study of this. Neither have I bought from this country.

Population in Paraguay is 6 million. How many are adults who can give hair in commercial quantities ?

### To whom it may concern,

I have been a shaitel macher for 18 years. I consider myself well trained and well practiced in all areas of wig and hair styling. I have been trained by veteran shaitel machers in the industry to identify raw, washed, cleaned, drawn, and processed hair. I am skilled at ventilating (hand tie) and constructing wigs, as well as coloring, cutting, and styling wigs and hair. I am currently in the process of closing my lucrative business because of too many moral questions surrounding this business which I will share with you.

I am aware that there are indeed people who care about the origin of the hair in their wigs. As an expert in hair I can say that even the most skilled among us can never say with any measure of absolute certainty where any given bundle of hair has come from unless we snipped it off a woman's head ourselves. The term Raw literally means "just cut from the head" without any other tampering. Raw hair is initially identifiable by the classic characteristic of having many lengths of strands within each pony. Bundles or ponies containing only one length of hair is known as "single drawn." The "drawing" process divides up the various lengths of hair within each bundle or pony. From one raw pony, as many as four or five lengths may be extracted. It is for this reason that it may take an average of four ponies to extract enough hair of the same length for one wig. In the Jewish wig market, there are various hair qualities available. I have worked with everything from top quality extra virgin raw hair to ultra silicone processed cheap hair. My specialty is with higher end minimally processed hair.

It is important to reiterate that it isn't possible to positively differentiate and identify Indian hair from South American hair. Although Indian hair has a slightly smaller diameter per strand than South American, because of the color and similar texture it isn't possible to say for certain. It is also important to note that neither I nor my teachers or colleagues have ever been able to identify hair by smelling it even though we have cumulatively worked daily with hair for over 50 years.

I can tell you that Indian hair is readily available and in copious supply. The price per kilo is infinitely cheaper than Slavic hair. I can purchase decent quality Raw Indian hair for \$100-\$700 per kilo as opposed to Raw Slavic hair at \$1800-\$2300 per kilo. Because Indian hair has only a slightly larger diameter than Slavic hair, the higher quality Indian hair can easily be used as a stand-in. High quality Indian Hair can wear, wash, and last as long as any other raw hair. I have made wigs with high quality Indian hair and it indeed looks and feels like "European" hair. Since Indian hair has the smallest diameter after Slavic hair, the problem is that bulk hair being bought by

frum shaitel companies from Ukraine, Russia, and other Slavic countries are arriving already washed, drawn, colored, and processed. The hair is being billed as "raw" when in fact it isnt. In my experience, most shaitel machers are unable to identify hair or even say if it has been cleaned or drawn. The average sheitel macher doesn't make her own wigs, but rather sells major name brands. Many high-end brand names process their wigs. One such brand makes thousands of each color and length wig. Each wig looks exactly the same. This is done by meticulous processing. They claim to purchase all of their hair from Ukrainian suppliers, but the hair is sent directly to their factory in China without ever having been inspected by the company owners at all. This is common practice for major wig brands. The biggest problem with this is that one never really knows where their hair is from. It is absolutely possible to bleach out the natural dark pigments in hair and then "recolor" it to any imaginable tone including blonde. This process has been perfected enough that it does not compromise the quality, texture or sheen of the hair. Many people in the industry call it "no chemical osmosis." The worst part about this is that the suppliers, many of whom have been trusted sources for decades, will claim the hair is "raw" or pure Slavic, but it isn't. Unfortunately the unsuspecting and trusting shaitel machers don't know the difference between very well processed (bleached and recolored) Indian hair and processed Slavic hair.

Another problematic term used in the industry is "European" hair. European can refer to anything bought in Europe. The European market, especially in the UK is flooded with Indian hair.

It's very important to note that Chinese factories are notoriously unscrupulous and are very deceptive. They lie often. Because the industry is completely unregulated, they are free to do and say anything they please. They use terms like Mongolian, Vietnamese, Cambodian, Malaysian, Brazilian, and European hair. It is crucial to understand that a large quantity of human hair is acid washed, drawn, and silicone coated. Processed with silicone to create uniform texture and sheen. This silicone process dissolves over time eventually leaving the wig dry, knotting, unable to hold shape or color, and often revealing the original texture. For the average wig wearer this silicone last for approximately  $1 \frac{1}{2}$  years. Once the hair is silicone coated it is easier to mix many ethnicities of hair together. The practice of "mixing" hair is rampant. "Mixing" is the process of literally mixing like colored and textured hair from different origins. The siliconing process creates a uniform look and texture of hair from all ethnicities. Once they all look and feel the same they can be "mixed" in bundles without ever knowing the percentage of mixed sources. Hair from India can easily be mixed with Hair from China. It is impossible to tell if and how much "mixed" hair is in any given hair bundle or wig. The unscrupulous Chinese factories also

engage in fraudulent labeling. I have personally worked with factories which have offered me fraudulent labeling purposely. I have been asked if I would like the Rabbi's "Kosher" label to be affixed in each wig. When I asked if they have a Rabbi who actually certified their wigs they said "no, we don't but we have the tags and can affix them to any of your wigs." They also offered to label my wigs with "100% European Hair," even though many of the wigs I would be purchasing were sold to me as "Mongolian," or "Chinese" hair.

Chinese hair is generally very straight with very little body and thicker diameter. In our market it is not desirable hair. Any hair our market receives that it labeled "Chinese" is ALWAYS processed. It is incredibly rare to receive raw Chinese hair. Perhaps because there really isn't that much of it. It's is very important to note that any hair marked "Chinese" is very likely not. The shaitel companies that sell "Chinese" hair wigs don't ever see Chinese hair before its put into a wig. They receive the finished product. Most shaitel machers have never seen raw Chinese hair nor have they seen raw Chinese hair wigs. This is because "Chinese" hair used in our market is always processed. Chinese factories sell "Mongolian" hair, but in reality the "Mongolian" hair we receive is also ALWAYS processed so we don't really know what's there. I have seen raw Mongolian hair and because of the geographical location (between Asia and Europe) there is a cross between the general ethnic look and feel. It's too close to call. Some of the hair has a smaller and fine diameter (like European) while others are thicker (like Chinese). Hair from Cambodia, Vietnam, and Laos would also all have a thicker shaft diameter and all be very similar to Chinese hair.

It is impossible to feel or smell dark raw hair and make an absolute and definitive identification of dark hair origin. My colleagues and I would not be able to say with 100% certainty if a bunch of dark hair is Indian, South American, or any other dark ethnic hair. We can only make an assumption based on general characteristics but since the industry is so corrupt, we all know that we never 100% know anything.

I have read and listened to Ms. Tarlo's opinions about the Indian hair trade. I have read her claims about combings and exotic hair collections. Her repetitive mention of "Great Lengths" company and her overall warm heart for the poor and exploited third world countries. Ms. Tarlo's claim that Indian Temple Hair is more expensive than combings and only constitutes approximately 20% of all supply is curious. She says that since the hair industry is unregulated, it is impossible to have any accurate statistics. Then how is her estimate of only 20% of the hair in India coming from the temples reliable and accurate? The professor's book does not have one substantiated statistic other than her own opinion. With the available statistics

about how many worshippers tonsure their Hair at Tirumala alone (set aside the other temples in the south), the numbers are mind-boggling. As per the TTD's public records, over 35,000 worshippers tonsure their hair at Tirumala per day. 35% are women with significant enough lengths of hair worthy of processing for wigs and extensions. Ms. Tarlos claims compared to the statistics would indicate a huge surplus of Temple Hair, which according to simple economics would mean extremely low prices. As opposed to the tedious process of effectively making hair from "combings" usable, the price alone would indicate a major miscalculation in her estimate. Do you know how much labor is involved in sorting bundles and mountains of "combed" hair? Each strand has to be realigned by pulling it through one's lips to find the top and bottom end. After the cuticles are aligned, a bunch of hair at the same length would literally be made up of hundreds of thousands of mismatched strands. This will inevitably yield tangling. Even after the hair has been silicone processed to mask the cuticle this hair is not desirable. Once the silicone is washed away, the true nature of the cheap hair is exposed. For the purposes of the Jewish market when a wig is worn for years, the ideal hair would be bunches of hair from one head which can then be blended seamlessly with only a few others and with minimal chemical processing. This type of hair requires less labor to procure. Where do whole ponies come from? NOT from combings. Have you ever brushed your hair and collected what's left in the brush? It would take literally months to make one small pony in that way. For an average medium cap shoulder length "Jewish" wig, no less than 6.5oz of drawn hair is necessary. That would mean an average of 3-6 ponies at a length of approximately 16". If combings yield such large quantities of usable and nice hair, why isn't this method widely used in the Slavic regions as well? Because it isn't a proficient or economical way to collect large quantities of highquality hair.

### To summarize,

1. It's impossible to make a definitive identification of ethnically dark hair i.e. Brazilian, Indian, Chinese. Although we can make assumptions based on regional characteristics we cannot be 100% certain.

2. It is possible to obtain high quality Indian hair that will wash, wear, and last as well as any other raw hair. To say that all Indian Hair is poor quality is an inaccurate generalization. There are many grades of Indian hair including silicone processed Indian hair. Silicone coated hair would need replacement more often than non treated hair because the silicone dissolves after approximately 12 washes and will reveal the original state of the hair. Usually lower quality hair is silicone processed. High end Indian hair can be silky, shiny, and naturally wavy and has the closest diameter to Slavic, European and North American Hair. It is still less expensive than Slavic hair, ranging in price from \$100-\$700 per kilo while Slavic will cost \$1800-\$2300 per kilo.

3. Most suppliers deliver hair termed "raw" but it's actually already cleaned and drawn.

4. Naturally dark hair can be stripped of its dark pigments and recolored gently without compromising its sheen or texture.

5. Most shaitel companies never actually see the hair before it is made into a wig. It is shipped directly from the hair wholesaler to the wig making factories.

6. Chinese factories are notoriously unscrupulous and are very deceptive. They lie often. Because the industry is completely unregulated, they are free to do and say anything they please. Even with "surprise" checks, my colleagues have seen "mixing" being done.

7. "Mixing" is the term used for mixing different ethnicities of hair. A practice which is widely done.

8. Chinese hair and other close regional hair is considered lower grade in the Jewish wig industry. Its natural characteristics are very straight, dark, and thicker in diameter. Even after being processed to look wavy, dyed to lighter colors, and silicone coated for sheer and silky texture, the process will dissolve after approximately 12 washings (average of 1 1-2 years) and often reveal the natural state of the hair.

9. Hair from China, Vietnam, Cambodia, Laos, and Mongolia will generally have similar characteristics. Straight, dark, and thicker diameter.

10. To presume that the majority of Indian hair exported for the use in wigs comes from combing is statistically irrational. Hair from combings would yield poorer quality hair because of the high likelihood of root to tip inversions and the bundled is from too many different people for natural uniformity.

11. Not I nor my colleagues have ever been able to touch or smell raw hair as a tool for definitively identifying origin.

12. Silicone coated Indian hair would be completely indiscernible from Chinese, Mongolian, or any other dark ethnic hair (raw Indian hair is also not definitively identifiable from any other dark ethnic hair).

After 18 years working with shaitels I am currently taking steps to transition away from my profitable business. I have too much knowledge about the sheker to continue. Sheker that I as an insider in the industry have been privy to first-hand many times over the years. This business is corrupt. This business is founded on lies. It is my hope that you will see the biased opinions of those people trying to keep a profitable industry alive on the backs of unsuspecting women trying to do a difficult mitzvah in a powerfully gashmiusdig world. The Jewish wig market strongly influences the world hair trade. We collapsed the Indian hair trade once before. The insiders don't want it to happen again. Don't be fooled.

Hatzlacha rabba in uncovering the emes.

Best, YG New York

# Ray Wickenheiser New York State Police Crime Lab System



Education:

MBA, B.Sc, Hons.

**Employment Experience:** 

Director of New York State Police Crime Lab System, Albany, New York, 2013 to present Lead DNA Auditor and ISO Auditor, 2000 - present Director of Montgomery County Police Crime Lab, Gaithersburg, MD, 2008-2013 Adjunct Professor teaching forensic science courses, Montgomery College, MD 2011-2012 Forensic Consultant, Dallas, TX, 2006-2008 Director of Operations, Orchid Cellmark, Dallas, TX, 2006 Director of Acadiana Crime Lab, New Iberia, LA, 2000-2005 Forensic Scientist and Reporting Officer, Royal Canadian Mounted Police Forensic Lab Regina, SK, Canada, 1983-2000, Hair, Fiber and Trace Evidence, Serology, DNA and Crime Scene attendance.

Prior ASCLD experience (previous Board member, committee member, meeting volunteer, etc.): Prior ASCLD experience includes presenting various papers/presentations to ASCLD and sitting on panel discussions regarding use of CODIS and sample review requirements. Presentations include the following:

The Forensic Fire-Station; Accurately Forecasting Demand for Forensics, American Society of Crime Lab Directors 38<sup>th</sup> Annual Workshop and Symposium, Baltimore, MD, September 14-15, 2010.

The Cost Benefit of Process Optimization, American Society of Crime Lab Directors 36<sup>th</sup> Annual Workshop and Symposium, Salt Lake City, UT, September 16-18, 2008.

Using the Business Case to Sell Forensic Science, Presented at the American Society of Crime Laboratory Directors (ASCLD) 32<sup>nd</sup> Annual Workshop and Symposium, San Diego, California, November 9-11, 2004.

If elected, I am interested in working on the following ASCLD issues/committees: I am interesting in all aspects of ASCLD and will serve on any committee where I am needed. My most immediate interest is in the increasing efficiency of labs, eliminating backlogs and attaining sufficient resources and funding.

As a member of the Board, you may be asked to represent ASCLD at speaking engagements or develop written statements on behalf of the Board. How would you describe your ability to communicate ideas verbally and in writing? With my experience in giving numerous presentations, court testimony, training and lecturing, I have developed a high ability to communicate ideas both verbally and in writing. I have also authored numerous articles, including most recently a chapter in the Encyclopedia of Forensic Science on Crime Lab Efficiency (2013).

How committed are you to serving on the ASCLD board? What skills will you bring to the table? I am fully committed to serving on the ASCLD board and have been interested in some time, however due to family and work conflicts have been unable to make the necessary commitment. I am now in a position to apply the necessary time and energy needed to fully serve the demands of the position.

I bring a broad experience of a multi-discipline forensic scientist, with expertise in Serology and DNA; Hair, Fiber and Trace Evidence and Crime Scene. As an ISO Auditor and Lead DNA Auditor with 14 years of auditing experience I bring a wealth of hands on capability. As lab director of several labs, two of which I also was Quality Manager, I know well the challenges and opportunities of small and lab crime labs alike.

I feel my balance of practical experience in multiple forensic disciplines, QA management and different jurisdictions in both small and large labs would bring a wide perspective to assist ASCLD and its membership.

What role should ASCLD play in developing a strong future for forensic science laboratories? ASCLD must be a leader and focal point to represent the views of its member forensic laboratories and their leadership to government, elected representatives, educators and policy makers to ensure forensic science is protected and developed. We represent the voice of objective evidence supporting victims and the wrongfully accused. That voice must be heard. Transcribed phone conversation with Mr. Ray Wickenheiser, President of ASCLD (American Society of Crime Laboratory Directors) and the Director of the New York State Police Crime Laboratory System. Mr. Wickenheiser was trained in hair examination

Hi, I'm looking for someone by the name of Mr. Wickenheiser

### Speaking

Oh- sorry to bother you. I have a funny question, you kindly responded to an email from a lab. I sent a question to, I forget the name, to ASC...

# Yeah - American Society of Crime Laboratory Directors, I'm the president for this year, yeah

Oh wow, ok- you were very kind. You sent back a response, I just want to make sure that I understand it because there's this person who is making money from it. He's claiming to be able to differentiate between raw hair by just touching it and smelling it

### Ok - I remember that (laughs)

I know it's a very funny question. I happen to have friends that are looking in to different hair, either hair extensions or wigs and a lot of labels are misleading so this person said that he could touch and feel raw hair- but he's talking about raw hair, not processed, raw hair and he could know definitively, 100% if it's Indian hair or South American hair and I was very skeptical of this because it sounded...

Yeah, so part of it is, it's hard to kind of encapsulate a whole discussion in an email. So I guess the short answer is, when you say definitively - like somebody could look at it and say well I could tell, well is that probably or sort of? Nobody could say by looking at hair 100%, even an expert. Because I could look at hair but until I throw it under the microscope and actually examine it- nobody could look at it in a bundle and just by looking at it and smelling it or whatever tactile-you can't by your senses say with 100% certainty.

Now, could he kind of have a look at it and say it's thicker, it's darker it's probably? Yeah, maybe if you're experienced but even than people could dye their hair dark, people could straighten their hair. They could do different things that make it a little harder to see what's going on under the microscope, but this

### is also an expert of which I haven't looked at hair for a while under a microscope. I used to be a hair expert, it's just that we don't do that much anymore because we have DNA.

So the short answer is- no, we can't.

I know- that's what I thought. I have a friend who actually makes wigs and she said that she's been in the industry for 20 years and when someone brings her a bundle of raw hair, she knows hair, and she said there's no way she would know for sure if it's coming from let's say India or from South America

Yeah, see I would agree, she would have as much experience with hair as anybody and see I hesitate when I say racist, I hate to say it because the old racial determinations sound really nasty. You got essentially Caucasian, you got Mongoloid which is Chinese folks/American Indian kind of thing and you have Caucasian and than these days a lot of people are mixed race and that's just the race.

Than as you know in America here we have all three races well represented. So to say well they're from Indiana or they're from a certain location because somewhere there is crossover by saying well somebody is from this area, ok- I think what you mean to say is they're a certain race. To say it's European by looking at the hair, well we all know that there are different European races, are you meaning that you're French or you're...so the bottom line is you can absolutely not tell geography and you can't tell race.

Now, you can get an indication of race, if the hair is truly blonde it's not an African American, it's not a Mongoloid, it's probably a Caucasian person albeit people could bleach their hair but I know what bleach looks like. So you could probably tell Caucasian, but to say you can tell Mongoloid which is really if you are saying East Indian, but East Indian is actually Caucasian. So a true person from Pakistan or east India, like India India not American Indian they're actually Caucasian- that's hard to tell. Because than it gets in to there's Mongoloid hair that looks very similar, so Chinese people's hair is going to look dark and pin straight like somebody from east India so that particular one is problematic. It would mean that you really should be looking at it under a microscope and even than hair that are on the margins are hard to tell because great big thick hair you can tell but than you get hair sort of around the back of your neck that kind of thing those get harder too.

So it's not a really short answer but the short one is no, he can't tell with 100% certainty- and than you get in to all this extra stuff

Right - so than what about under a microscope, you said it's still not definitively right?

Well, you have to be very careful. We have to do a cross section- because Mongoloid is very round, Caucasian is a little more typically oval, has a little less pigmentation but it's still a judgement- and than what about mixed race people, and that is not saying what area geographically they're coming from. So I read kind of in what you were saying is he can tell where they come from

He's claiming that- I guess because certain people are looking to buy European type background hair or some people want to buy specifically Indian temple hair -so he's claiming that he could know if hair is Indian temple hair or not. So My friend was saying no way

#### So yes, I would agree no

So my question is- is this fraudulent what he's doing? He's charging money. I'm just curious - I know he gets money for this

Yeah, well see that gets in to like what's for entertainment value or not. If your selling a service, like is he certifying it? Is he giving it a certificate of authenticity or is he giving you his opinion?

No, he's giving a certificate of authenticity

Yeah, well- I would say that's problematic, yeah

Yeah, oh wow

Ok, so now is it a fraud because he's doing something that's not really possiblethan it would be have you been defrauded and than you go to the police and they actually make a case which means now you would have to pull in somebody who is actually going to go to the other side and say no you can't do it- what papers do you have and what experience to show that you can do this. But people do this kind of stuff in other areas all the time. You go to different things and it's like can you really prove anything. To actually prove that he doesn't know you'd have to like- here let me set you up with ten different hair groups that I know are from different locations

Oh and ask?

To show how accurate you are or you're not. So yeah, I'm going to say it's not good, he's wrong- but than in terms of an actual fraudulent case, I don't know that you'd find a police investigator or department that you would go to that this is really worth pursuing.

Right, no, I understand, well I really, really appreciate all your time and your explanation. Thank you very much

### Yeah, no problem

Thank you

### So, is this something that you are just doing as a consumer?

Yeah yeah, this is a personal, this is a personal... I have friends that, who are looking to buy hair and I want to show them that they can't... that this is probably not a viable way of testing hair

#### No

Because you know they are paying money for this and I just want to tell them that it is not viable. Like they can't, they can't trust that this is going to ...

You are totally- yeah, you are correct, and you can say that you've reached out to somebody who is from a crime lab and they said you're right, he can't tell.

I really appreciate this

### Yeah

Thank you

No problem