

Summer 2014



# the Source

A Ross Organic Specialty Sales, Inc. Publication



Spotlight on  
Southern Cross



**SouthernCross**  
BOTANICALS  
A Lucas Meyer Cosmetics Company



## Spotlight on Southern Cross

When Lucas Meyer Cosmetics announced they had acquired Southern Cross Botanicals in April of 2013, we couldn't have been more pleased. Ross Organic had been representing both companies in the western region for over a decade and we were excited about the possibilities of their partnership.

Alas, in the Spring we saw the result of the synergy between the two companies. We were introduced to the new Southern Cross Botanicals "look", marketing materials and impressive studies that were completed on the exotic Australian ingredients.

Our personal favorites are the Superox-C™, extracted from Kakadu Plum, the world's richest source of Vitamin C, the Lime Pearl™, a new generation of AHA's extracted from Caviar Lime and the Melafresh™ T96, the active fraction of Tea Tree Oil (Terpinen-4-ol) which is a powerful antimicrobial and anti-inflammatory agent.

Make sure you get a copy of the new catalog by emailing [info@rossorg.com](mailto:info@rossorg.com) or contact your Technical Sales Representative.



## Ross Organic... Out & About

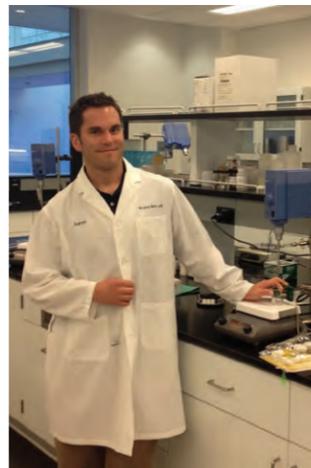
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Hayley and Bree with CEW Multi-Award winner GlamGlow - CEO's Glenn, Shannon and the beautiful Ms. London



Jennifer and Dr. Laurance



While travelling with Alain and Carole from Lucas Meyer, Aaron Peterson sports his old lab coat for the Nu Skin Lab demo.



L-R Marcie Natale, Eastman, Stephanie Leshney, Ross Organic and Lesa Patte, Eastman strike a pose at the NYSCC in Edison, NJ May 13th 2014

## ROSS Distributing BASF's Beauty Creations Portfolio

Effective April 1st 2014, Ross Organic began distributing the Beauty Creations portfolio of active ingredients from BASF. Focusing on the skin and hair care market, Beauty Creations, the cosmetic active ingredient business of BASF, develops and manufactures cosmetic active ingredients especially designed to address key correctives actions in skin and hair care categories.

"The ROSS sales team is well prepared to handle the additional actives from BASF," Ali Witwit, Director of Technical Marketing, Ross Organic remarked. "We've got a long history selling active ingredients and look forward to servicing our customers with these excellent products."



## Intelligent Ingredients™ Product Highlight – Olivem™ 1000

By Ali Witwit, Director of Technical Marketing

HallStar's Olivem™ 1000 (INCI: Cetearyl Oliviate (and) Sorbitan Oliviate) should be every formulator's "must-have in the lab" emulsifier and delivery system. It is an o/w, non-ethoxylated (1,4 dioxane-free) emulsifier from all natural harvested olive oil. In addition to being an emulsifier, the Olivem™ 1000 is a delivery system and functional hydration active. It can stabilize DHA and boost SPF products by 50%. With a wide pH range of 3-12, this hypo-allergenic, non-irritating, sustainable and biodegradable ingredient is truly power-packed. And, it is not HLB value dependent because it forms liquid crystals for very solid and stable emulsions. The fatty acid composition is virtually identical to human skin sebum and is the main reason why it feels so good on the skin! Unlike many other Liquid Crystal systems, this one is skin identical which makes it "THE PERFECT" emulsifier and all natural delivery system for actives.



## Introducing Dermatein® ROS: The Super Antioxidant

BioOrganic Concepts is pleased to announce the newest launch in their active series- Dermatein® ROS. The product is a superior blend of powerful antioxidants including Sea Kelp Bioferment, Glutathione, Thioredoxin, Astaxanthin, Superoxide Dismutase, Catalase, and Glutaredoxin.



Dermatein ROS works to destroy Reactive Oxygen Species (ROS) which are chemically reactive molecules containing oxygen e.g. oxygen ions and peroxides that are harmful to our skin. ROS form as a natural byproduct of respiration, and the body (including skin) has the means to deal with them. However, during times of environmental stress, like exposure to UV or heat, ROS levels can increase dramatically and cause significant damage to cell structures. This is known as oxidative stress.

For further information and/or samples please contact your Technical Sales Representative or [info@rossorg.com](mailto:info@rossorg.com).

### Join us on Twitter, Facebook & LinkedIn



In addition to our website which is updated regularly with new product launches and company happenings, you can also find a convenient way to stay informed via our social media pages.

Please follow us on **Twitter: @rossorganic**, **Facebook: facebook/rossorganic** & **LinkedIn: company/ross-organic-specialty-sales-inc.** for all the latest news.



## Summers at Ross Organic

For over a decade we have observed Summer Hours - the closure of our office on Fridays at 1pm between Memorial Day and Labor Day. This year, while the majority of employees will observe Summer Hours, our team has made accommodations to ensure that we remain open Friday afternoons for processing orders, shipping and receiving and any other urgent requests.

## Regulatory Update – Notice of Intent to List: Ethylene Glycol

By Kimerly Prince, Technical Manager

The California Environmental Protection Agency's Office of Environmental Health Hazard Assessment (OEHHA) intends to list the chemical ethylene glycol (EG) as known to the state to cause reproductive toxicity (developmental endpoint) under the Safe Drinking Water and Toxic Enforcement Act of 1986. This action is being proposed under the authoritative bodies listing mechanism. The public comment period just closed.



## Keeping it Cool

In honor of Earth Day 2014, we challenged our team of 28 to come up with ideas for how we can be more earth friendly and sustainable in our operations. The winner received a \$500 gift card for the idea that had the smallest incremental cost with the biggest impact.

We will take the first step with the winning idea and... install darker film on the windows at our corporate headquarters. This will help cut down on the heat, and reduce our heavy air conditioning use. A great idea with perfect timing as the south land starts to heat up.

Congratulations to Sandy Lee, Purchasing Manager, for her winning idea. And thanks to our entire team for their enthusiasm, spirit and for embracing our commitment to sustainability.



## Ross Organic Passes NACD Audit

By Susan Smith, RD Code Coordinator & Operations Manager

As part of our membership with NACD, we are audited every three years by a 3rd party verification company. The auditors review our Responsible Distribution policies and procedures and verify our implementation of the policies and procedures. ROSS is committed to continuously monitor and improve our service through the safe handling and distribution of chemicals. We value our membership in NACD and are extremely proud that we have successfully passed another cycle of Responsible Distribution verification.



## New Literature Showcase

Extra! Extra! Read all about it! Get your copies of these recently published catalogs. Stay up to date on our Suppliers' new products, trends and the latest formularies. Please contact [info@rossorg.com](mailto:info@rossorg.com) to get your copies of the latest literature.



## EMPLOYEE SPOTLIGHT

### Jason Costa Technical Sales Representative

Where were you born? **Raleigh, NC.**

What was your favorite subject in grade school? **Math**

As a child, what did you want to be when you grew up? **Orthodontist**

Favorite Hobbies? **Golf, running, weight lifting**

Favorite Book? **Oh, The places you'll go**

Favorite Movie? **300**

Do you collect anything? **Racing medals**

On the weekend, you will most likely be found... **Honey do lists around the house**

Word that best describes you. **Kind**

What is the most adventurous thing you've ever done? **Hiked for 10 days in New Mexico, no power, no toilets, just me and nature.**

What was your last vacation? **Denver, CO**

The last time you laughed out loud. **Pretty much everyday**



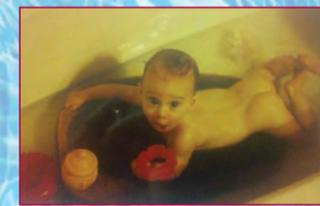
If you could have a super-power what would it be? **Whatever super power Spiderman has.**

What is your favorite quote? **The journey of a thousand miles begins with a single step**

What are you most proud of? **Being an Eagle Scout**

Something most people don't know about you. **I was the starting center for the L.A. Lakers in the 80's.**

Favorite thing about Summer: **Sitting at the pool.**



## Find the ROSS Ladybug

Can you find the ROSS Ladybug? It is hiding here somewhere in The Source. Email your answer to [info@rossorg.com](mailto:info@rossorg.com) with subject line "ROSS Newsletter Contest" and you will be eligible to win a special prize (over 50\$ value).





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## Create Fashionable, Fresh, Cutting-edge Formulas



Surfactants, Emulsifiers,  
 Polymers, Emollients & UV filters



Natural Butters, Oils, Exfoliators,  
 Bio-Actives



100% Natural Surfactants



Natural Active Ingredients



B&T Olive Oil based ingredients,  
 BioChemica Butters & Oils &  
 Photostabilizers



High Quality Active Ingredients



Natural Emulsifier and  
 Delivery Systems



Silicone & Silane Specialties



Sarcosinate Surfactants for  
 Enhanced Performance



GEM® Technology



Benzoyl Peroxide, Salicylic  
 Acid & Specialties



NATURE EXPANDED  
 Active Plant Cells



Bio-Active oils, Extracts, Butters,  
 Scrubs & Actives from the Amazon



Active Ingredients &  
 Innovative Esters



Global Preservative Blends &  
 Alternative Preservatives



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