

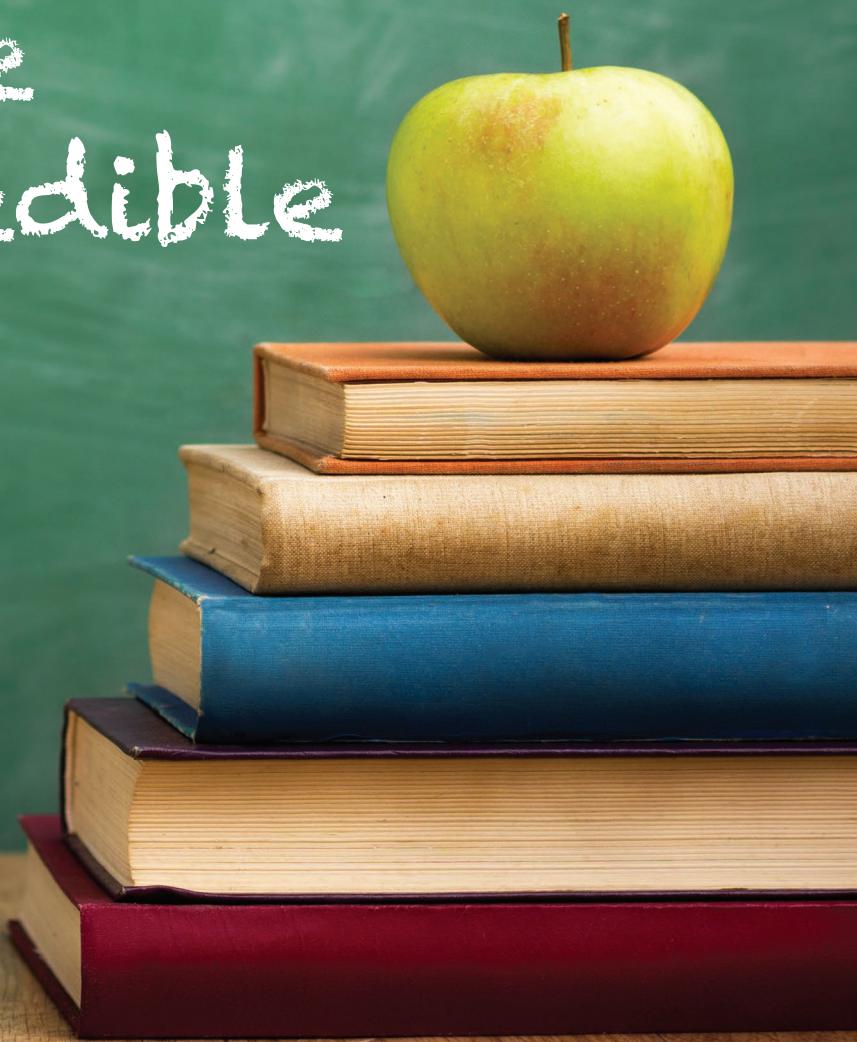
Summer 2015

# R Source

*A Ross Organic Specialty Sales, Inc. Publication*

To be inspired  
is great,

to inspire  
is incredible



## Kids Science Day 2015

On April 23rd, we had one of the most memorable days at Ross Organic when we hosted 20 children at a "Take Your Kids to Work Day" event. On this special day, children learned what it is like to work at Ross Organic - in the warehouse, customer service, IT, the laboratory, our sample department, etc. The kids went on a guided tour through the various departments and ended with a one-of-a-kind opportunity to become little chemists. With their miniature lab coats on, safety goggles securely in place and hair pulled back, the kids made their own personalized shampoo and bodywash formulations. The entire company came together to ensure the day was extra special for our little ones. If bright eyes and smiles are the measure of success, then we're absolutely sure it was a smashing one! Check out the full Photo Gallery on our website or [scan the QR Code >>](#)



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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.



**Use our Tool to Calculate Cost Contribution**



## Top 10 Reasons to Love Olivem™ VS Feel

- 1 Olive-lipid derived O/W co-emulsifier
- 2 Excellent skin compatibility (Biomimetic- liquid crystal formation)
- 3 Powerful co-emulsifier that is capable of producing liquid crystals
- 4 Significantly contributes to viscosity and thickening the oil phase
- 5 Excellent sensorial skin feel
- 6 Eliminates the soapiness effect caused by certain emulsifiers, high oil phase or butters
- 7 Light, fast absorbing and luxurious skin feel
- 8 Immediate and long term hydration
- 9 Delivery system for water soluble actives.
- 10 Skin soothing and luminosity

If you are interested in Olivem™ VS Feel (INCI: Cetearyl Alcohol, Cetyl Palmitate, Sorbitan Palmitate, Sorbitan Oleate) please contact sales@rossorg.com for further information and/or samples.

## Fashionable, Fresh, New Ingredients



Beracare BBA™ - 100% Natural skin care active that improves skin elasticity and tone.



Chione™ Celestial Gold - Mica with a pure white gold shade and a shimmering glow and shine.

Dermawhite® WF - Active that targets melanin synthesis an effect three times higher than that of kojic acid, a commonly used and well-known active ingredient on the topical skin brightening market. What is more, In vivo Dermawhite WF helps lighten the complexion after two weeks of use.

Collrepair® DG - Revolutionary new active that is able to reverse the consequences of glycation.

Reflecks™ MultiDimensions - a new line of color travel pigments that give cosmetics a vibrancy by changing color with the movement of the wearer.

- Reflecks™ MultiDimensions Glistening Gold G280D
- Reflecks™ MultiDimensions Swirling Sweetberry G490D
- Reflecks™ MultiDimensions Twisted Terracotta G390D



HydraSourcing [AM+PS] - Innovative plant active comprised of a Mexican poppy cell with polysaccharides inside to provide short and long term hydration effect. Complies with ECOCERT and COSMOS standards.

Healthy Shine Lilac - Lilac active plant cells for healthy hair. Clinical data on the hair and in vitro test results on hair bulb and scalp. Complies with ECOCERT and COSMOS standards.



euxyl® K 903 - A new liquid cosmetic preservative based on Benzyl Alcohol, Benzoic Acid, Dehydroacetic Acid, and Tocopherol. It can be used on leave-on and rinse-off products. euxyl® K 903 is particularly effective in nonionic systems and has a broad, balanced spectrum of effect against bacteria, yeasts and mold fungi.

Your Ross Technical Sales Representative would also be happy to answer any questions you may have.  
Get in touch. PH: (562) 236-5700



# FORMULATIONS

## Moisture Boosting Cleansing Water by Ross Organic

Formulation #RO-005-9-A

Clean, Moisturize, and Soothe the skin all at once! Perlastan L-30, Bioteric 50 SB, and Plantacare 810 UP give the clear water-like appearance & gentle cleansing properties to your formula. AMC Advance Moisture Complex, with Dermatein HyA 1% Solution, boosts the skin's moisture while the aloe vera whole plant cells & oat beta glucan provides calming properties. No fragrance is needed as Sensiva PA 20, a multifunctioning preservative, imparts a rosy odor to the product.

Phase	Trade Name	INCI Name	Supplier	%
A	Deionized Water	Water	-	QS
	Sensiva PA 20	Phenethyl Alcohol, Ethylhexylglycerin	Schulke	1.00
	Natrlquest E 30	Trisodium Ethylenediamine Disuccinate	Innospec	0.60
	Citric Acid (50% w/w)	Citric Acid, Water	-	0.15
	Cibafast H Liquid	Sodium Benzotriazolyl Butylphenol Sulfonate, Buteth-3 Tributyl Citrate	BASF	0.05
	Glycerin	Glycerin	-	1.50
	Zemea	Propanediol	Du Pont Tate & Lyle	4.00
	Perlastan L-30	Sodium Lauroyl Sarcosinate	Schill + Seilacher	1.00
	Bioteric 50 SB	Cocamidopropyl Hydroxysultaine	BioOrganic Concepts	1.00
	Plantacare 810 UP	Caprylyl/Capryl Glucoside	BASF	1.00
	Dermatein HyA 1% Solution	Sodium Hyaluronate, Water	BioOrganic Concepts	1.00
	Purify Aloe Vera S-Gly	Aloe Barbadensis Leaf Cell Extract	Naolys	1.00
	CP Oat Beta Glucan Liquid	Avena Sativa (Oat) Bran Extract, Water, Sodium Benzoate, Potassium Sorbate	Ceapro	1.00
	AMC Advanced Moisture Complex NP	Glycerin, Water, Sodium PCA, Urea, Trehalose, Hexylene Glycol, Polyquaternium-51, Triacetin, Caprylyl Glycol, Sodium Hyaluronate	BASF	1.00
	Citric Acid (50% w/w)	Citric Acid, Water	-	QS
Total				100.00

### Procedure:

Add in order. QS the pH to 5.3-5.7

### Specifications:

pH=5.3 @ 24.5 C°, appearance = colorless clear liquid, odor = characteristic

## Remarkably Substantive: Floratech K 20 Jojoba

Does your next product launch require moisturizing and hydration claims? Are you looking for a material that will have high substantivity even after rinsing in water? Floraesters K-20 W may be the product for you. This remarkably substantive emollient has become a favorite in many formulation laboratories around the world.



The Floraesters K20 W not only enhances skin hydration, it acts as a fragrance fixative and can be ideal for water resistant claims. Floraesters K-20 W is soluble in alcohol making it the perfect choice for skin toners and astringents, perfume sprays and after-shaves. Clinical tests show that Floraesters K-20W Jojoba used in makeup or lotion significantly improves skin hydration for at least 8 hours after application. It's also found a home in wet wipes, where consumers tend to prefer a smooth, softer feel post-application.

And that is just the beginning folks! Please contact your ROSS Technical Sales Rep for further information or sales@rossorg.com

## EMPLOYEE SPOTLIGHT

### Jesse Kreider - VP Sales & Strategy

Where were you born? Near Amish Country, Lebanon, PA



What was your favorite subject in grade school? Math, all day

As a child, what did you want to be when you grew up? It alternated between a starting pitcher for the NY Mets, a dentist, and a gym teacher

Favorite Hobbies? College Football, Golf, Backpacking, '80's and '90's movies.

Favorite Book? Cat's Cradle - Kurt Vonnegut or Into Thin Air - Jon Krakauer

Favorite Movie? Very difficult to narrow down, but I think I'm gonna go with Fight Club

Do you collect anything? Memories... and ticket stubs to aid the memory.

On the weekend, you will most likely be found... Out at a great dinner, on a hike, on the golf course, or watching a movie

Word that best describes you. Correct...



What is the most adventurous thing you've ever done? I'm gonna change the question. If adventurous means slightly dangerous, but rewarding, I'm going with heading to Haiti to help after the 2010 earthquake. If it means, surreal, I'm going to say an all-night masquerade party at the Palace of Versailles.

What was your last vacation? A whirlwind couple of days in Europe - Hiking the Black Forest, Wine Tasting the Rhone Valley and Some Golf on the Irish Coast.

The last time you laughed out loud. Unfortunately, I don't know, so I might have to go home and watch Wedding Crashers so I know...

If you could have a super-power what would it be? Already have one - Parallel Parking

What is your favorite quote? Do not go where the path may lead, go instead where there is no path and leave a trail. - Ralph Waldo Emerson

What are you most proud of? Oh boy, cheesy part of the show, some blend of my Brother, or my family or that I'm a three-time best man at weddings (and that's without any repeats)...

Something most people don't know about you. I was born on a farm, well, actually, I was born in a hospital, but I grew up on a farm

Favorite thing about Summer - The smell and feel on the farm after a summer thunderstorm



### World Games 2015

The Special Olympics world games kicks off at the end of the month and it will be the biggest sporting even to hit Los Angeles since the '84 Olympics! Ross Organic is supporting a very special athlete - **Brendan O'Connell** (Ireland, Open Water Swimming). Please let us know if you can join us as we support Brendan **July 26th in Alamitos Beach, Long Beach.**



### 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).





Ross Organic

9770 Bell Ranch Drive  
Santa Fe Springs, California  
90670

## Create Fashionable, Fresh, Cutting-edge Formulas



Surfactants, Emulsifiers,  
Polymers, Emollients, Actives,  
Effect Pigments & UV filters



Natural Butters, Oils, Exfoliators,  
Bio-Actives



100% Natural Surfactants



Natural Active Ingredients



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



Botanically-derived 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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PH: 562.236.5700 • [www.rossorg.com](http://www.rossorg.com)