

Ross Organic
Joins Azelis Americas

Introducing
Capsol™

Hallstar
Acquires Oléos

Sulfate-Free
Facial Scrub

Winter 2017

R the Source

A Ross Organic Specialty Sales, Inc. Publication

30 Years
of teamwork



30 Years of Ross Organic

This year we celebrate an important milestone in our company's history - our 30th year in business. At the same time, it's my 20th year working for the company. I vividly remember my first weeks working for Ross Organic, peeling and sticking 10th anniversary emblems on the back of our monthly mailers. It's hard to believe twenty years have now gone by, let alone thirty!

The old adage "Time flies when you are having fun" could not hold more truth in our case. Ross Organic was born out of Bill Ross' passion and love for a phenomenal industry and its innovative ingredients. The joy and satisfaction Bill derived from the business was what continually fueled his desire to build and eventually recruit his two daughters into the company. His vision and commitment got us through those first ten years and so, sticking those anniversary emblems on letters, while a simple task, was representative of something far more meaningful. I was proud to do it.

If it wasn't for the trust and loyalty that our customers have gifted us over these years, we would not be where we are today. The gratitude we feel is immeasurable, and through our communication and service, I hope that this is sincerely felt. The same is true for our supplier partners because without the continual stream of new products and the strength and support of the people backing those products, there is no Ross Organic. There is also no Ross Organic if there aren't 31 team members giving their time and effort to this business day in and day out. Over the years, we've become a great team, and more importantly, a great family.

Speaking of family, there is no one I could imagine running this business with other than my sister Erin Coulter, who has taught me the value of a true partnership. We are lucky that such a close friendship blossomed over the years working together.

Sometimes in life (and work) what happens is more incredible than what could have been imagined. Joining Azelis this month is certainly representative of that sentiment. We couldn't think of a better way to be celebrating this milestone year than with our new expanded family, Azelis Americas. We are looking forward to what promises to be a terrific year!



President



ROSS ORGANIC

30th Anniversary

ESTABLISHED
= 1987 =

Ross Organic Joins Azelis Americas

On January 16th Ross Organic became part of Azelis Americas, the leading specialty chemical distributor in North America, and worldwide. Our business operations will not change, and we will continue to operate as Ross Organic. Azelis Americas has a track record of acquiring "best in class" regional distribution businesses and maintaining branded operations, meaning that Ross Organic will remain operationally and commercially unchanged. Stephanie Ross Leshney will continue to lead the team, and there will be no disruption in services to our customers or principals.



Follow us on your favorite social media

You can find us on Twitter: [@rossorganic](#), Facebook: [facebook/rossorganic](#) & LinkedIn: [company/ross-organic-specialty-sales-inc.](#) and Instagram: [@rossorganic](#) for all the latest news.



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Happy New Year

Indeed, this is already a Happy New Year! As Stephanie mentioned, we couldn't be any more pleased with our newfound relationship with Azelis Americas. The last thirty years have been filled with so many wonderful moments and memories. It's hard to describe the pride I feel for my daughters, and the entire team at Ross Organic.

Joining Azelis Americas ensures Ross Organic will continue to be the western region leader as we head into 2017 and beyond. As I think about the future of Ross Organic, I am reminded of our motto "doing the right things". There is no doubt- this acquisition is absolutely the right thing for our family, employees, customers and suppliers. Your continued trust, support, loyalty means everything to me and the entire group. Thank you and Happy New Year!

Bill

Hallstar Acquires Oléos

Hallstar has acquired bioactive ingredient supplier Oléos. Located in Montpellier, France, Oléos's proprietary oleo eco-extraction technology produces 100 percent natural, sustainable and clinically proven bioactive compounds for cosmetic applications including anti-aging qualities, dark spot diminishment and skin whitening.

"Oléos's unique capabilities and technology will enhance Hallstar's technology platform with patented, clinically proven natural active ingredients for beauty and personal care," said John Paro, chairman, president and CEO of Hallstar. "As we grow our global footprint, the south of France puts us at the heart of cosmetic innovation. Further, with Oléos, we add a strong team and culture that fits the Hallstar brand."

"We look forward to meeting the Oléos team and learning about the new products" said Stephanie Leshney, President and CEO Ross Organic. As soon as the products are fully commercialized in the US, which is expected to be in the next month, we will roll them out to our customer base. Please let us know if you would be interested in being one of the first to learn more about the Oléos products, info@rossorg.com.

HALLSTAR 

Florotech's Tiffany Oliphant Presents at SCC

Florotech's Tiffany Oliphant, head of clinical services, was the dinner speaker at the most recent SCC chapter meeting held in Woodland Hills, CA. After presenting, she was given a speaker award by Chapter Chair and colleague, Stephanie Leshney.



Introducing Capsol™

Breakthrough Technology for Sun Care Products


BOTANECO

Botaneco has introduced a new technology for the sun care market that is based on the power of oleosomes. Capsol works by optimizing the delivery of UV filters, forming a protective film on the surface of the skin. Capsol can be used in sun care formulas to achieve higher SPF claims with a lower use level of UV filters, thereby improving formulation aesthetics. Clinical studies show that formulations containing Capsol provide statistically significant hydration benefits over a 12 hour period.

INCI Name: Carthamus tinctorius (safflower) oleosomes (and) carthamus tinctorius (safflower) seedcake extract

For information and samples please contact your technical sales representative or salessupport@rossorg.com.



FORMULATIONS

Sulfate-Free Facial Scrub

Formulation #RO-015-19-A

	Trade Name	INCI Name	%	Supplier
A	Water	water	QS	-
	Euxyl K 900	benzyl alcohol, ethylhexylglycerin, tocopherol	1.00	SCHÜLKE
	Edeta BD	EDTA	0.10	BASF
	Tinocare GL	sclerotium gum, phenoxyethanol	2.00	BASF
	Lamesoft PO 65	coco-glucoside, glyceryl oleate	5.00	BASF
	Glycerin	glycerin	1.00	-
	Cosphaderm Propanediol natural	propanediol	2.00	COSPHATEC
B	BioBlend AS	water, sodium c14-16 olefin sulfonate, sodium cocoamphoacetate, cocamidopropyl hydroxysultaine, propanediol, phenoxyethanol, ethylhexylglycerin, sodium chloride	30.00	BIOORGANIC CONCEPTS
C	Plantaren 810 UP	caprylyl/capryl glucoside	3.00	BASF
	Floraesters K-20W Jojoba	hydrolyzed jojoba esters, water	0.50	FLORATECH
D	Rheocare TTA	acrylates copolymer	6.00	BASF
	NaOH 40% w/w	water, sodium hydroxide	QS	-
E	LesSonia Celluloscrub 300	cellulose acetate	2.00	BIOORGANIC CONCEPTS
	Purify Aloe Vera (S-Gly)	glycerin, aloe barbadensis leaf cell extract	1.00	NAOLYS
F	Plantaren 810 UP	caprylyl/capryl glucoside	1.00	BASF
	Pura Vida Fragrance (F-172840)	fragrance	0.20	INTAROME

SPECIFICATIONS

pH: 6.0-7.0
 viscosity: 16,650-22,000 cP
 (Brookfield LVT, spindle 4, 3rpm)
 appearance: translucent,
 semi-viscous liquid
 color: yellow with white specks
 odor: characteristic/fragrance

PROCEDURE

- 1) Add A. Heat to 50C to help disperse Lamesoft PO 65 faster. Cool.
- 2) Add B.
- 3) Premix C & add.
- 4) Add D. Neutralize until clear.
- 5) Add E.
- 6) Premix F and add

FEATURES AND BENEFITS

Polish your skin with this eco-friendly facial scrub. LesSonia Celluloscrub 300 is a 100% renewable, biodegradable exfoliating beads that are a perfect polyethylene beads replacement in all aspects, such as color, abrasiveness, suspension capacity, & skin tolerance. BioBlend AS provides mild cleansing with good foam to wash the dirt and dead skin cells away. Amidst the buffing activity, Lamesoft PO 65, a naturally derived lipid layer enhancer for surfactant based products, improves mildness to the formula by softening and moisturizing the skin. Tinocare GL also helps to retain skin moisture as it is a scleroglucan polysaccharide, a member of the beta-glucan family. Purify Aloe Vera whole plant cells help to soothe the skin while Floraesters K-20W Jojoba, a jojoba-derived emollient, enhances skin hydration even after rinsing in water. It is solubilized in Plantaren 810 UP, a natural solubilizer from BASF.

FEATURES AT A GLANCE

- #Sulfate-Free
- #PolyethyleneBeadFree
- #GentleExfoliation
- #MoisturizingCleanser
- #CostEffective

RELATED FORMULATIONS

BASF – Fruity Fresh Jam Scrub
 BASF – Daily Facial Cleansing Scrub

Floratech – Ecobeads Bodywash
 Floratech – Gentle Face Scrub with Biodegradable Ecobeads

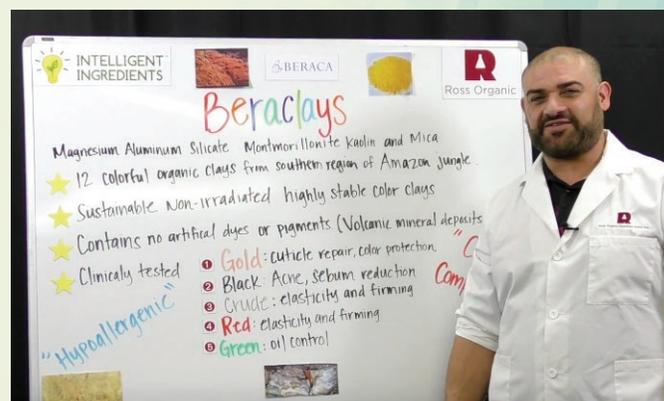
View more Formulations on our website

rossorg.com/formulas

Watch the Latest in our Intelligent Ingredients™ Video Series

This month, we highlighted Beraca's functional clay series, Beraclays. In two minutes, learn everything you need to know about these great products. And don't forget to stick around for the outtakes at the very end - we guarantee our star, Ali Witwit, will have you laughing!

Visit the Intelligent Ingredients section of our website or YouTube channel at: [youtube.com/user/rossorganic](https://www.youtube.com/user/rossorganic)



Ryan Taylor – Technical Sales Representative, UT/ID/AZ/CO

Where were you born? **Salt Lake City**

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

As a child, what did you want to be when you grew up? **NBA basketball player**

Favorite Hobbies? **Basketball, Boating, Water Skiing**

Favorite Book? **Winning by Jack Welch**

Favorite Movies? **Anchorman**

On the weekend, you will most likely be found...
Watching my kids sporting events

What was your last vacation? **Hawaii**

The last time you laughed out loud. **Every Day!**

If you could have a super-power what would it be? **Flight**

What are you most proud of? **My family**

Something most people don't know about you. **I speak Portuguese**

Favorite thing about Winter? **When it's over**



Supporting the SCC

Since inception, we've been active members of the Society of Cosmetic Chemists and we are proud that several team members serve at the board level. This year, Stephanie Ross Leshney is the California Chapter Chair, Heidi Elrahib is serving as Treasurer, Jennifer Hurtikant is on the Suppliers Day committee, and Darrell Zehner is in charge of Hospitality.



The 2017 CA SCC Board Induction

This year, the SCC will hold its Suppliers' Day Exhibition on October 25th and 26th at the Long Beach Convention Center. We expect our supplier partners will all exhibit alongside Ross Organic and we'll look forward to seeing our customers there.

Meet Marilyn Villanueva

Marilyn has joined the team as a Junior Chemist and will work on innovation projects in our R&D lab.



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 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



We create chemistry

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



Natural Active Ingredients



Botanically-derived Ingredients



Sarcosinate Surfactants for
 Enhanced Performance



Global Preservative Blends &
 Alternative Preservatives



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



Active Ingredients &
 Innovative Esters



Silicone & Silane Specialties



Natural Butters, Oils, Exfoliators,
 Bio-Actives



Alternative Preservation
 and Multi-functionals



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



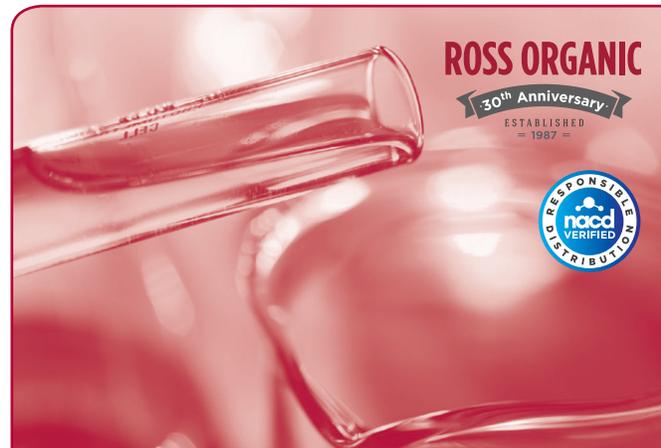
Natural Emulsifier and
 Delivery Systems



100% Natural Surfactants



Active Plant Cells



Ross Organic

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