

100% Natural
Surfactant

Silky Oil Mist
Formula Highlight

Breast Cancer
Awareness Month

New Product Guide &
Formulation Kits

Fall 2016

R the Source

A Ross Organic Specialty Sales, Inc. Publication



Inspired
by the Sea

Introducing Fucoreverse™

At In-Cosmetic Paris 2016 Lessonia launched a new active ingredient based on marine glycobiology - Fucoreverse™ which has been clinically proven to significantly reduce the depth of wrinkles.

It all begins with algae from the French Iroise Sea - truly unique molecules in a unique habitat. Algae living in the Iroise Sea have developed a defense system enabling it to resist the extreme conditions such as storms, ocean currents and very high tides. The fucoidan structure in the cell walls of the laminaria plays a protective and restorative role in rebuilding the tissues after a storm. The capacity of these molecules to protect and repair cells was the source of inspiration for Lessonia.

In-Vitro testing demonstrated that Fucoreverse stimulates Type 1 collagen synthesis and fibroblast proliferation. The fucoidans blocking the enzymes responsible for the deterioration of the extracellular matrix as well as the pro-inflammatory cytokines which damage the collagen.

Panel testing demonstrated a reduction in the appearance of crow's feet wrinkles. After 28 days of a twice daily treatment of a cream using 1.5% of Fucoreverse, 70% of volunteers observed a very significant reduction in the main wrinkles compared with placebo.

Fucoreverse is a water soluble active that is preserved with benzyl alcohol and dehydroacetic acid. It is china compliant.

If you would like more information or a sample of Fucoreverse, please contact info@rossorg.com.



New Product Guide

We're pleased to announce we've updated our Product Highlights Guide with the newest and best products from our Supplier partners. The new guide has tabs to make navigation easier and we provide more information about our company and unique mission in the cosmetic industry.

To receive a copy, please email info@rossorg.com.



We are now on Instagram!!!

We invite you to follow along as we post photos from Ross Headquarters and on the road by the Ross Sales team.

You can also find us on **Twitter: @rossorganic**, **Facebook: facebook/rossorganic** & **Linkedin: company/ross-organic-specialty-sales-inc.** for all the latest news.



@rossorganic



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Use our Tool to Calculate Cost Contribution



October is Breast Awareness Month

October is Breast Cancer Awareness Month and it holds special meaning this year. Our friend and colleague at BASF, Elvio Piccolino, lost his wife, Ruth Nicolas, to this horrible disease last year. We will be sending 1,000 seed packets to our associates in an effort to raise awareness and in support of Breast Cancer month. For the cost of every seed packet sent, we are making an equal donation to Ruth's favorite charity.



-  About 1 in 8 U.S. women (about 12%) will develop invasive breast cancer over the course of her lifetime.
-  In 2016, an estimated 246,660 new cases of invasive breast cancer are expected to be diagnosed in women in the U.S., along with 61,000 new cases of non-invasive (in situ) breast cancer.
-  Men also get breast cancer, but it is not very common. Less than 1% of breast cancers occur in men. A man's lifetime risk of breast cancer is about 1 in 1,000.
-  For women in the U.S., breast cancer death rates are higher than those for any other cancer, besides lung cancer.
-  About 85% of breast cancers occur in women who have no family history of breast cancer. These occur due to genetic mutations that happen as a result of the aging process and life in general, rather than inherited mutations.
-  On average, every 2 minutes a woman is diagnosed with breast cancer and 1 woman will die of breast cancer every 13 minutes.
-  Over 2.8 million breast cancer survivors are alive in the United States today.

1 IN 8 WOMEN



WHAT YOU CAN DO

- Wear Pink
- Plant your Seed Packet or give to a friend!
- Participate in a fundraising walk or run.
- Share information on social media.
- Create your own fundraiser.



Sources: Breastcancer.org, cdc.gov and National Breast Cancer Foundation, inc.

100% Natural Surfactant

We are constantly asked if we have any 100% natural surfactants. The answer is easy - YES WE DO! We've been selling Desert King's 100% natural Quillaja extract for years now. Due to its excellent detergent properties, for centuries the native people of Chile have used aqueous solutions of Quillaja extract to wash their hair and clothes.

Our technical team can show you how to combine Quillaja with glucoside surfactants to achieve a thicker surfactant system. It is clear consumers are demanding more natural systems - let us help you develop a great product.

For further information please contact info@rossorg.com.



FORMULATIONS

Silky Oil Mist

Formulation #RO-015-19-A

	Trade Name	INCI Name	%	Supplier
A	Cetiol OE	dicaprylyl ether	QS	BASF
	Sensolene	ethylhexyl olivate	1.00	HALLSTAR
	Campo South Pacific True Monoi Oil	plumeria acutifolia flower extract	5.00	BIOORGANIC CONCEPTS
	Cetiol RLF	caprylyl-caprylate/caprates	10.00	BASF
	Floralipids Moringa Oil	moringa oleifera seed oil	1.00	FLORATECH
	Cetiol Ultimate	undecane, tridecane	10.00	BASF
	Floramac 10	ethyl macadamiate	10.00	FLORATECH
	LesSonia Lycomega	solanum lycopersicum seed oil, caprylic/capric triglyceride, vaccinium macrocarpon seed oil, helianthus annuus seed oil, tocopherol	1.00	BIOORGANIC CONCEPTS
	Rainforest Babaçu Oil - Refined	orbignya oleifera seed oil, tocopherol	3.00	BERACA
	Unwind Sacred Lotus (S-CCT)	capric/caprylic triglyceride, nelumbo nucifera leaf cell extract	0.40	NAOLYS
	BioScent Lavender Oil 40/42	lavandula angustifolia (lavender) oil	0.40	BIOORGANIC CONCEPTS
	BioScent Chamomile Roman Oil	chamomile oil	0.20	BIOORGANIC CONCEPTS

PROCEDURE 1) Add in order and mix.

SPECIFICATIONS

pH:	n/a
viscosity:	water-thin
appearance:	transparent, non-viscous liquid
color:	straw to dark yellow
odor:	characteristic/lavendar

FEATURES AT A GLANCE

- Anti-Aging
- Silky Feel
- Anti-inflammatory
- Skin Protection
- Skin Calming

FEATURES AND BENEFITS

The Oil Mist embodies various esters and oils that envelop the skin with a dry, luxurious mist. It features many silicone-like, natural emollients, such as **Cetiol OE**, **Sensolene**, **Campo South Pacific True Monoi Oil**, **Cetiol Ultimate**, and **Floramac 10**. **Cetiol OE** is a silicone-like, fast spreading emollient with a dry, light feel, as is **Cetiol RLF**, which is perfectly suitable for sensitive skin. **Sensolene**, derived from olives, is a “dermollient” ester – highly compatible with the skin. **Campo South Pacific True Monoi Oil** is a pure undiluted CO₂ extract of the Plumeria flower blossom & helps to moisturize the skin, leaving a velvety finish. **Cetiol Ultimate** is a volatile, 100% renewable based, readily biodegradable ester that gives the skin lasting smoothness with minimal oiliness. Its skin sensory is very similar to volatile silicone as is **Floramac 10**, a Macadamia-derived, non-volatile, dry emollient. **LesSonia Lycomega** is rich in antioxidants, specifically lycopene, which is cold-process extracted from the tomato seeds. **Rainforest Babaçu Oil** contains lauric acid & can be substituted for coconut oil as it has similar properties. **Unwind Sacred Lotus S-CCT** (sonicated in caprylic/capric triglyceride) are plant active cells of the Lotus that provide a relaxing effect to the stressed skin.

RELATED FORMULATIONS

BASF – Moringa Oil Hair & Body Mist
BASF – Hydrating Total Body Mist

Floratech – Luxurious Spray-On Lotion
Essential Ingredients – Meristant Hair Gloss Spray

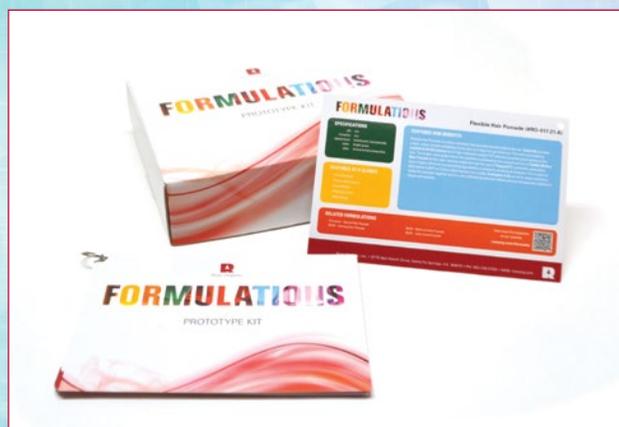
View more Formulations
on our website

rossorg.com/formulas

Formulation Kits

The Ross Organic laboratory recently launched a creative and cool prototype kit that represents many of the hottest trends in the industry. From our Moisture Boosting Cleansing Water to our soothing and conditioning Polished Beard Formula, the concepts are sure to get new ideas flowing.

If you are interested in receiving a kit, please contact info@rossorg.com.



Darrel Zehner – Director of Sales

Where were you born? Oak Lawn, Illinois, right outside Chicago

What was your favorite subject in grade school? Science! I just loved the hands-on experiments and working in small groups of friends.

As a child, what did you want to be when you grew up? I remember entering a school coloring contest in 4th grade and the theme was public service. My drawing was of firemen rescuing people from a burning building. I won the contest for our grade and had the opportunity to visit with the mayor, police and fire departments. They picked us up from school in a patrol car. Just such a great memory.

Favorite Hobbies? In the old days, my passion was Scuba Diving. The last several years, our kids have been the main hobby. Funny how that happens.

Favorite Book? Fifty Shades of....wait a sec, I mean The Holy Bible.

Favorite Movies? I have hundreds of favorites; The Blues Brothers, Star Wars, The Hunger Games, Remember the Titans, John Q. The list goes on and on.

Do you collect anything? We've been great at collecting debt recently. We just settled in Yorba Linda and have nicknamed the place, "The Money Pit."

On the weekend, you will most likely be found... Working on the Money Pit!

Word that best describes you. Easygoing

What is the most adventurous thing you've ever done? Shark diving in The Bahamas. It sounds scary, but the whole experience was actually very calm. The sharks were like a bunch of puppy dogs.

What was your last vacation? Spring Break in Phoenix and Palm Springs.

The last time you laughed out loud. When I saw Central Intelligence with my wife and kids. The whole theater was laughing too.

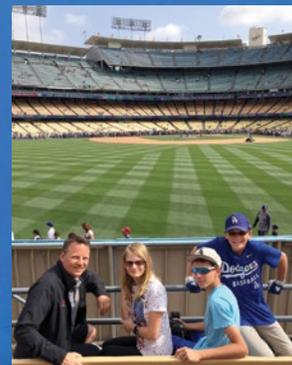
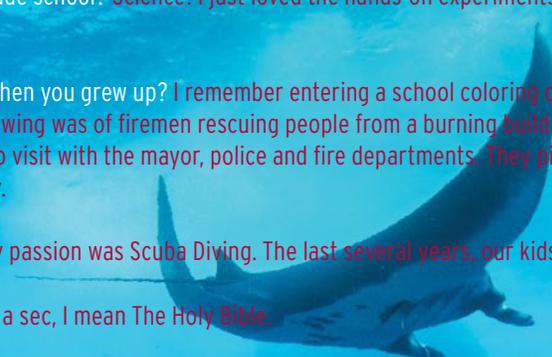
If you could have a super-power what would it be? Flying. Often have strange dreams about flying around in the sky like an eagle..

What is your favorite quote? "Hello, my name is Inigo Montoya. You killed my father. Prepare to Die." No seriously, "Think Globally, Act Locally." Don't know who to credit for this one, I like it because it's tough to change the world by yourself. But there's plenty you can do in your own sphere of influence.

What are you most proud of? My kids of course. But also very proud of the great team here at Ross.

Something most people don't know about you. I'm sworn to secrecy.

What are you going to be for Halloween this year? A zombie



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
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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



Active Ingredients &
 Innovative Esters



Active Plant Cells



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



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