

R the Source

Winter 2015

A Ross Organic Specialty Sales, Inc. Publication

“Without
continual growth
and **progress**,
such words as
improvement,
achievement, and
success have no
meaning.”

-Benjamin Franklin



Last year will definitely be remembered as a company-changing year and one where we grew and progressed dramatically as a business, but also importantly as a team. 2014 was a year of change - from our suppliers to the core systems that we operate. And it was a year of growth, *tremendous growth*, on so many levels.

The last twelve months marked our first full year of our new distribution relationship with BASF, the largest chemical company in the world. It has been such a pleasure getting to know the team and learning the complete product portfolio—a truly incredible product line!

This past year we also moved our finance department down from the Bay Area and simultaneously moved to one ERP. The move has been exceptionally positive and has us operating more effectively than ever. We also saw the return of a fully operational in house laboratory as well as an expansion in our sales and customer service teams.

It is an exciting time here at Ross Organic. There's vitality in the air and we're buzzing with enthusiasm. None of this would be possible without the loyalty and support of our customers and suppliers. We thank you all for your continued partnership and wish you all the very best for 2015!



The ROSS team celebrates at the 2014 Holiday Party

Florotech Representation

We are pleased to announce that as of February 1st, we will represent Florotech and their line of botanically based ingredients and particles in the western US - specifically, CA, OR and WA.

"We couldn't be more excited to announce this new partnership with Florotech," remarked Stephanie Leshney, President CEO. "Our two companies complement one another perfectly. I have no doubt our companies will both experience steady, long term growth as a result of this partnership."

Florotech has been a supplier of natural ingredients for nearly 40 years. The ingredient line is comprised of natural and oil-free emollients, specialty particles, water-dispersible emollients, and innovative jojoba esters. Formulators use these to create superior products in categories which include: skin care, lip care, nail care, and hair care, in addition to color cosmetics, fragrance, and body wash products.



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.



Use our Tool to Calculate Cost Contribution



New Year, New Actives!

Epigenist™, The Epidermal Rejuvenator

Extracted from the African Bambara pea (*voandzeia subterranean*), Epigenist is able to rejuvenate the aged skin and makes it visibly appear younger: Longevity of cells is improved, the epidermis is thicker and better organized and the proliferation of cells is increased. After eight weeks of treatment with Epigenist, the skin complexion is enhanced, the skin surface is smoothed and the wrinkles are reduced comparatively to placebo treatment.

LOX-AGE™, The Skin Relief Perfector

LOX (lysyl oxidase) is a key protein that is indispensable to the differentiation of keratinocytes. With age, the protein decreases. LOX-AGE™ is capable of restoring the expression of LOX to a similar level as in young skin. The extract of chicory (*cichorium intybus*) leaves, which stimulate LOX, promotes improvement of the layers of the epidermis and its integrity. With clinical efficacy similar to Retinol, LOX-AGE contributes to the restoration of youthful skin appearance.

To get samples or summaries of clinical studies on either of these ingredients, please contact your ROSS Technical Sales Representative or info@rossorg.com.



Natural Facial Cleansing Balm

FORMULATIONS

Cleanse and protect the skin with this natural facial cleansing balm that is enriched with the mélange of Cegesoft PFO, Beracare ARS Body, and LesSonia Lycomega. This blend is rich in omega-6 from *Passiflora incarnata* Seed Oil and *Passiflora edulis* Seed Oil, maintaining the skin barrier as well as reducing transepidermal water loss. Beracare ARS Body's *Oryza sativa* (Rice) Bran Oil and *Euterpe oleracea* Fruit Oil - both natural antioxidants - and LesSonia Lycomega's high levels of tocopherol and tocotrienols promote protection against free radicals, reducing dryness in the skin. Have a go at this formula with the universally applicable nonionic emulsifier, Eumulgin VL 75, which is easy to handle.

Formulation #R0=001-4-D

Phase	Trade Name	INCI	%	Suppliers
A	Eumulgin VL 75	Lauryl Glucoside & Polyglyceryl-2 Dipolyhydroxystearate & Glycerol	6.00	BASF
	Glycerin	Glycerin	15.00	-
B	Myritol 312	Caprylic/Capric Triglyceride	33.00	BASF
	Cegesoft PFO	<i>Passiflora incarnata</i> Seed Oil	33.00	BASF
	Beracare ARS Body	<i>Passiflora incarnata</i> Seed Oil	5.00	Beraca
	LesSonia Lycomega	<i>Solanum lycopersicum</i> Seed Oil & Caprylic/Capric Triglyceride & <i>Vaccinium macrocarpon</i> Seed Oil & <i>Helianthus an-nuus</i> Seed Oil & Tocopherol	2.00	BioOrganic Concepts
C	Vitamin E Acetate Care	Tocopherol Acetate	0.50	BASF
	Euxyl PE 9010	Phenoxyethanol & Ethylhexylglycerin	0.50	Schülke & Mayr
	DI Water	Water	1.85	
	The Body Shop White Musk Type Fragrance (165496)	Fragrance	0.20	Intarome
Total			100.00	

Procedure:

1. Mix Phase A ingredients under stirring and light heating (~40C) until a homogenous gel results.
2. Add Myritol 312 in small portions. At 30C, do the same for the rest of the oils in Phase B. Viscosity will increase.
3. Add tocopherol acetate and the preservative under mixing.
4. Add water, which will adjust the viscosity.
5. Add fragrance.

Stability:

- 3 cycles of Freeze-Thaw: PASS
- 50C oven for 1 week: PASS
- 40C oven: ongoing

Specifications:

- appearance: gel
- color: light orange
- viscosity:

Cleanse and protect the skin with this natural facial cleansing balm that is enriched with the mélange of Cegesoft PFO, Beracare ARS Body, and LesSonia Lycomega. This blend is rich in omega-6 from Passiflora incarnata Seed Oil and Passiflora edulis Seed Oil, maintaining the skin barrier as well as reducing transepidermal water loss. Beracare ARS Body's Oryza sativa (Rice) Bran Oil and Euterpe oleracea Fruit Oil - both natural antioxidants - and LesSonia Lycomega's high levels of tocopherol and tocotrienols promote protection against free radicals, reducing dryness in the skin. Have a go at this formula with the universally applicable nonionic emulsifier, Eumulgin VL 75, which is easy to handle and Jordapon CI Prill, which will provide high foaming and mildness.

Formulation #RO-001-5-E

Phase	Trade Name	INCI	%	Suppliers
A	Eumulgin VL 75	Lauryl Glucoside & Polyglyceryl-2 Dipolyhydroxystearate & Glycerol	6.00	BASF
	Glycerin	Glycerin	15.00	-
	Jordapon CI Prill	Sodium Cocoyl Isethionate	5.00	BASF
B	Myritol 312	Caprylic/Capric Triglyceride	33.00	BASF
	Cegesoft PFO	Passiflora incarnata Seed Oil	28.00	BASF
	Beracare ARS Body	Passiflora Edulis Seed Oil & Oryza sativa (Rice) Bran Oil & Euterpe oleracea Fruit Oil & Orbignya oleifera Seed Oil	5.00	Beraca
	LesSonia Lycomega	Solanum lycopersicum Seed Oil & Caprylic/Capric Triglyceride & Vaccinium macrocarpon Seed Oil & Helianthus annuus Seed Oil & Tocopherol	2.00	BioOrganic Concepts
C	Vitamin E Acetate Care	Tocopherol Acetate	0.50	BASF
	Euxyl PE 9010	Phenoxyethanol & Ethylhexylglycerin	0.50	Schülke & Mayr
	DI Water	Water	1.85	-
	The Body Shop White Musk Type Fragrance (165496)	Fragrance	0.20	Intarome
Total			100.00	

Procedure:

1. Mix Phase A ingredients. Heat to 95C and mix until Jordapon CI Prill melts.
2. At 50C, add Myritol 312 in small portions. At 30C, do the same for the rest of the oils in Phase B. Viscosity will increase.
3. Add tocopherol acetate and the preservative under mixing.
4. Add water, which will adjust the viscosity.
5. Add fragrance.

Stability:

- 3 cycles of Freeze-Thaw: PASS
- 50C oven for 1 week: PASS
- 40C oven: ongoing

Specifications:

- appearance: gel
- color: light orange
- viscosity:

Welcome Allen Dillon



We have recently added to our technical sales team to help care for our growing customer base. Allen Dillon has joined the Ross Organic team as a Technical Account Representative

Jesse Kreider, Vice President of Sales & Strategy remarked "Allen's extensive experience and knowledge, especially within the Home Care and Institutional Cleaning sector will be a big asset to the team. As we have now entered this

marketplace with the BASF product line, Allen will be charged with servicing the new business and growing our presence in the market".

Thank You for your Support During Movember!



Thank you very much to everyone who participated in our Movember campaign! With your support, we made a \$100 donation to The Movember Foundation. Congratulations again to the winners of the contest - Chris Leiter, NuSkin, Lora Lassley, Dermalogica and the Chae Organic team (Rita Young, Jill Hake, Stella Tafoya, Gwen Conner).



Daniel Ochoa

Director of Information Technology

Where were you born? Santa Monica, CA

What was your favorite subject in grade school? Math

As a child, what did you want to be when you grew up? Police Officer

Favorite Hobbies? Playing Soccer, Hiking, Running, Boating, Working Out

Favorite Book? Wolf on Wall Street

Favorite Movie? Shawshank Redemption

Do you collect anything? Vintage computer motherboards

On the weekend, you will most likely be found... Hiking local Mountains

Word that best describes you. Trustworthy

What is the most adventurous thing you've ever done? Jumped out of an airplane

What was your last vacation? Trip to Puerto Vallarta

The last time you laughed out loud. This Morning

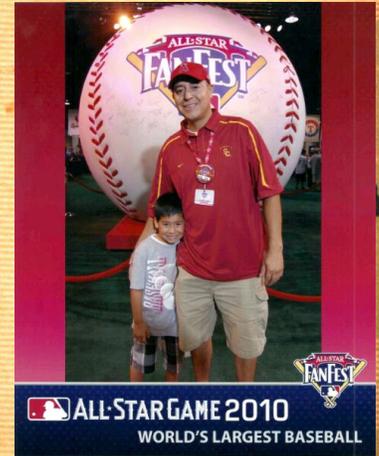
If you could have a super-power what would it be? Immortality

What is your favorite quote? If you are going to do something do it well

What are you most proud of? My Son

Something most people don't know about you. Served in the Army

What is your New Year's resolution? Travel to Europe



Now Hiring!

join our team

If you are considering a career change and/or have ever thought about what it would be like to work at Ross Organic, now is the time to find out! We have several sales and support positions open - please refer to our Careers page of our website for further details and to apply if you are interested.

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



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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