

Ross Expands
Sales Team

Preserve Beauty with
Something Beautiful

Pequil Oil for
Curly Hair

L22 Outperforms
Petrolatum

Summer 2016



Source

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Happy
Summer

Happy Summer

It's our favorite time of year! We want to wish all of our colleagues a wonderful summer - whether you are spending weekends at home with the family, vacationing or just enjoying a little more sunshine - we hope everyone enjoys the summer months.

Please note that at Ross Organic, we observe Summer Hours. From Memorial Day to Labor Day, our office closes at 1pm on Fridays. It is important to us that our team members maximize their summer weekends. Rest assured, we've made arrangements to make sure we can be available in the case of urgent matters.



The Ross Organic team at our annual offsite, June 29th 2016

EY Award Finalists

On June 21st, the Ross Organic leadership team attended the Greater LA EY Awards Gala at the Beverly Hilton, where sisters Stephanie Leshney, President and Erin Coulter, COO, were up for the Entrepreneur of the Year award. Though the duo did not end up walking away with the big win, the leadership team enjoyed the evening out together. The event, emceed by Christine Devine of KTTV's Fox 11 News, recognized all of the finalists in each category. It was inspiring (and entertaining!) to see the Finalists' highlight videos on the big screen. "Simply being nominated was honor enough as far as we're concerned. Erin and I sincerely appreciated the recognition and it was especially meaningful with our father, Bill Ross in attendance" said Stephanie Leshney.



Inspired by Life

BASF's technical symposium "Inspired by Life" brought over 75 attendees to the picturesque Langham Hotel in Pasadena on June 21st, 2016. The symposium was five stars all around, from the location itself, to the quality of presentations and BASF team members who travelled to be a part of the event.



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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



Ross Organic Expands Sales Team

We are pleased to announce the addition of two Technical Sales Representatives to the Ross Organic sales team- Kandarpa McGinty and Heidi Elrahib. McGinty will serve customers in the Greater LA area with an emphasis in the San Fernando Valley as well as the Pacific Northwest territory which includes Oregon and Washington. Elrahib will cover accounts in the Greater LA area and San Diego.

"The addition of both Kandarpa and Heidi is representative of our effort to improve service and coverage of our growing customer base. We believe it is critical that every customer, big or small, receives the technical support necessary to help grow their brands" said Darrell Zehner, Director of Sales.

Kandarpa McGinty



Kandarpa McGinty has been working in the industry for eight years. After a stint in Quality Control at a manufacturing plant, she went to work for Levlad as a Cosmetic Chemist, focusing on facial care for private label clients. Following her two years in the lab, Kandarpa moved to Chemtec, where she was an Account Manager for three years. Kandarpa enjoys the technical aspect of selling and is excited to continue to work with customers on new product development. She has a B.S. in Chemistry from UC Riverside and a M.S. in Inorganic Chemistry from University of Michigan. Kandarpa is a huge hockey fan, anticipating another Cup win for the Kings.

Heidi Elrahib



Heidi Elrahib graduated from University of California, Santa Barbara in 2009 with a BS in Biopsychology. She's held several positions around the industry including Stability Chemist at 220 Laboratories, Formulation Chemist at University Medical Pharmaceuticals, Chemist at McKenna Labs and most recently R&D Chemist at Dermalogica, where she worked for 3 years. She is an active member in the SCC and will be Treasurer for the California chapter in 2017. She has a passion for the technical side of the industry and is excited to utilize her background by helping customers with their ingredient and formula needs.

Preserve Beauty with Something Beautiful

Introducing Magnolia Extract from Cospahaderm

The latest natural extract with the promise of bolstering natural preservation alternatives comes from the laboratories at Cospahatec GMBH. From the bark of the magnificent towering and flowering Magnolia Tree, is a breakthrough natural extract.

Cospahaderm Magnolia Extract 98, (INCI *Magnolia Officinalis Bark Extract*) is a pure powdered extract of the bark of Magnolia Officinalis with a minimal content of 98% magnolol and honokiol in a ratio of 1:1. These two polyphenolic bioactive substances are known to have several useful properties including efficacy as an anti-bacterial and anti-inflammatory. The product comes with Ecocert and Cosmos certifications.

The Cospahatec laboratories have reported strong preservative efficacy against yeast and mold at very low use levels - 0.1 - 0.3%. Creating a robust natural preservative system can be challenging - let our experienced technical sales representatives recommend combinations that can work in your formulations. Or, reach out to us at info@rossorg.com.

Cospahatec
COMPONENTS OF BEAUTY





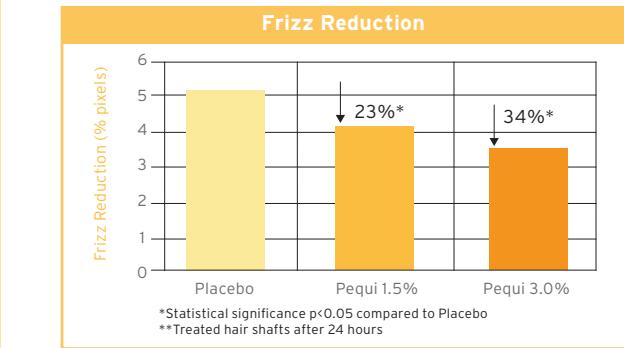
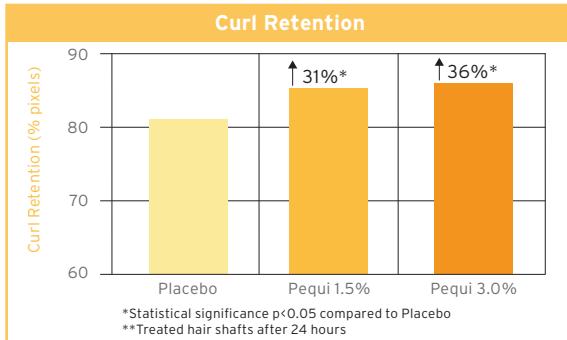
Beraca Introduces Pequi Oil for Curly Hair

Beraca (Sao Paolo) has launched a new, 100% natural product for curly hair applications. With over 48 million Brazilian women having naturally curly hair*, representing 54% of the country's female population, it should be no surprise that the technology to treat this specific hair type is coming from this region of the world.

Pequi (*Caryocar brasiliense*) is found throughout the Brazilian cerrado, known as the Brazilian savanna. The pequi fruit is important for the local population as it is used mainly in regional cuisine. It is known as "cerrado's gold". The Pequi fruit is a drupe up to 10cm diameter, green and contains one to five seeds, coated by a woody endocarp. Approximately 84% pectin, 10% pulp and 6% seed. The pulp is rich in oil.

Beraca used an independent laboratory to evaluate curl definition and frizz reduction in hair shafts subjected to treatments with pequi oil. The studies included 1.5 or 3% of Pequi Oil Refined (RF5910), INCI: *Caryocar brasiliense* fruit oil (and) tocopherol and show demonstrable results.

Please let us know if you would like a sample or further information, info@rossorg.com.



Floratech's L22 Outperforms Petrolatum

Floratech (Phoenix, AZ) has released the results of the latest round of clinical studies related to L22®. These studies demonstrate that L22 is superior to petrolatum:



1. Improve and Maintain Long-Term Skin Hydration with L22 (CS16-082)

Results of this study show L22 in a moisturizer increased skin hydration 20% more after 2 weeks of use and maintained 37% more skin hydration after a 1-week regression, than the same moisturizer containing 3% petrolatum.

2. Improve Skin Barrier Function with L22 (CS16-083)

Results of this study show L22 in a daily-use lotion increased skin barrier function over 20% after 2 weeks use and maintained 13% more skin barrier function after a 1 week regression than the same daily-use lotion containing 3% petrolatum.

Gelest Launches Seribrite™ SS

Seribrite™ SS, the latest innovation out of Gelest's laboratories, is a high whiteness sericite that provides slip and creaminess not achievable with other treated and untreated sericites. It is a cost effective alternative to boron nitride, helps reduce tack and greasiness and has a soft and silky feel. With a L* (lightness) value that should get color cosmetic chemists very excited... the future is bright with Seribrite.



EMPLOYEE SPOTLIGHT

Stephanie Barnes - Sample Coordinator

Where were you born? Whittier
www.dollhut.com

What was your favorite subject in grade school? History and Art



As a child, what did you want to be when you grew up? A special effects makeup artist.
It is still a passion of mine.

Favorite Hobbies? DIY and painting

Favorite Book? Girl, Interrupted novel by Susanna Kaysen

Favorite Movies? Some like it Hot, Eternal Sunshine of a Spotless Mind, Cry Baby and Beetlejuice

Do you collect anything? I have an extensive collection of sunglasses. I would say around 50 pairs.
I also started collecting vinyls

On the weekend, you will most likely be found... With friends in downtown LA or Disneyland

Word that best describes you. Eccentric

What is the most adventurous thing you've ever done? Rafting down the Colorado River
with my family



What was your last vacation? Las Vegas

The last time you laughed out loud. I lol everyday. It's hard not to when your best friends are hilarious.

BIG ED'S ROCKIN' 10" & LP's

If you could have a super-power what would it be? To fly, I would like to see the world from a different view.

What is your favorite quote? "Our lives begin to end the day we become silent for the things that matter" -MLK

What are you most proud of? I'm most proud of my nephew. He made it home safe from the Army.

I admire he's bravery and commitment to our country

Something most people don't know about you. I used to write and be featured
on an online blog called Buzznet.

Any fun summer plans? Pool parties and music festivals.



BASF's New Anti-Pollution Regime

BASF's latest anti-pollution concept features four products to prevent distinct skin issues caused by stressing agents, such as urban pollution.

Purisoft™, a Moringa Oleira seed extract, acts as the skin's first layer of defense, protecting from particle adhesion and aiding with cleansing. PatchH2O™, a micro-molecular film, offers the next layer of defense, keeping the skin's barrier intact and preventing penetration. Arganyl™, a sustainable Argan extract, prevents oxidative stress and macromolecule degradation, while Eperuline™, an Eperua Falcata Bark extract, prevents inflammation.

If you are interested in seeing the various clinical studies surrounding the latest anti-pollution concept, please contact your ROSS Technical Sales Representative or info@rossorg.com

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



We create chemistry

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



Advance through Knowledge
Active Ingredients &
Innovative Esters



NATURE EXPANDED
Active Plant Cells



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



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Alternative Preservation
and Multi-functionals



Global Preservative Blends &
Alternative Preservatives



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