

Evergreen Oak

Natural Propanediol

Kreider to General Manager

In Bloom at Suppliers Day



the Source

Winter 2018

A Ross Organic Specialty Sales, Inc. Publication

Inspired
by Food



Inspired by Food

...Marshmallows? Yogurt Smoothie? Soufflé anyone?

In the fall, BASF launched some incredibly unique textures as part of their "Inspired by Food" trends and solutions offering. Marshmallows? Yogurt Smoothie? Soufflé anyone? Do any of these sound like personal care product textures? If not, then you are missing some of the coolest trends in textures, inspired by the food industry. The BASF formulas are some of the most innovative we've seen to date – the textures are genuinely different than anything we've seen before.

We have a limited amount of prototypes (for the formulas pictured below) available so if you are interested in learning more, please reach out to info@rossorg.com.

Yogurt Smoothie

Formulation SC-US-17-34324-103

	Trade Name	INCI Name	Function	%
A	DI Water	Water	Diluent	Q.S. to 100
	Gransolve DMI	Dimethyl Isosorbide	Dimethyl Isosorbide	2.00
B	Eumulgin® SG	Sodium Stearoyl Glutamate	Emulsifier (O/W)	0.08
C	Glycerin	Glycerin	Humectant	2.00
	Keltrol CG-T	Xanthan Gum	Rheology modifier	0.10
	Cosmedia® SP	Sodium Polyacrylate	Rheology modifier	1.50
D	Plantapon® LGC Sorb NA	Sodium Lauryl Glucose Carboxylate (and) Lauryl Glucoside	Emulsifier (O/W)	1.75
	Dehymuls® PGPH	Polyglyceryl-2 Dipolyhydroxystearate	Emulsifier (W/O)	2.00
E	Cetiol® C 5	Coco-Caprylate	Emollient	6.50
	Eumulgin® SML-20	Polysorbate-20	Solubilizer/Emulsifier	2.00
F	Euxyl® PE 9010	Phenoxyethanol (and) Ethylhexylglycerin	Preservative	1.10

SPECIFICATIONS

pH: (25°C) 5.7

viscosity: ((Brookfield; RVT; spindle TC, helipath, 10 rpm; 23°C)
6,500 cps (Brookfield; RVT; spindle # 6, 10 rpm; 23°C)
9,000 cps

Additional performance has not been evaluated

PROCEDURE

1. Combine phase A and mix until peptides are dissolved, then add B and mix until uniform
2. Pre-mix phase C, and add to A/B, mix until uniform gel forms, then add phase D mixing slowly to avoid incorporation of air
3. Combine phase E and add to A/B/C while homogenizing, homogenize until uniform
4. Transfer to propeller mixing, add F, mix until uniform, and stop.

Jesse Kreider to General Manager

We are pleased to announce that Jesse Kreider, currently VP of Sales & Strategy, has been promoted to the position of General Manager effective Jan 1, 2018. In this new role, Jesse will be responsible for the overall operations of Ross Organic and all personnel will report into him.

Since Jesse came on board over three years ago, we have built a more sophisticated sales operation and recruited top industry talent. Our team is operating more effectively and efficiently than any time before resulting in record breaking growth for the past three years.

"Every step of the way, Jesse has exceeded our expectations and I couldn't be more confident that he is the right person to lead the business moving forward. Bill, Erin and I are proud to see Jesse lead our team forward and he has our full support," said Stephanie Leshney, President.



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FEELtastic Marshmallow Cream

Formulation #UV-US-15-32916-62-4

	Trade Name	INCI Name	Function	%
A	Water, demin	Water	Diluent	Q.S. to 100
	HDK N20	Silica	Bulking agent	1.50
	Glycerin	Glycerin	Humectant	2.00
	AM600 PF	Water (and) Dimethicone (and) Dimethicone Crosspolymer (and) Butylene Glycol (and) Hydrogenated Lecithin (and) Polyphosphorylcholine Glycol Acrylate	Skin feel modifier	2.00
B	Neo Heliopan OS	Octisalate	UV-B Filter	4.50
	Neo Heliopan 357	Avobenzon	UV-A Filter	2.50
	Uvinul® N 539 T	Octocrylene	UV-B Filter	8.00
C	Cosmedia® SP	Sodium Polyacrylate	Rheology modifier	1.40
	Eumulgin® SG	Sodium Stearoyl Glutamate	Emulsifier (O/W)	0.18
	Cremophor® GS 32	Polyglyceryl-3 Distearate	Emulsifier (O/W)	1.10
	Emulgade® 1000 NI	Cetearyl Alcohol (and) Ceteareth-20	Emulsifier (O/W)	1.20
	Cutina® CP	Cetyl Palmitate	Consistency Agent	1.60
D	Euxyl PE9010	Phenoxyethanol (and) Ethylhexylglycerin	Preservative	1.00

SPECIFICATIONS

pH: (23°C) 5.5 - 6.5

viscosity: Viscosity (Brookfield; DV-E; spindle TF, helipath; 10 rpm; 23°C) 350,000 –560,000 cps

Additional performance has not been evaluated

PROCEDURE

1. Combine phase A and while prop mixing heat to 75-80°C.
2. Combine phase C and while prop mixing begin heat to 75-80°C.
3. Once phase C is uniform add phase B and continue heating to 75-80°C.
4. Once phase BC and phase A have reached 75-80°C, add phase BC to A under homogenization.
5. Once batch has become uniform but "moldable" in texture switch to prop mixing.
6. Add phase D ingredients and mix covered with moderate agitation.
7. Continue cooling to RT, then stop.



From the Evergreen Oak...

Quercus Suber is the botanical name of the slow-growing, evergreen oak that is native to the Mediterranean region, and usually lives 150-200 years. The bark of the cork oak is a spongy substance that protects the tree from fire, insects and other environmental aggressions. When the tree is stripped of its bark, or cork, it regenerates within nine years. An average tree produces corks for 4,000 bottles per harvest. Corks have been used to seal wine for centuries.

The cork oak nugget is a by-product of the cork-making process and is the basis for a novel new anti-inflammatory Diam Oleoactif®. The cork nugget is very rich in anti-inflammatory molecules. This active raw material has been combined with cork oak roots, leaves and flowers, rich in polyphenols. Virgin coconut oil is used for its high content in medium chain triglycerides.

Diam Oleoactif® is a powerful anti-inflammatory active ingredient. Its efficacy has been tested in vitro on cells, through the study of cytokine TNF- α secretion, in vivo at 0.5% on the redness of sensitive skin with rosacea, and in vivo at 5% with a protective and soothing action after a phot-induced erythema.

Furthermore, this active is oil soluble, making it possible to use in creams and lotions and also in make-up where anhydrous formulations are common.

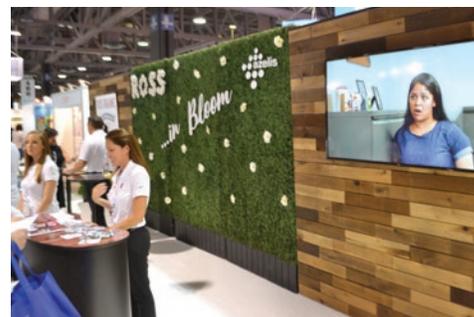


Natural Propanediol. Yes, It Exists.

Cosphatec's completely natural Multiifunctional Cosphaderm® Propanediol natural offers valuable advantages such as a strong moisturizing effect as well as skin and hair conditioning properties for your formulation. At the same time, it is 100% plant derived and Ecocert and Cosmos certified.

In Bloom at Suppliers Day

We had one of the best shows ever exhibiting as part of the Azelis Americas family and with our "Ross Organic and Azelis in Bloom" theme. Clients spent time catching up with Ross Organic employees at our booth, met with our various suppliers, and everyone received one of our custom wildflower seed packets. Now, everyone can be "in bloom"!



The Source Celebrates 15 Years

Ross Organic has been faithfully publishing this newsletter for fifteen consecutive years now, as evidenced by one of our first issues, pictured below. And wow, it's pretty obvious we have come a long way since then!

The Source has proven to be a great way to ensure we stay connected to our customers, suppliers and industry colleagues over the years. Not only is it an effective way to highlight some of the new products our suppliers have launched, it has also helped provide an inside look into what's new at Ross Organic. We've shared photos from holiday parties to company meetings and we've always tried to highlight one of our employees in every issue.

Thank you for being a devoted reader of our quarterly newsletter, The Source. Your loyalty and support means the world to us!



Kandarpa McGinty - Technical Sales Representative



Where was I born? West Virginia

My favorite subject in grade school was... Reading

What did you want to be when you grew up? Actor or Astronaut. Or an Astronaut who acted in space.

Favorite hobbies: Reading, playing with my son and dog, traveling with the family.

Favorite book: The Brothers K by David James Duncan and O Pioneers! by Willa Cather

Favorite movie: Clueless

Do I collect anything? Globes and elephant trinkets.

On weekends where will you most likely find me: Normal weekend activities - errands, grocery shopping, my son loves to swim, so we try to do that as much as possible.

Word that describes me: Questioning.

What was the most adventurous thing you have ever done? Surfed in Hawaii.

What was your last vacation? We went up to Oregon for a wedding during the eclipse. We saw it in 99.4% totality, which was amazing.

Last time you laughed out loud: My kid has a funny sense of humor, he makes me laugh all of the time.

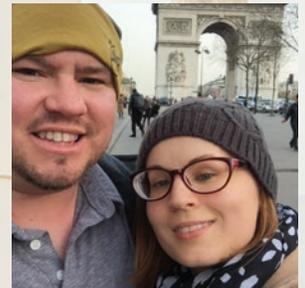
If I could have a super power what would it be? Flight.

My favorite quote: My favorite quote isn't fit to print, but I also like "I do not try to dance better than anyone else. I only try to dance better than myself." - Arianna Huffington

What are you most proud about? I have the best family, fantastic home and a great career.

Something most people do not know about you: I have 15 nieces and nephews.

My favorite thing about winter: When it snows at night, I love that the sky turns a burnt umber color and it gets super quiet and you can hear the snow fall.



Happy New Year from Your Friends at Ross Organic - Holiday Party Pics



The best white elephant gift of the night - "poodle face"!



As part of the evening, the team enjoyed a cocktail hour at fresco in downtown Long Beach



(L-R Beth & Allen Dillon, Frank Bergonzi, Tim Dooling, Janet Ross & Bill Ross)

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).





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