



the
Source

Fall 2018

The Sustainability Issue



Ross Organic



What's The Buzz about Sustainable Palm Oil?

We at Ross know there is a lot of talk in the industry regarding palm oil and sustainable sourcing initiatives. Therefore, we compiled a few FAQ's to help our customers get a better understanding of what it is and what it means for them on the manufacturing & finished goods side. We have also featured a few of our supplier partners that have taken a strong stance on sustainably sourcing palm-based ingredients.

Q: What is the story with palm oil?

A: Palm oil is one of the most widely consumed vegetable oils in the world. It's versatile, easy to process and yields 4 – 10 times more oil per hectare of land than other crops such as soy, sunflower, rapeseed and coconut. Palm oil is used everywhere: whether we buy food, use cosmetics or shampoo our hair – half of the products on supermarket shelves contain palm oil ingredients. Traditional, non-sustainable palm oil cultivation causes deforestation and devastation to tropical rainforests and eco-systems.

Q: What is the difference between palm oil and palm kernel oil?

A: Palm oil comes from the fleshy part of the fruit, while palm kernel oil comes from the seed. The composition of these oils differs in their carbon chain distribution and saturation. Both oils are used in food and personal care; however, palm kernel oil is more commonly used in personal care ingredients. The sustainability aspects are the same for both oils, so for the rest of this article palm oil and palm kernel oil can be used interchangeably.



Q: What is the impact of poor palm oil farming on the environment?

A: Demand for palm oil products has grown exponentially in recent decades; therefore palm oil plantations have expanded rapidly in number and size to meet global demand. In turn, this causes deforestation of rain forests and peatland, which then destroys the habitat of native animals and decreases biodiversity. When these forests are destroyed, haze and pollution contaminate these regions.

Q: What is being done to solve the problem?

A: In 2004 the Roundtable on Sustainable Palm Oil (RSPO), a Non-Profit organization, was established to promote the growth and use of sustainable oil palm products through credible global standards and engagement of stakeholders. If it's grown sustainably, palm oil production can benefit local communities, and help to protect bio-diversity and valuable ecosystems for endangered wildlife species in addition to providing fair standards for workers and small holders throughout the supply chain.



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Q: What are the various characterizations of sustainable palm oil?

A: Palm oil or palm oil derivatives can be classified as RSPO through four supply chain systems:

- **Book & Claim:** The supply chain is not monitored for the presence of sustainable palm oil. Manufacturers and retailers can buy credits from RSPO-certified growers, crushers and independent smallholders. This is similar to carbon credits and is no longer widely used.
- **Mass Balance:** Certified palm oil is mixed with conventional palm oil throughout the supply chain, but the amount of certified palm oil is monitored administratively. In this certification, the amount of sustainable palm oil that exits the supply chain must balance (equal) the amount of sustainable palm oil that was input to the supply chain.
- **Segregated:** Certified palm oil is kept apart from ordinary palm oil throughout the entire supply chain. This system generally carries a higher cost due to physical segregation and the additional tracking required.
- **Identity Preserved:** This is the highest level of certification and it is the same description as segregated palm oil with the ability to trace the palm oil back through the supply chain to the original sustainable plantation.

You can visit <https://rspo.org/certification/supply-chains> to see detailed charts on each model or scan code>>



Q: Why don't we just go palm-free in our formulations?

A: Palm kernel oil has a unique carbon chain distribution, with the majority in the C12-C14 range. The next closest alternative is coconut oil. However, coconut oil is a less efficient crop and if everyone switched over to this oil then it would drive more deforestation; therefore making the global problem worse. Also, coconut oil and palm kernel oil are often co-mingled to be processed into fatty acids or split by their carbon chain distributions for different industries. Unless you are buying the crude coconut or palm kernel oil and then processing yourself, it would be very difficult to verify that you were actually buying pure coconut even though the INCI may say so.

Q: At the end of the day what does this mean for me?

A: This is a complex global issue and the more people that understand it the better. Going palm-free is not the answer and would actually make the problem worse. The market is nearing a tipping point and with each dollar the consumer spends on sustainable palm oil products they vote to shift the industry to use only sustainably sourced palm oil.

Sources: www.rspo.org , and BASF's Palm Progress Report 2017

Mass Balance Portfolio Shift from BASF

BASF has initiated a "Time for Change" campaign, where they are making a global effort to shift a substantial part of their palm-based ingredients to RSPO certified Mass Balance (MB) only. As of October 1st, 2018 they shifted approximately 330 palm-based personal care ingredients over to this model, which is the first time that a portfolio of this size and complexity has been converted globally. BASF has committed itself to source only RSPO-certified sustainable palm kernel oil by 2020. You can follow along with BASF's continuing Palm Dialog on their website: <http://on.basf.com/palm-dialog> or scan code below.



Sustainable Ingredients from Our Suppliers

At Ross Organic we always strive to bring you new and innovative ingredients. In this issue of *The Source* we've picked some of our ingredients that have a strong sustainability focus so that you can formulate with the environment in mind.

Cetiol® Ultimate – This light emollient has ultrafast-spreading and a dry feeling that provides a sustainable alternative to volatile silicones. The 100% renewable-based, volatile hydrocarbon is readily biodegradable and approved by ECOCERT, COSMOS and NATRUE.



Plantapon® SF NA – A full, mild surfactant package for any cleansing application. It is more than 70% derived from natural, renewable feedstocks. It is cold processable, easy to formulate, and reduces manufacturing complexity.



Natural Mica-Based Pigments – BASF Colors & Effects offers natural mica that is 100% mined in the USA at their Hartwell, Georgia plant. Throughout the mining process, BASF gives back to the environment with recycled water, land reclamation, and unusable mica, sand, and clay being returned to the mining site. These pigments fall under the Cellini®, Cloisonné®, Duochrome®, Flamenco®, Gemtone®, Timica®, and MultiReflections™ tradenames.



Beraclays – Beraca sustainably extracts their natural clays from one main location in Paraná, Brazil. After extraction of the clay, the soil is preserved and replaced and then the land is planted with native species of plants and trees to leave the area better than before the extraction.



Andean Quillaja Extracts – Desert King uses responsible harvesting techniques for all of their quillaja and yucca based ingredients. They have pioneered the establishment of Quillaja plantations to supply biomass for customer's needs. This decreases pressure on native forests and helps to increase tree distribution, while ensuring the same quality products and a constant supply of Quillaja for years to come.



Florabeads® – These beads are botanically derived microspheres of jojoba esters that provide gentle yet effective exfoliation. Florabeads are biodegradable, contain no microplastics, and are one of the top choices in leading facial scrubs, body polishes, and soaps.



Oléoactifs® – These are 100% natural and bio-certifiable cosmetic active ingredients, whose performance is scientifically proven in vitro and in vivo. They are created with a patented Oléo-éco-extraction process that uses vegetable oils to transfer the biological footprint of a plant directly in an oily complex. Oléoactifs are stable, non-oxidized, highly concentrated biomimetic actives that are easily formulated into virtually all cosmetic products.



EcoVadis Gold rating for Azelis' CSR performance

Azelis is delighted to announce that the corporate social responsibility (CSR) performance of the group has been recognized with the EcoVadis Gold rating, achieving a position in the top 1% distributors assessed by this organization and obtaining an advanced rating for its CSR engagement. EcoVadis is an independent rating agency who provides Supplier Sustainability Ratings for global supply chains using a CSR assessment methodology that covers 180 purchasing categories, 150 countries, and 21 CSR indicators.



Obtaining the Gold rating, which is the highest possible status, confirms that our CSR performance is evolving and improving every year and that CSR is truly embedded throughout our processes and practices.



CelluloScrub™ – This product is the most suitable alternative to polyethylene (PE) beads. CelluloScrub is derived from wood pulp (a modified cellulose), making it a renewable and biodegradable resource for personal care formulations. It offers the same abrasiveness, stability, and suspension capacity as traditional PE beads, while having excellent skin tolerance and very low impact on the pH value of the final product.

LESSONIA
cosmetics + ingredients

Naolys Active Plant Cells – The Naolys process for creating their clinically tested, active plant cells is one that preserves the environment and plant biodiversity. Only one sample is taken from the plant to create the active cells; therefore, it allows for creation of active ingredients from plants that are hard to cultivate and/or expensive to cultivate, without endangering them or affecting the ecosystem.

NÆOLYS
NATURE EXPANDED

Rheo2Green Series – Schill has created a natural thickening solution for shampoos in their Rheo2Green series. These products are self-thickening surfactant concentrates with low viscosity, that provide excellent foaming and formulation clarity, while being cold-processible. As a performance concentrate, they reduce the amount of ingredients needed to just this one solution.

SS Schill+Seilacher struktur

Euxyl® PE 9010 – Providing products that are not adequately preserved is certainly not sustainable. This carefully engineered, optimized and patented blend of phenoxyethanol and ethylhexylglycerin is the most effective ratio of these two ingredients for the lowest minimum inhibitory concentration (MIC). Euxyl PE 9010 has a broad, balanced spectrum of effect against bacteria, yeast and mold fungi. This globally approved preservative blend will act as the workhorse preservative in your formulations, eliminating the need for multiple preservative systems.

schülke +

Segregated Palm-Derived Emollients & Emulsifiers from Stephenson

Stephenson's aim is to provide transparency for their customers on sustainability with a focus on providing certified palm oil to reduce the negative impacts of palm oil cultivation on the environment and communities. In 2010, Stephenson became the first soap base manufacturer worldwide to use 100% RSPO Certified Sustainable Palm and Palm Kernel Oil in production, ensuring the Palm and Palm Kernel Oil has been farmed sustainably and has not contributed to illegal deforestation.

Their natural ingredient range, Durosoft®, includes RSPO segregated ingredients that provide a sustainable solution in use of palm oil in personal care and cosmetics. The current segregated products offered are: Durosoft® PG4L-SG, Durosoft® GMS-SG, Durosoft® GML-SG, and Durosoft® PG10L-SG.

STEPHENSON®
PERSONAL CARE



Foaming Bath Oil (Sulfate free) (#AN-002-012-A)

| | Trade Name | INCI Name | % | Supplier |
|---|---------------------------------|---|-------|--------------------------|
| | Cosphaderm T-70 NON GMO ECO | Tocopherol (and) Helianthus Annuus (Sunflower) Seed Oil | 0.2 | Cosphatec/Ross |
| | Durosoft PG4-O | Polyglyceryl-4 Oleate | 15.00 | Stephenson/Ross |
| | Durosoft PG10-CY | Polyglycerol-10-Caprate | 10.00 | Stephenson/Ross |
| | Floramac 10 | Ethyl macadamiate | 5.00 | Floratech/Ross |
| | Campo South Pacific Monoi Oil | Plumeria Acutifolia Flower Extract | 5.00 | Campo/Ross |
| | Bioteric 50SB | Cocamidopropyl Hydroxysultaine | 25.00 | BioOrganic Concepts/Ross |
| | Plantaren 810 UP | Caprylyl/Capryl Glucoside | 7.00 | BASF/Ross |
| A | RTD Alpha Bisabolol Natural | Bisabolol | 0.5 | Hallstar/Ross |
| | BioScent Bergamot Oil Italian | Citrus Aurantium Bergamia Fruit Oil | 3.00 | BioOrganic Concepts/Ross |
| | BioScent Lavender Oil 40/42 | Lavandula Angustifolia (Lavender) Oil | 1.50 | BioOrganic Concepts/Ross |
| | BioScent Geranium Essential oil | Pelargonium Graveolens Flower Oil | 1.50 | BioOrganic Concepts/Ross |
| | Glycerin | Glycerin | 14.30 | Nexeo |
| | Cosphaderm Propanediol | Propanediol | 11.00 | Cosphatec/Ross |
| | Sensiva PA 20 | Phenethyl Alcohol (and) Ethylhexylglycerin | 1.00 | Schulke/Ross |

PROCEDURE 1) Add each ingredient one by one. Mix well after each addition.

SPECIFICATIONS

pH @25°C: N/A
 viscosity @25°C: N/A
 appearance: Clear non-viscous liquid
 color: Yellow
 odor: Herbal

FEATURES AND BENEFITS

- Natural, clear, sulfate-free Cleansing oil. The formula is able to remove water proof make-up gently leaving the skin hydrated and soft. The formula rinses off clean leaving the skin revitalized. The soothing action of Alpha Bisabolol ensures the skin relaxed and refreshed.

FORMULA CLAIMS

#sulfate-free, clear cleansing oil
 #Gentle foam
 #Natural
 #Soothing
 #Hydrating
 #Refreshed
 #Make-up removed without harsh chemicals



Laura Farber - Technical Sales Representative



Where was I born? Southern California, really I'm not a transplant

My favorite subject in grade school was... Reading

What did you want to be when your grew up? Veterinarian

Favorite hobbies: Cooking, Snow Skiing, Boating, Gardening

Favorite book: The Pilgrim's Progress by John Bunyan and anything by C.S. Lewis

Favorite movie: Any movie with Gary Grant or Bradley Cooper!

Do I collect anything? I don't like clutter!

On weekends where will you most likely find me: On the field watching my son play Lacrosse! Let's Go Bosco Braves!

Word that describes me: Busy, Busy, Busy

What was the most adventurous thing you have ever done? Missionary work for 5 years in very rural areas of Mexico.

What was your last vacation? McCall, Idaho

Last time you laughed out loud: I just recently saw the movie The Naked Gun. I laughed so hard, I cried and gave myself a stomach ache.

If I could have a super power what would it be? Go back in time.

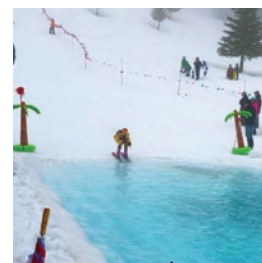
My favorite quote: Be the smile in someone's day!

What are you most proud of? My son Mason, He is the most wonderful person in the World!

Something most people do not know about you: I volunteer at the Animal Shelter and CERT trained to support my community.

My favorite thing about Autumn:

My favorite things about the Fall Season are College Football and the start of the Holiday Seasons!



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

An Azelis Company

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Create Fashionable, Fresh, Cutting-edge Formulas



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



Botanicals & Actives
from the Amazon



Campo Research

Natural Botanical
Extracts, Oils, and
Preservatives



Active Ingredients



Alternative Preservation
and Multi-functionals



Joboba, Macadamia, and
Sunflower Seed Oil Derived
Botanical Ingredients



Siloxane Hybrid Fluids and Surface
Treated Pigments



Olive-oil Derived Functional
Ingredients, Butters, Oils, Sun Care
Ingredients, and Natural Oil-based
Bioactive Complexes



Natural Exfoliants &
PE Bead Alternatives



Sarcosinate &
Glutamate Surfactants



Preservatives and
Multifunctional Additives



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