

A close-up photograph of two hands. One hand is holding a clear, rectangular bottle of hand sanitizer with a white pump dispenser. The other hand is held palm-up, ready to be sanitized. The background is blurred, showing what appears to be a kitchen or bathroom setting.

**the
Source**

Spring 2020

Lending a Helping Hand During COVID-19



The Coronavirus (COVID-19) pandemic has changed our normal routines and way of life. Overnight, dining tables became offices, family and pets became our new work colleagues and hand sanitizers hit a nationwide high in demand. This issue of 'The Source' highlights hand care solutions from our suppliers, tips for working from home efficiently, and a cool science experiment to have fun with your kids at home.



[Watch the Azelis COVID-19 response video >>](#)

Lending a Helping Hand During COVID-19

According to the CDC, "keeping hands clean is one of the most important things we can do to stop the spread of germs and stay healthy." Washing hands with soap and water for at least 20 seconds is the best way to remove germs in most cases. When soap and water aren't available, hand sanitizers with at least 60% alcohol are the next best option (Source: CDC). Since the COVID-19 outbreak, hand washing, sanitizing and concerns for dry, irritated skin has increased. As a result, there's a demand for treatment products along with hand soaps and sanitizers. Easily meet these growing demands with key hand care ingredients and formulations from our supplier partners. To request samples or more information on any of the featured products, [contact](#) your Ross Organic Technical Sales Representative!

Incorporate Moisturizing Ingredients, Mild Cleansers and Thickeners



Since excessive hand washing can weaken the skin's lipid barrier, it's important to include moisturizing ingredients and mild cleansers in hand soap formulations. BASF recommends using **Lamesoft® PO 65**, a nature-based moisturizing lipid, and mild plant-based surfactants such as **Plantaren® 818 UP** and **Plantaren® 1200 N UP** to create gentle, skin-softening hand soaps. Since these ingredients are nonionic, they'll also work in antibacterial hand soaps that use Benzalkonium Chloride.

As the demand for hand sanitizers rise, so does the need for thickeners that work well in high alcohol-based systems. **Cosmedia® Triple C** is an EO-free cationic liquid dispersion polymer that thickens high alcohol formulations with as little as 2% and offers a silky, soft sensory profile. **Cosmedia® Ultragel 300** is another option that thickens and stabilizes formulations at very low concentrations, even 1% in recent tests.

[Check out more thickener options and formulations >>](#)

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Create a Healthy Hand Care Routine

Keeping hands clean is only one part of a healthy hand care routine. According to Mintel, there's a demand for hand care products that nourish, reformatify and restore skin that has been compromised by washing and sanitizing (Source: Mintel 2020). Hallstar offers formulation solutions for each step of a healthy hand care routine.

- STEP 1** **Wash** with [Little Mermaid Bubbles](#), gentle cleanser that features **OLIVEM® 300**, a water-soluble functional lipid with sebum recovering activities and decreases the potential for irritation.
- STEP 2** **Sanitize** with [Hand Sanitizer](#) enriched with **Florasolvs® Macadamia-16** to hydrate and sanitize in one step.
- STEP 3** **Hydrate** with [Soften My Baby](#), a clever combination of natural extracts with moisturizing, nourishing, soothing and anti-inflammatory effects. Features **Eurol® BT** and **Diam Oléoactif®** to help reinforce the barrier function and restructure the stratum corneum.
- STEP 4** **Treat** with [Spicy Pure Serum](#) or [Baby Skin Barrier](#). Spicy Pure Serum is a technical innovation combining the power of a serum together with **Biochemica® Turmeric Butter** to replenish skin hydration. Baby Skin Barrier is an ointment suitable for more damaged hands and features **Sensolene®** and **BIOCHEMICA® Butters** to hydrate and repair the skin deeply.

Pump Up the Hydration in Alcohol Based Hand Sanitizers



Floratech's [Fresh & Smooth Moisturizing Sanitizer](#) is a gel sanitizer that leaves hands feeling refreshingly clean and hydrated without a tacky residue. It features **Floraesters® K-20W Jojoba**, a water-soluble emollient that works synergistically with glycerin to increase skin hydration and form a hydrating film on the skin.



Create a Hand Sanitizer with the Feel of a Lotion

Botaneco's Hydresia® Oleosomes provide natural emulsification with time release moisturization, a difference that consumers can feel! Botaneco evaluated three 62% alcohol-based hand sanitizer formulations with various levels of Hydresia® SF2 (6-12.5%) Safflower Oleosomes. 20 out of 30 panelists preferred the hand sanitizers containing oleosomes over the market leading opaque moisturizer. 64% of panelists felt that their skin was softer after drying. Incorporating Hydresia® Oleosomes has no negative impact on sanitation properties.

Oleosomes Hand Sanitizer (011-106)

Ingredients	Wt. %
Hydresia® SF2	6.00-12.5%
(Carthamus Tinctorius (Safflower) Oleosomes)	
Ethyl Alcohol	62.0%
Ammonium Acryloyldimethyltaurate/VP Copolymer	2.00%
Fragrance	0.30%
DI Water	QS

[Check out the brochure for more information on Oleosome technology.](#)

FORMULATIONS

Hand Recovery Therapeutic Cream (#AN-003-011-B)

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	DI Water	Water (Aqua)	70.35	—
	Propanediol	Propanediol	2.0	—
	Glycerin	Glycerin	3.0	—
	Beauté by Roquette®_DS 112	Starch acetate, Hydroxyethylcellulose, Xanthan gum	3.0	Roquette/Ross
B	Olivem®_VS Feel	Cetearyl Alcohol, Cetyl Palmitate, Sorbitan Palmitate, Sorbitan Oleate	4.0	Hallstar/Ross
	Eumulgin®_SG	Sodium Stearoyl Glutamate	1.0	BASF/Ross
	Cetiol®_MM	Myristyl Myristate	3.0	BASF/Ross
	Cetiol®_RLF	Caprylyl Caprylate/Caprates	5.0	BASF/Ross
	Floramac®_10	Ethyl Macadamiate	1.5	Floratech/Ross
C	Cetiol®_Ultimate	Undecane, Tridecane	3.0	BASF/Ross
	Beauté by Roquette®_ST 005	Zea mays starch	0.5	Roquette/Ross
D	CP Oat Beta Glucan	Water (and) Avena Sativa, Bran Extract, Sodium Benzoate, Potassium Sorbate	0.5	Ceapro/Ross
	Dermatein Hya 1% Soln KF	Water, Sodium Hyaluronate	1.0	BioOrganic Concepts/Ross
	Vitamin E-Acetate Care	Tocopheryl Acetate	0.5	BASF/Ross
	BioScent Lavender 40/42	Lavandula Angustifolia (Lavender) Oil	0.15	BioOrganic Concepts/Ross
	Euxyl®_K 712	Sodium Benzoate, Potassium Sorbate	1.5	Schulke/Ross

PROCEDURE

1. Add Phase A in the order listed and mix well between additions. Heat to 75°C while mixing.
2. Premix Phase B ingredients. Heat to 75°C. Add to phase A and mix well. Homogenize until smooth and uniform. Begin cooling while mixing gently.
3. At 55°C, add phase C ingredients and mix well after each addition.
4. At 40°C, add phase D ingredients in the order listed and mix well between additions.
5. If necessary, adjust pH to 5.0-6.0 with citric acid.

SPECIFICATIONS

pH @25°C: 5.0 - 6.0
 viscosity @25°C: 100,000 - 200,000 cps
 appearance: Opaque Viscous Cream
 color: white to off-white
 odor: Lavender

FEATURES AND BENEFITS

Contains a powerful blend of emollients and humectants for intensive moisturization and CP Oat Beta Glucan Liquid for calming and wound healing benefits. This formulation helps heal dry, irritated hands for the ultimate hand healing therapy.

FORMULA CLAIMS

- Hand care
- Intensive moisturization
- Therapeutic

Sanitizer Foamer* (#AN-003-061-A)

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	Water, Distilled	Water	91.74	—
	Euxyl® PE 9010	Phenoxyethanol (and) Ethylhexylglycerin	1.0	Schülke/ Ross
	Lonzagard® BKC Cgmp	Benzalkonium chloride	0.26	Lonza
	Beauté by Roquette® PO 070	Sorbitol	3.0	Roquette/ Ross
	Biochemica® Biovera 10X Aloe	Aloe Barbadensis Leaf Juice	1.0	Hallstar/ Ross
	Plantaren® 810 UP	Caprylyl/Capryl Glucoside	3.0	BASF/ Ross
	Fragrance	Fragrance	0.1	—

PROCEDURE

1. Add each ingredient in the order listed and mix well between additions.
2. If necessary, adjust pH to 5.0-6.0.
3. Fill in pump foam components.

SPECIFICATIONS

pH @25°C: 5.0 - 6.0
 viscosity @25°C: < 100 cps
 appearance: Thin, clear liquid
 color: Colorless
 odor: Characteristic

FEATURES AND BENEFITS

An alcohol-free foaming hand sanitizer that contains Biochemica® Biovera 10X Aloe and Beauté by Roquette® PO 070 to soothe and help protect hands from irritation. Plantaren® 810 UP is mild to the skin and creates a creamy foam that is perfect for pump foam containers.

FORMULA CLAIMS

- Hand care
- Alcohol-free
- Soothing

* We are reminding our customers that hand sanitizers and antibacterial hand soaps are Over-The-Counter (OTC) personal care products that are regulated by the FDA. If you are registered with FDA as an OTC drug manufacturer, this formulation can be used as a guide. It has not been tested and user assumes all risks.

Tips for Working from Home

Working from home is new for many of us. With the help of our colleagues we compiled 10 tips to efficiently work from home and also included some best practices from our sales team.

- 1 Get dressed every day. Staying in your pajamas always sounds more appealing, but you will feel more productive if you get dressed as if you are still going to work.
- 2 Create a designated work area. You do not have to dedicate an entire room to your office, but there should be some separation between where you work and live. You will be able to better differentiate the times when you are working and when you are hanging out at home.
- 3 Set hours and stick to them. The lines between working time and off time can get blurred when you work from home. Follow the working hours you would normally have in the office and stick to it.
- 4 Stay active (inside or outside). It is important to take breaks to move your body to combat the effects of sitting at a desk all day.
- 5 Set ground rules with the people in your space. If you have other people in your household who share your workspace, set rules about what they can and cannot do during your work time.
- 6 Socialize with colleagues and friends. Loneliness, disconnect, and isolation are common problems in remote work life. With so many video chat platforms staying connected has never been easier, remember to check in on those you care about!
- 7 Keep healthy snacks around. If you have cookies or chips in your pantry it will be tempting to reach for them, so keep some healthy options around instead. Also remember to hydrate!
- 8 Have a daily results list. Instead of creating a never-ending to-do list, choose a few goals and write down the specific desired result. That way your brain can help you ask the right questions to accomplish your goals.
- 9 Keep things tidy. There is nothing inspiring about coming to work and having your space messy and disorganized. During this time it is important to focus on what you can control and organizing your stuff can often make you feel more in control of your life. (If you are looking for more research behind this theory, check out ["Outer Order Inner Calm"](#) by Gretchen Rubin.)
- 10 End your day with a routine. Create a habit that signals the close of the workday. It might be an evening dog walk, or a phone call with friends or family. Something as simple as shutting down your computer and turning on a favorite podcast will do. Whatever you choose, do it consistently to mark the end of working hours.

Ali Witwit, VP, Innovation & Product Development

Recommends sticking to a schedule and making sure to take a 1-hour lunch break with no phone or screens. "Staring at screens whether computer or phone does not allow you to think creatively but reactively."

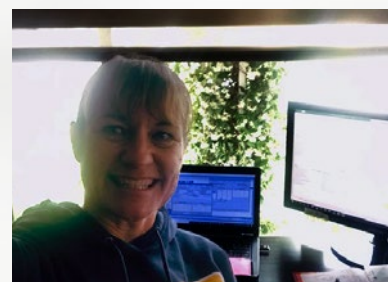


Darrell Zehner, VP of Sales

"I like taking at least 30-40 minutes as a time out mid-day for lunch and as a distraction. These Teams calls, training and telecons are exhausting and you really have to take time for yourself to recharge."

Ann Amiset, Sales Coordinator

"Keep to a schedule. Try to start like at the same time you would in the office. Remember to walk away from the computer to stretch or walk to not get stiff."



Raymond Sullivan, Technical Service Representative

"Change up and improve your work-from-home set-up! Treat yourself to a new ergonomically comfortable chair, buy a second wireless mouse if you have a work and personal computer, and invest in a folding side table to hold coffee or food safely away from the precious company laptop. These are examples of what I have done to improve my own set-up."

Tim Murdock, Technical Service Representative

"1) At the end of each day, plan your next day. When you start work you know exactly what to work on and you don't get caught 'in the weeds' 2) Stay active. During lunch or a small break, get up and move around, go for a short walk, do some jumping jacks, etc. 3) Try and only do your work in a work-dedicated space. That way you still get to 'leave the office' so to speak. 4) Drink lots of water – because we should all drink more water :-). Other than that, HUSTLE, HUSTLE, HUSTLE !."



Kids Science Day - Virtual Edition

Every year around this time we host Kid's Science Day at Ross Organic to help inspire future chemists. Since we couldn't hold an in-person event right now, we still wanted to give kids a virtual option!

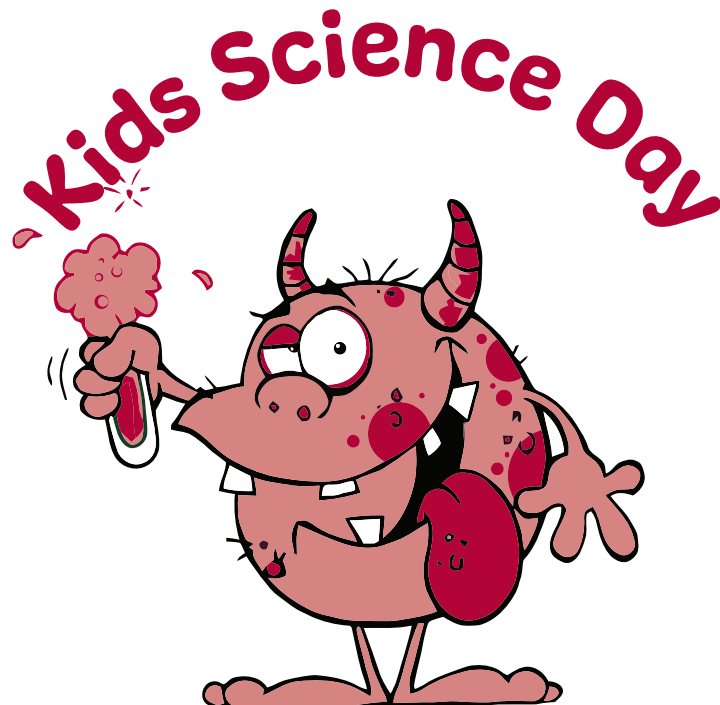
Gather your young ones and join us from your kitchen to have some fun learning about surfactant science. We have listed everything you need and provided a fun instructional video to follow along and walk you through the entire process. Download the Science Day Packet for a materials list, instructions, a printable certificate of completion and a few science themed coloring sheets.

**Download
the Packet**

MILK RAINBOW EXPERIMENT

Learning Surfactant Science

Watch the Video...



Materials List:

- Milk (1%, 2% or Whole)
- Liquid Dish Soap
- Food Coloring
- Cotton Swabs (only 1 is needed for the experiment)
- Shallow Plate or bowl (I used a dinner plate)



...Earn the Certificate

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).



Raymond Sullivan – Technical Sales Representative



Where was I born? I was born in the “Heart of South America,” a country called Paraguay.

My favorite subject in grade school was... Computer class.

What did you want to be when your grew up? I always wanted to formulate and invent things. As a little tyke, I questioned how everything was made, from playdough to toothpaste to candlewax, but nobody could give me straight answers! Therefore, I pursued my own explanations through a career path in chemistry.

Favorite hobbies: I was born with happy feet. You can catch me grooving to cumbia, corridos, salsa, shuffling, line dancing, swing dancing.

Favorite book: Quantum Mechanics - the Solutions Manual.

Favorite movie: A tie between Moulin Rouge and the Hunchback of Notre Dame. Unrequited love tragedies are the best.

Do I collect anything?: Tears of joy, and fridge magnets.

On weekends where will you most likely find me: Eating Tacos in Ensenada, dancing to El Payaso de Rodeo with my girlfriend and her family, finding something Instagram-worthy to eat.

Word that describes me: Rambunctiously Ambitious Yes-man (R-A-Y)

What was the most adventurous thing you have ever done? I've walked through thickets of jungles in Argentina to view the Cataratas waterfalls with a guide that owned domesticated black pumas.

Last time you laughed out loud: When the last torrential downpour ended after just 30 minutes. Coming from South America, California rain becomes a joke to me.

If I could have a super power what would it be? I want the Midas Touch, but instead of gold I want people to become environmentally savvy.

My favorite quote: “Listen like you don’t want a turn to speak” – old Paraguayan adage.

What are you most proud of? My father – He’s lived in every continent (minus Antarctica), raised a wonderful family, and has been with my mother for 30+ years.

Something most people do not know about you: I have two younger red-head brothers!

My favorite thing about Fall: Fun fact- most plants only bloom after stressful periods. This is why Spring comes right after Winter. I love how that metaphorically fits into the human condition.





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Create Fashionable, Fresh, Cutting-edge Formulas



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Effect Pigments & UV Filters



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Oleosome Technology



Campo Research

Natural Botanical
Extracts, Oils, and
Preservatives



Natural Oat-based Active Ingredients



Active Ingredients



Jajoba, 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



Active Plant Cells



Natural Starches, Polyols,
and Multifunctionals



Sarcosinate &
Glutamate Surfactants



Preservatives and
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Microencapsulated Active
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