



the  
Source

Summer 2021

# Summer Showcase



## Summer May Be Winding Down, but Things are Heating Up for Us

Despite the many challenges and hardships of 2020, this year so far has been full of progress and achievement for Ross Organic and Azelis. In this issue of The Source, we feature new additions to both our team and ingredient portfolio, as well as trending topics such as sunscreen innovation and sustainability.

Summer is a time when people spend more time outdoors and soak up the warm weather. Even as the summer sun fades, there is still a need for daily SPF and sunscreen application. In this issue we have chosen to feature two innovative formulations and star ingredients from our suppliers BASF & Hallstar. Check out pages 6-9 to learn more!

One theme that continues to gain momentum in the beauty & personal care space is sustainability. We hope to see you at Supplier's Day in October, where we are planning our entire show with sustainability in mind. We also have a feature section on page 5 about upcycling and our ingredients that are helping turn by-products & waste into value.

To learn more about our strategy and commitments to sustainability, check out the recently released [Azelis 2020 sustainability report](#). This report provides a view into the four pillars of our sustainability strategy (People, Products and Innovation, Governance and Environment), as well as targets for our Environmental, Social and Corporate Governance (ESG) reporting based on the Global Reporting Initiative (GRI).

*NOTE: This is an Interactive PDF newsletter. Click on the hyperlinks & buttons to learn more about the featured ingredients or to request samples, etc.*

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## Azelis Gains Platinum EcoVadis Status

After being accoladed with two consecutive Golds from the sustainability ratings agency EcoVadis, our parent company Azelis is proud to announce that they have now been awarded with a Platinum rating, the highest distinction in the EcoVadis supplier sustainability rating scheme. With this Platinum grading, Azelis is in the top 1% of all companies assessed by EcoVadis.

EcoVadis tests and rates the performance of companies in the areas of environmental protection, labor and human rights, ethics and sustainable procurement. The Platinum rating, which was introduced in 2020, is awarded to companies that receive an overall score between 73 and 100.

In this year's assessment, Azelis achieved an overall score of 77 (a 7-point improvement on last year's score). This recognition makes Azelis the first global specialty chemicals and food ingredients distributor and innovation service provider to be awarded Platinum by EcoVadis. Receiving the highest rating reinforces Azelis' commitment to become the world-leading provider of sustainable solutions and services in the specialty chemicals and food ingredients industry.

Take a look at the Azelis sustainability report to learn how we became EcoVadis sustainability rating Platinum winners:

[Azelis Sustainability Report](#)

[Press Release](#)



## Come Visit us at California SCC Supplier's Day

This October the popular tradeshow returns to the Long Beach Convention Center, October 13th-14th. Come visit Ross Organic and our suppliers at booths: 410-414



*Sustain-a-Beauty*  
Multi-functional Ingredients

[Registration & Information](#)

## Introducing Ethience® Protect – The eco-conscious barrier function balancer from Beraca

Our body is constantly fighting against external agents, such as pollution and climate change. The skin is the body's first line of defense, not only preventing the entry of harmful components but also avoiding excessive water loss. But disruptions to the skin's barrier function can be caused also by intrinsic conditions, such as stress, and these both factors can lead to a compromised skin.

With these concerns in mind, Beraca created Ethience® Protect: an active ingredient that contains plant-based polyphenols known for their anti-inflammatory properties and beneficial effects on skin's barrier function.

Ethience Protect focus on the skin's three structural layers, that overlap:

- The lipid layer on the skin's surface, which ensures primary protection
- The stratum corneum that, like bricks set in mortar, consists of corneocytes embedded in a lipid matrix
- And the viable epidermis with its strong intercellular cohesion, ensured by different types of cellular junctions and the solidity, warranted by the cell cytoskeletons

**Ethience® Protect is obtained from a co-product of sustainable Brazil nut oil production. This means the production process of Ethience® Protect touches the circular economy concept since, by enabling the use of the entire fruit, we maximize its natural potential for a residue-free production.**



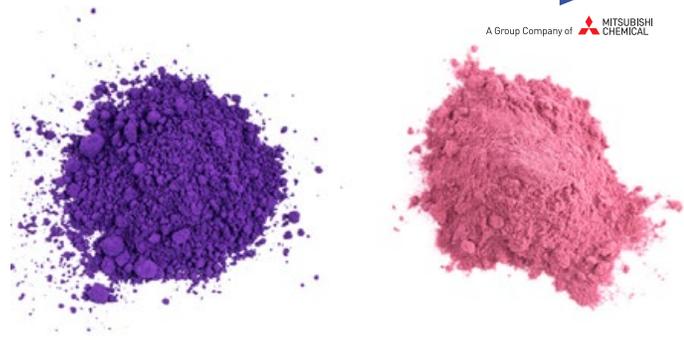
The innovative Brazil nut extract rebuilds and strengthens skin's natural protective shield, leading to better hydrated, less sensitive, & healthier looking skin. Ethience Protect is the result of an upcycling process from an ethically sourced supply chain of sustainable Brazil nut oil production. This means the production process of Ethience Protect touches the circular economy concept since, by enabling the use of the entire fruit, we maximize its natural potential for a residue-free production.

[Learn More](#)

## New Surface Treated Pigments from Gelest



In response to a resurgence of pink and violet eye makeup, Gelest recently launched Ultramarine Pink and Ultramarine Violet surface-treated pigments to help formulators meet increased demand. Along with their Ultramarine Blue, these new surface-treated ultramarine pigments create clean, bright shades to soft pastels in eye makeup and powders. The surface treatments increase durability, lower oil absorption, improve skin adhesion, enhance water repellency, and facilitate dispersion processing in formulations.



Ultramarine pigments can also be used for color correcting off-white skincare, up to 0.10 percent in a formulation. These colorants are more cost-effective than organic pigments and meet the requirements for vegan, dye-free and lake-free formulations. In addition, Ultramarine Pink is the only UV and heat-stable “red” pigment permitted around eyes.

Gelest selected three hydrophobic surface treatments that deliver the most benefit in eye makeup, where ultramarine pigments see the most use. The ultramarines are available with the Trimethylsiloxysilicate (SR), Stearyl Triethoxysilane (SS) and Triethoxycaprylylsilane (TC) surface treatments. The SS treatment is recommended for improved powder feel, longer wear and increased hydrophobicity, and the TC treatment for its economic and hydrophobic attributes. They recommend the SR treatment for mascaras, eyeliners and especially for powders to prevent sebum breakthrough and decrease creasing on eyelids. The SR treatment contains a film-former that increases water resistance and improves skin adhesion—leading to better wear over time.

For more information or to obtain Ultramarine Pink, Ultramarine Violet or Ultramarine Blue pigment samples, contact your Ross Organic Technical Sales Rep or visit our website:

[Learn More or Request Samples](#)

## From Waste to Worthy

Given that 75% of a plant is considered a by-product, and more than one-third of food produced for human consumption is wasted, according to the World Resources Institute, that creates a lot of resources that have unused potential. Food And Beverage production is the largest source of this waste. Food waste and loss cost the global economy more than \$940 billion a year, according to a study by the United Nation’s Food and Agriculture Organization.

This waste affects our natural resources, and the greenhouse gas effect on the planet. The beauty industry can bring High Value to what had low value through upcycling.

So, what exactly is upcycling? Upcycling is the creation of new products from the waste, and by-product remaining after the production of an entirely separate product. It is repurposing a material that was previously thought to be of no use.

Several of our supplier partners offer ingredients and formulations that feature upcycled ingredients. Learn more about the ways you can incorporate sustainability into your product development.

[Ross Upcycling](#)



## Stick it to sun damage with 'Simply Zinc' from BASF



Consumers are increasingly seeking out UV products that have the added benefits of naturalness and ease of use. It's clear that environmental issues are a growing focus area in sun care as launches with eco-ethical claims have sharply increased over the past few years.

From November 2019 to October 2020, 54% of US sun care launches utilized claims in the "Ethical – environmentally friendly product" space (Mintel GNPD).

As some organic or chemical UV filters are already banned in Hawaii and the topic continues to receive media exposure, consumers want products that are safe for them and safe for the environment.

And that's where Zinc Oxide comes in – a natural mineral UV filter that has broad-spectrum protection and can be used in a variety of different formats. Consumers want convenience and easy application, and believe it or not, it's possible with Zinc Oxide.

Have you ever tried applying a Zinc Oxide sunscreen on the go and end up a sticky, pasty mess? That's exactly why BASF developed Simply Zinc, a fast-blending sunscreen stick featuring Z-COTE® HP1 X. This natural SPF 30 formula is perfect for those consumers who are always on-the-go and need broad spectrum protection that is accessible wherever they are, and don't have the time (or a mirror!) to fuss with a cream. Apply Simply Zinc with a few swipes, rub gently, and you'll be surprised by how smooth and soft it feels.

# FORMULATIONS

## Simply Zinc - Natural SPF 30 from BASF

#UV-US-20-34968-146

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	<a href="#">Cetiol® LC</a>	Coco-Caprylate/Caprata	10.00	BASF (Ross)
	<a href="#">Myritol® 312</a>	Caprylic/Capric Triglyceride	22.10	BASF (Ross)
	<a href="#">Cetiol® OE</a>	Dicaprylyl Ether	13.00	BASF (Ross)
	Xiameter PMX-200 Silicone Fluid 100CS	Dimethicone	2.00	—
	<a href="#">Cetiol® SB 45</a>	Butyrospermum Parkii (Shea) Butter	3.00	BASF (Ross)
	Pelemol PHS-8	Polyhydroxystearic Acid	0.30	—
	<a href="#">Lanette® 18</a>	Stearyl Alcohol	3.00	BASF (Ross)
	<a href="#">Cutina® HR Powder</a>	Hydrogenated Castor Oil	4.00	BASF (Ross)
	<a href="#">Cegesoft® HF 62</a>	Hydrogenated Vegetable Oil	2.00	BASF (Ross)
	White Beeswax SP 422P	Beeswax	6.75	—
	Ozokerite Wax White SP 273P	Ozokerite	5.75	—
Candelilla Wax SP 75	Euphorbia Cerifera (Candelilla) Wax	6.50	—	
B	<a href="#">Z-Cote® HP1 X</a>	Zinc Oxide (nano) (and) Triethoxycaprylylsilane	21.60	BASF (Ross)

### PROCEDURE

1. Combine phase A and heat to 95-100C while mixing, until solids melt.
2. Heating oil to very high temperatures, work on a batch at a time, monitor temperature closely to avoid overheating.
3. Add phase B, mix for a few minutes to displace air pockets and disperse powder, then homogenize until uniform.
4. Continue to mix and cool down slowly
5. Hot pour into sunscreen stick component at ~67 C.
6. Do not touch or move sticks after hot pour step, let them solidify slowly overnight.

### SPECIFICATIONS

appearance: opaque stick

### FEATURES AND BENEFITS

A fast-blending sunscreen stick featuring Z-COTE® HP1 X that provides convenient, on-the-go protection with a soft, powdery feel. This formulation is natural and offers broad spectrum protection.

### PERFORMANCE

In vivo SPF based on results of an almost identical formula (UV-US-20-34968-145) with pre-screen study 3 subject panel at Cantor Research Labs (FDA rule – in vivo determination of the sun protection factor) – 30. The tested formula does not contain the 2% silicone fluid or the Triethoxycaprylyl silane coating this formula uses.

## Meet Olivem® 2090, the ultimate W/O cold process emulsifier

Hallstar has applied its knowledge in olive oil chemistry to create a unique product able to satisfy the most demanding consumers. Water-in-oil emulsions are widely used in cosmetics and pharmaceuticals, but they are known to be difficult to create and stabilize. In addition, beauty customers strongly request finished products with a light sensorial profile.

Olivem® 2090 represents the perfect solution to these challenges, thanks to its innovative chemical structure based on the combination of polyglycerol esters of olive oil fatty acids and polyricinoleic acid. It is a naturally derived cold process W/O emulsifier offering exceptional emulsifying performance combined with excellent sensorial and hydration benefits for multiple applications.

Olivem 2090 has the added benefit of broad compatibility with sun care ingredients tested at a standard percentage. Its sensoriality, along with W/O emulsions' innate waterproof properties, helps in developing light sunscreens, even those with high SPF levels.

### PROCEDURE

1. Heat phase A up to 80-85°C.
2. Prepare phase A and stir with magnetic stirrer for 1 minute.
3. Prepare separately phase B and stir with anchor stirrer at 250rpm.
4. Heat phase B up to 75-80°C.
5. Add very slowly the phase A to phase B mixing with anchor stirrer at 250rpm.
6. Stir phase AB with anchor stirrer for 2 minutes at 250rpm.
7. Homogenize the phase AB, using a suitable dispersion unit (Silverson) for 2 minutes.
8. Cool down to 40°C under stirring (50 - 100 rpm).
9. Add phase C homogenizing using a suitable dispersion unit (Silverson) for 1 minute.

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## Know-rish Yourself Daily Moisturizer SPF 15 from Hallstar

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	Distilled Water	Water	QS	—
	Propanediol	Propanediol	2.0	—
	<a href="#">Euro!® BT</a>	Olea Europaea (Olive) Leaf Extract, Water	0.5	Hallstar (Ross)
	Magnesium Sulfate	Magnesium Sulfate	1.0	—
B	<a href="#">Sensolene® Light ET</a>	Ethyl Olivatate, Olea Europaea (Olive) Leaf Extract	5.0	Hallstar (Ross)
	<a href="#">Biochemica® Hemp Oil Refined Organic</a>	Cannabis Sativa Seed Oil	2.0	Hallstar (Ross)
	Coconut/Palm Kernel Alkanes	Coconut/Palm Kernel Alkanes	6.0	—
	<a href="#">BLUE Oléoactif®</a>	Glycine Soja (Soybean) Oil, Polyglyceryl-3 Diisostearate, Oryza Sativa (Rice) Extract, Oryza Sativa (Rice) Germ Extract	1.0	Hallstar (Ross)
	<a href="#">BLUSH Oléoactif®</a>	Brassica Campestris (Rapeseed) Seed Oil (and) Polygonum Tinctorium Leaf Extract	2.0	Hallstar (Ross)
	<a href="#">SolaStay® S1</a>	Ethylhexyl Methoxycrylene	2.0	Hallstar (Ross)
	<a href="#">BIOME Oléoactif®</a>	Simmondsia Chinensis Seed Oil (and) Avena Sativa Kernel Oil (and) Bacillus Ferment	0.5	Hallstar (Ross)
	<a href="#">Olivem® 2090</a>	Polyglyceryl-4 Olivatate/Polyricinoleate	4.0	Hallstar (Ross)
	Titanium Dioxide (nano), Alumina, Stearic Acid	Titanium Dioxide (nano), Alumina, Stearic Acid	9.0	—
	Zinc Oxide	Zinc Oxide	3.0	—
<a href="#">Biochemica® Vitamin E Natural</a>	Tocopherol	0.2	Hallstar (Ross)	
C	Mica	Mica	2.0	—
	Preservative	Preservative	a.n.	—
	Titanium Dioxide, Mica, Silica	Titanium Dioxide, Mica, Silica	1.0	—

### SPECIFICATIONS

viscosity: 70000-80000 mPa·s  
(Brk. RVDV-E, Sp 6, 10 rpm, after 24 h at room temperature)

appearance: slightly pink pearly cream

### FEATURES AND BENEFITS

This natural face cream was specifically created for mature customers who know what they want from their beauty regimen! Know-rish Yourself deeply protects and moisturizes sensitive skin daily.

- Olivem® 2090 contributes to the cream's full-bodied richness, freshness and easy spreadability.
- The multifunctional emollient Sensolene® Light ET provides its antioxidant properties and promotes it light skin-feel.
- Biochemica® Hemp Oil is a moisturizing and soothing emollient.
- BLUSH Oléoactif® has a powerful calming action and gives the cream a light pink color, triggering a positive emotional reaction.
- The formula is enriched with BLUE Oléoactif® which protects cells from urban pollution and blue light, as well as BIOME Oléoactif® which balances the skin's microbiota and maintains the integrity of the epidermal barrier.

### FORMULA CLAIMS

- Mineral sunscreen
- Anti-pollution & blue light protection
- Light skin-feel
- Skin barrier protection

## Happy Anniversary

Heidi Elrahib Morihiro & Kandarpa McGinty



Congratulations to Heidi & Kandarpa on their 5-year anniversary with Ross Organic. They have both been huge assets to our sales team over the past five years, and we appreciate all of their hard work and dedication.

*"We're so proud of their growth and achievements, and happy to have them on the Ross Organic sales team. They both strive for excellence and in making Ross a great place to work."*

– Darrell Zehner, VP of Sales



## Welcome Azam Ramazani!

We are pleased to announce that Azam Ramazani is joining the Ross Organic team as a Technical Sales Representative.

Azam comes to Ross with 5 years of selling experience at Norman Fox, focusing on the HI&I side of the business. She got started in the chemical industry because it allowed her to connect her interest in science, business, and improving the consumer experience (she used to manage retail stores, so her insight on this is unique). She is passionate about the personal care industry and is planning on starting a Master's in Cosmetic Sciences in the fall. She has her BS from CSU Fullerton, focusing on Molecular Biology & Biotechnology with a minor in Business Administration. She did an independent research semester at University of Oxford working in bacterial DNA and fell in love with Oxford.

Her interests include reading and cooking – she even has 3 hens who lay eggs, and she grows food at a local community garden. Outside of that, she works on crafts with her daughter and plans hiking & camping trips.

Please join us in welcoming Azam to the team!



## 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](mailto:info@rossorg.com) with subject line "ROSS Newsletter Contest" and you will be eligible to win a special prize (over \$50 value).



## Ann Amiset - Sales Coordinator



**Where was I born?**  
San Pedro, CA

**My favorite subject in grade school was...** Math

**What did you want to be when your grew up?** Zoologist

**Favorite hobbies:** Photography & Reading

**Favorite book:** Any Mystery

**Favorite movie:** French Kiss

**Do I collect anything?:** I have owned dalmatians for the last 25 years so people are constantly giving me trinkets that are related to the 101 Dalmatians movie

**On weekends where will you most likely find me:** Scrapbooking, or if there is nice weather outside reading a book

**Word that describes me:** Tenacious

**What was the most adventurous thing you have ever done?**  
Years ago, a vacation with my Best Friend!

**What was your last vacation?** Way too long ago!  
Planning on a big trip this fall to Europe

**Last time you laughed out loud:**  
At a party talking to family.  
My nephew is a riot

**If I could have a super power what would it be?**  
To fly

**My favorite quote:** "You are never too old to set another goal or to dream a new dream"  
– C.S. Lewis

**What are you most proud of?**  
My kids. They are good human beings

**Something most people do not know about you:**  
I lived in a foreign country for over a decade

**My favorite thing about Summer:**  
Being a true California girl, I love being on the beach





Ross Organic

An Azelis Company

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## Create Fashionable, Fresh, Cutting-edge Formulas



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



Botanicals & Actives  
from the Amazon



Oleosome Technology



Campo Research

Natural Botanical  
Extracts, Oils, and  
Preservatives



Natural Oat-based  
Active Ingredients



Active Ingredients



Jjobba, Macadamia,  
and Sunflower Seed  
Oil Derived Botanical  
Ingredients



A Group Company of MITSUBISHI  
CHEMICAL  
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  
Multifunctional Additives



Effect pigments



Microencapsulated Active  
Ingredients, Pigments,  
and UV Filters

Innovation  
through  
formulation



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