



the
Source

Fall 2021

"And all at once
Summer collapsed
into Fall"

— Oscar Wilde



Giving Thanks to Our Customers

As the weather and leaves start to change, and we inch closer to the holiday season, we wanted to take a moment to reflect on all that has transpired throughout the past year. As we entered 2021, we still faced challenges due to the pandemic, and we saw additional issues crop up such as supply chain delays. On the bright side we were able to see each other in person again for the California SCC Supplier's Day show in October.

We hope that we can continue this positive momentum into 2022. Most of all we want to thank you, our customers, for your continued support and business throughout these challenging two years. We look forward to continuing to serve you in 2022 and hopefully see some of you in person!

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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The quarterly publication of Ross Organic Specialty Sales, LLC, an Azelis company.

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Suppliers' Day Recap

A sincere 'Thank You' to our customers, suppliers and attendees that stopped by our booth during the California SCC Suppliers' Day show in Long Beach.

With your help we handed out 700 reusable tote bags and were able to raise over \$1000 for our four non-profits committed to sustainability. We were proud to feature many sustainable elements of our booth including several key items created from recycled materials.

We loved catching up with everyone and getting the chance to discuss our Sustain-a-Beauty concept. To learn more about our Sustain-a-Beauty Multi-functional Ingredients you can visit the link below.



[Learn more about Sustain-a-Beauty>>](#)

[Watch the Recap Video>>](#)

"Living Wall" with over 80 succulents

Recycled wood Panels

Fabric banner w/ 115 Recycled Plastic Bottles

Bamboo promo pens & Recycled paper sell sheets

Printed 700 Reusable organic cotton tote bags

Bamboo face masks & Recycled fabric shirts

Recycled content carpet

Reclaimed wood & rented furnishings



Beauty & Color Trends 2023 from Sun Chemical

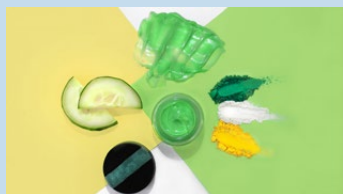


Explore "Intuitive Nature," the latest installment of the global cosmetic trends program, which outlines color forecasting based on beauty trends for 2023 with inspiring colors, textures, effects, and vegan formulations.

This trends program features two themes: "Bloom" for Spring/Summer and "Evolution" for Fall/Winter.

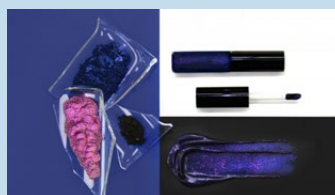
Bloom

"Bloom" consists of cheerful and joyful colorful moments. For this season, vivid tones of turquoise, purple, cerise, and peach complement gentle pastels.



Evolution

"Evolution" channels natural inspired shades. Muted dark tones like olive and khaki are lightened with neutrals and metallic accents.



Contact your Ross Organic Sales Rep for samples of these effect pigments or formulation prototypes.

[Explore the colors, effects,
& formulations for these trends>>](#)

Ross Organic Named Exclusive Distributor of Cargill Beauty



We are pleased to announce an extended distribution agreement to offer Cargill Beauty products, including the Floratech portfolio, in the entire Western region of the United States: AZ, CA, CO, ID, MT, NV, OR, UT, WA, and WY effective October 25th, 2021.

Cargill is a leading manufacturer and innovator of multifunctional, specialty ingredients for the cosmetic and personal care industry. Cargill Beauty, the personal care division of Cargill, offers a portfolio composed of emollients, texturizers, emulsifiers, and sensory enhancers.

Cargill Beauty offers a large selection of natural ingredients allowed for use in COSMOS-approved formulas, naturally certified products, and of natural origin (ISO 16128). The portfolio is offered with a responsible supply chain and the most advanced research and application services to support the sustainable growth of the personal care brands.

We are excited to bring you this opportunity and if you would like more information please contact your Ross Organic Sales Representative.

[Contact Ross>>](#)

Introducing Seanactiv™ from BASF

The eyes are our most expressive feature, they play a major role in communication, but because the skin in that area is so thin, they require extra attention to reduce the signs of stress, age, and fatigue.

BASF's newest active ingredient, Seanactiv™, adds to their existing line of eye care and anti-aging solutions. Inspired by the ocean's abundant natural resources, Seanactiv targets multiple skincare concerns around the eyes. Within one week of use, the bioactive helps to reduce the look of dark circles, helps to fade the appearance of crow's feet, and makes the eye contour look healthier and fresher.

It does all that with the power of fucoidans, or complex polysaccharides, derived from brown algae. Seanactiv uses a particular extract of bladderwrack, or fucus vesiculosus, a type of brown algae. Because they need so few resources to survive, algae are a sustainable source of polysaccharides. The algae from which Seanactiv is extracted is certified organic by Thallus, fully traceable, and manually harvested in Nova Scotia.



[Learn More or Request Samples>>](#)

[Watch the Video>>](#)

NEW! Berashades from Beraca



Beraca has recently launched a palette of five shades of naturally colored and sustainable clays for cosmetic use (Ivory, Beige, Bronze, Caramel, and Ebony), all of which can be mixed and matched, and customized with more than 3,000 color combinations to match different skin tones.

These ready-to-use actives meet vegan & multifunctional claims and are an 100% natural alternative to synthetic pigments. They can be used in makeup, hair care, and skin care; in color cosmetic applications they allow coverage for a more natural appearance and matte effect, in addition to stable color resulting from a simultaneous micronization process. As a mineral ingredient, the actives also offer detoxifying and a remineralizing effect.

Beraca has also launched the "Berashades Mixer", an online tool that allows formulators to create their own shades with simultaneous access to different levels of benefits delivered by the ingredient such as hydration, skin barrier function and firmness.



IVORY
light shade

BEIGE
medium light shade

BRONZE
medium shade

CARAMEL
medium dark shade

EBONY
dark shade

[Berashades Mixer Tool>>](#)

[View Beraca Products>>](#)

Are you participating in No-Shave November?

Let us help you take care of your beard or mustache with these great formulations that help you condition and style your facial hair.

[Learn More>>](#)
BASF's ingredients for
healthy facial hair

Beard Repair Lotion from BASF

#HB-US-20-36247-11

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	Distilled Water	Water	50.30	—
	Hispagel® 200 NS	Glycerin (and) Glyceryl Polyacrylate	10.50	BASF (Ross)
	AM200 PF	Water (and) Cyclopentasiloxane (and) Cyclohexasiloxane (and) PEG-8 (and) Hydrogenated Lecithin	30.00	BASF (Ross)
B	Phytosoothe LS 9766	Brassica Campestris (Rapeseed) Sterols, Cetearyl Alcohol	1.00	BASF (Ross)
	Cetiol® C 5	Coco-Caprylate	2.00	BASF (Ross)
	Myritol® 331	Cocoglycerides	2.50	BASF (Ross)
C	Preservative		1.00	BASF (Ross)
	Puricare LS 9727	Water (and) Glycerin (and) Moringa Oleifera Seed Extract	1.00	BASF (Ross)
	Bisabolol rac	Bisabolol	0.20	BASF (Ross)
		Fragrance	0.30	BASF (Ross)
	Vitamin E-Acetate Care	Tocopheryl Acetate	1.00	BASF (Ross)
D	Cosmedia® SP	Sodium Polyacrylate	0.20	BASF (Ross)
		Citric Acid	q.s.	

PROCEDURE

1. Add Phase A ingredients in order with mixing. Ensure gel forms before adding AM PF 200. Start heating to 45C.
2. In a separate beaker add Phase B ingredients in order, melt and mix to 45C.
3. Add Phase B to Phase A.
4. Cool to 40C and add Phase C ingredients.
5. Adjust pH if necessary, between 5.5-6.0.

HOW TO USE

Apply a small amount to hand and fingertips and work through beard hair concentrating on ends. Allow the product to dry naturally.

FEATURES AND BENEFITS

There is increased attention being given to what's in the air around us. With these concerns, many consumers are looking for anti-pollution ingredients to protect against adhesion of micro-particles, including our beards. Puricare™ comes to the rescue offering great anti-pollution benefits.

AZELIS DISCLAIMER - The information contained herein is given in good faith, based on our current knowledge and without any representation and warranty, express or implied, on its quality, accuracy, and completeness. Although it is Azelis' practice to assist our customers with technical advice and to identify and recommend appropriate solutions for any particular application issue, such assistance, advice, and recommendation is provided without guarantee and warranty, express or implied, in relation to the suitability for use, merchantability or performance of a product, formulation or its individual ingredients for any particular application, and Azelis cannot accept any liability for any possible damages, losses or claims in this respect. Considering that Azelis can neither anticipate nor control the different conditions or circumstances under which the product is being used or commercialized, each user should conduct the necessary research and testing to ensure that a product, formulation, or its individual ingredients are fit for purpose and their intended application and verify whether their use or application does not infringe any third party (intellectual property) rights. Users are responsible for ensuring compliance with applicable laws and regulations when handling any product, formulation, or individual ingredient and are expected to familiarize themselves with the Safety Data Sheet for safety, health, and environmental information, including any instructions related to wearing protective equipment. Where required, users should obtain the necessary certifications, permits, and authorizations prior to using or commercializing any product, formulation, or individual ingredient. Please make certain that you are at all times in possession of the latest version of the written technical specification for each product, formulation, or individual ingredient, which can be requested in writing by mailing to your local representative.

Keep Your Beard Thickener from BASF

#HB-US-20-36247-10

Phase	Trade Name	INCI Name	Wt, %	Supplier
A		Water	76.80	—
		Glycerin	3.00	—
		Preservative	1.00	—
B	Dehyquart® C 4046	Cetearyl Alcohol, Dipalmitoylethyl Hydroxyethylmonium Methosulfate, Cetareth-20	3.00	BASF (Ross)
	Cutina® PES	Pentaerythrityl Distearate	2.50	BASF (Ross)
	Lanette® 16	Cetyl Alcohol	1.00	BASF (Ross)
	Cetiol® C 5	Coco-Caprylate	2.00	BASF (Ross)
	Myritol® 331	Cocoglycerides	3.00	BASF (Ross)
		Beeswax	2.50	—
C	Cosmedia® Ultragel 300	Polyquaternium-37	1.00	BASF (Ross)
D		Sodium Hydroxide	0.10	—
E	D-Panthenol 75 W	Panthenol	1.00	BASF (Ross)
	Dehyquart® A-CA	Cetrimonium Chloride	1.00	BASF (Ross)
		Fragrance	0.10	—
	Luviskol® K 30 Super Solution	PVP	1.00	BASF (Ross)
	Trichogen VEG UL LS 9922	Water, Arginine, Acetyl Tyrosine, PEG-12 Dimethicone, Calcium Pantothenate, Zinc Gluconate, Niacinamide, Omithine HCl, Polyquaternium11, Citrulline, Hydrolyzed Soy Protein, Glucosamine HCl, Arctium Majus Root Extract, Panax Ginseng Root Extract, Biotin	1.00	BASF (Ross)

PROCEDURE

1. Add Phase A ingredients with fast mixing.
2. Once batch is uniform begin heating to 70C.
3. In a separate beaker add Phase B ingredients with prop mix, heat to 75C.
4. Around 62 C, all waxes will melt and go clear. Sprinkle in phase C. Mix until uniform and continue heating to 75 C.
5. Add Phase B+C to Phase A with mixing on Silverson until uniform. Add phase D on silverson, mix until uniform.
6. Cool to about 45C and add Phase E ingredients and continue mixing.
7. Final pH should be 4.5-5.

HOW TO USE

Apply a nickel-sized amount of product onto beard and work in evenly throughout until fully integrated. Style and shape as normal. Apply daily or more often as needed.

FEATURES AND BENEFITS

To achieve a full and healthy-looking beard, sometimes a little extra help is needed. This formula features a conditioning powerhouse of ingredients including Dehyquart® C4046 and Cosmedia® Ultragel 300, along with Trichogen™ Veg for added density and fullness. To help lightly hold the beard in place and allow for added styling, the formula incorporates Luviskol® K30 Super Solution. Say goodbye to those patchy beards!

GROW A MO WITH US TO SUPPORT "MOVEMBER" *November 1 - 30*



Help us Raise Money for Breast Cancer & Men's Health issues by participating in MOVEMBER.

For every person that sends us their mustache photo we will be making a donation to support National Breast Cancer Foundation and the Movember Foundation during the month of November.

So GROW it or FAKE it but most of all have fun with it and help us raise funds with your face!

STEP 1: Grow a Mo' (mustache, beard, whatever) or use a filter or App to give yourself some sweet upper lip facial hair

STEP 2: Email us your pic to info@rossorg.com so you can be counted

STEP 3: Follow our Social Media for updates and spread the word to your coworkers

You can find more information about the non-profits here:

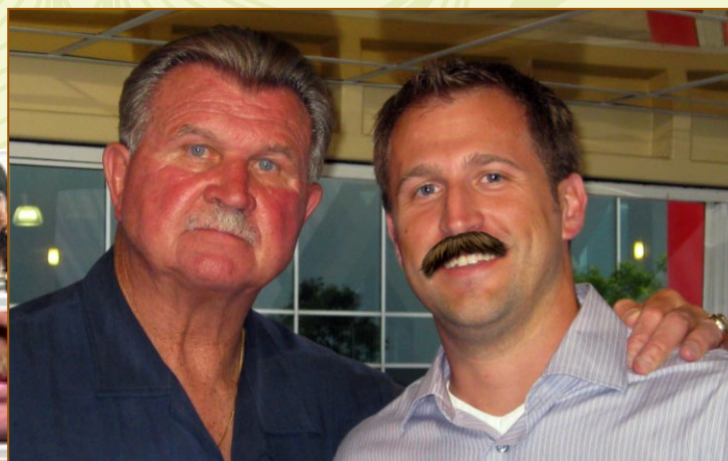


[Movember Foundation>>](#)

[National Breast Cancer Foundation>>](#)

[Mustache Photo App>>](#)

A Great online
mustache photo editor>>



Happy Anniversary Andres Espinosa

Congratulations to Andres on his 5-year anniversary with Ross Organic. Andres is one of our warehousemen in Santa Fe Springs, so we thank him for his hard work and dedication despite the challenges and changes the pandemic brought to his job over the past year.

"Andres has been an essential part of the warehouse team since he joined 5 years ago. His great attitude and commitment day in & day out does not go unnoticed and is appreciated by all of us."

Rolando Barrientos – Site Manager



We thank you for everything that you do as you continue to help Ross Organic, an Azelis Company, grow as the leading distributor of specialty chemicals and innovative ingredients.

Welcome Nijel Cruz

We are pleased to announce that Nijel Cruz has joined the Ross Organic team as our new Warehouse Administrator.

Nijel has 5 years of experience working in a warehouse setting with over 2 years working as warehouse administrator. He began working as a forklift operator for Central Transport. After 2 years there, he went on to work as a temp contract at Geodis Freight before brought on as a full time as a warehouse administrator. His focus on his most current role has been running the warehouse operations, creating orders, dispatching and much more. He is skilled in SAP software, is detailed oriented and executes tasks on time.

Nijel was born in the Philippines and his interests include mountain biking, camping, going off roading and loves anything that has to do with the outdoors.

Please join us in welcoming Nijel 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 with subject line "ROSS Newsletter Contest" and you will be eligible to win a special prize (over \$50 value).





Ross Organic

An Azelis Company

9770 Bell Ranch Drive

Santa Fe Springs, California

90670



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



Jajoba, 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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