

The background of the entire page is a soft-focus photograph of several pink ribbons, which are a symbol for breast cancer awareness. One ribbon is in sharp focus in the center, forming a loop.

**the
Source**

Fall 2022

Beauty with Purpose



R Ross
Organic

Beauty with Purpose

In this issue, we bring awareness and appreciation to several initiatives Ross has proudly supported and been a part of this year. Besides our typical content covering products and trends, we will also bring our focus to the month of October which represents Breast Cancer Awareness Month.

Breast Cancer Awareness Month

According to the World Health Organization, breast cancer is the most common cancer among women worldwide, claiming the lives of hundreds of thousands of women each year and affecting countries at all levels of modernization.

This form of cancer is affecting the lives of American's every day which is why having a month full of awareness and education is imperative to helping spread knowledge and support amongst this disease. Good news about Breast Cancer is that death rates from breast cancer have been declining since about 1990, in part due to better screening and early detection, increased awareness, and continually improving treatment options.

For more information, check out these resources:

[National Breast Cancer Foundation >>](#)

[American Cancer Society >>](#)



How You Can Help...

Pink for a Purpose campaign:

We will donate \$1 to the American Cancer Society for every comment with a Pink Heart emoji ❤️ on our Breast Cancer Awareness post from this week (10/24/22).

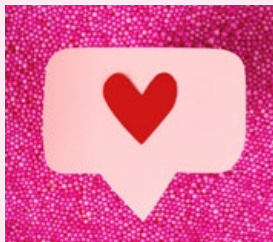
This includes all Ross social media pages until the end of October.*
Ross will be making a minimum donation of \$1,000 to help support this cause.

Click on one the links below and leave us a "❤️"!

[Instagram >>](#)

[Linkedin >>](#)

[Facebook >>](#)



*one comment per unique username will be counted up to 500.

Follow us on your favorite social media

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the Source

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Weeks of Appreciation and Celebration

Warehouse Appreciation Week

Azelis dedicated the week of September 19th as Warehouse Appreciation Week and a well-deserved week it is! The staff here at Ross give their maximum effort day in and day out to give the best customer service experience.

Our team has had some challenges like any other warehouse since COVID but that never slowed them down. They always find a way as a team to work together and ensure our customers get their orders on time as well as provide answers to our customer service and sales team to support customer inquiries.



Customer Service Week

This month we also celebrated our customer service team! We wanted to provide another shoutout to our fantastic team and show our appreciation. Although COVID has put a major damper on our ability to be in the office and celebrating together, it hasn't stopped us! We can't thank you enough for serving and supporting our customers in the best way possible.



National Chemistry Week

National Chemistry Week is a community-based outreach program coordinated by the American Chemical Society to share positive messages about chemistry with the public. Being in the world of ingredient distribution, we are surrounded by chemistry!

What is chemistry? If you look up the official term for chemistry, you will see something along the lines of "the science that deals with the properties, composition, and structure of substances (defined as elements and compounds), the transformations they undergo, and the energy that is released or absorbed during these processes" (<https://www.britannica.com/science/chemistry>)



If you were to ask somebody, "what is chemistry to YOU", the variety of answers you get is astounding! Check out some of the responses we received when we asked our colleagues what chemistry means to them.

"Chemistry is universal. No matter where you come from or where you are in the world Chemistry is chemistry and its all around us. I think it ties the world together in a unique way and interesting way."

"Chemistry is everywhere you look especially our bodies which is a beautiful symphony between biology and chemistry (biochemistry)."

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



Additional Offerings from Sun Chemical



Last newsletter we announced that Ross Organic expanded their Sun Chemical portfolio offering, by adding the legacy iron oxides, D&C dyes, and surface-treated pigments products. The tradenames for this additional portfolio include: INTENZA®, SunCROMA®, SunSHINE®, and SOFT-TEX®. This addition compliments our Colors & Effects products that Sun Chemical recently acquired.

Here are quick highlights of the additional pigments available to you:

Intenza®	FDA certified organic colorants and effect pigments. Unrivaled intensity and unique color travel
Soft-Tex®	Uniform & narrow particle sized pigments. Display greater color strength
SpectraFlex®	Effect pigments based on Alumina substrate coated with a thin layer of TiO ₂ . Provides desirable translucence & low luster appearance
SunCroma®	Inorganic & organic pigments that deliver bold and vibrant colors
SynMica®	Special effect pigments consisting of thin natural mineral mica coated with optical layers of TiO ₂ /Iron Oxide
SunShine®	Synthetic mica-based effect pigments with various particle size ranges

Contact your Ross Technical Sales Representative for more information.

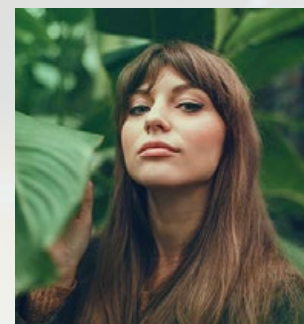
Biopolymers in Personal Care:

Your answer to great performance and sustainable benefits



Polymers are molecular chain structures that are highly effective at boosting properties of personal care products. They are diverse enough to alter characteristics such as thickness, solubility, emulsification, preservation, conditioning, or exfoliation properties.

Polymers, however, are traditionally sourced from petroleum which can negatively be associated with fossil fuels and environmental damage. That is where BASF's biopolymer line comes in to save the day! The Verdessence line by BASF Care Creations offers biodegradable, bio-based solutions made from sustainably sourced and renewable raw materials.



Take a look at their current biopolymer portfolio:

Verdessence Glucomannan (INCI: Glucomannan)	Natural texturizing polymer for aqueous systems and novel formats
Verdessence Alginate (INCI: Algin)	Multi-talented natural polymer derived from algae
Verdessence Xanthan (INCI: Xanthan Gum)	Vegan-compatible thickener and stabilizer for crystal-clear solutions
NEW Verdessence Tara (INCI: Caesalpinia Spinosa Gum)	100% plant-based rheology modifier excels at smoothing, thickening, and texturizing formulations
NEW Verdessence RiceTouch (INCI: Oryza Sativa (Rice) Starch)	Plant-based sensory powder provides the ideal smooth, light skin-feel for matte cosmetics

[Visit the BASF Verdessence™ Overview page>>](#)

First Light Luminous Kit – Officially available now!

Elevating the Day and Night Skin Care routine for the face and entire body. This skin care regimen features active ingredients that go beyond surface level to create prototypes of luxurious textures to foster renewal and lasting protection, comforting the skin.



Milk Cleanser

Cleanse and softens the skin while simultaneously reinforcing the epidermal renewal process



Face and Body Foaming Polish Powder

Powder-to-foam, exfoliating cleanser that gently buffs away dead skin cells to promote a healthier glow



Hydrating Water Cream

Watery cream-gel that provides instant ultra-lightweight hydration that soothes and protects



Anti-aging Face & Body Cream

Perfect for an all-over, soft, luxurious and moisturizing feel without the greasiness



Exfoliating PHA Mask

Gently removes impurities while it works to even skin tone and deliver radiance

To learn more and view the highlighted ingredients, visit the webpage or contact your Technical Sales Representative.

FLL Kit webpage >>

FORMULATIONS

Surprise! A second prototype kit has launched from our lab: **The Dice are Loaded.** This kit was created to restore the balance to consumers skin, hair, and regimen. The inclusion of Adaptogens, Prebiotics, & Probiotics in each prototype of this kit fits with the consumer driver of homeostatic and holistic approaches to their lifestyle. The kit features a Natural Facial Cleansing Oil, Lipid Barrier Cream, Whipped Hair & Skin Scrub, and a Hair & Scalp Serum. We've featured two of our lab's favorite picks below! [Find out more about the entire kit and a refresher on the First Light Luminous Kit>>](#)

O'il Be Gone by Mornin' Natural Facial Cleansing Oil

#LA-001-038-A

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	Myritol® 331	Cocoglycerides	QS	BASF (Ross)
	Cetiol® OE	Dicaprylyl Ether	20.00	BASF (Ross)
	Biochemica® Sweet Almond Oil	Prunus Amygdalus Dulcis (Sweet Almond) Oil	10.00	Hallstar (Ross)
	Oat Oil	Avena sativa (Oat) Kernel Extract	1.00	Cepro (Ross)
	Rain Forest Acai Oil Refined	Euterpe Oleracea Fruit Oil (and) Tocopherol	3.00	Beraca (Ross)
	Covi-ox® T-70C	Tocopherol	0.50	Kensing (Ross)
	Blush Oleoactif®	Brassica Campestris (Rapeseed) Seed Oil (and) Polygonum Tinctorium	2.00	Hallstar (Ross)
	Lameform® TGI	Polyglyceryl-3 Diisostearate	2.00	BASF (Ross)
	Campo Plantserveative™ WMr (JO)	Lonicera Caprifolium (Honeysuckle) Flower Extract (and) Lonicera Japonica (Honeysuckle) Flower Extract (and) Simmondsia Chinensis (Jojoba) Seed Oil	0.50	Campo (Ross)
	Bergamot Oil	Citrus Aurantium Bergamia Fruit Oil	0.50	BioOrganic Concepts (Ross)

PROCEDURE

Add each ingredient to the vessel one by one mixing well in between

SPECIFICATIONS

pH @ 25°C: N/A
Viscosity @ 25°C: N/A
(LVT Spindle T-C @ 3 rpm)
Appearance: Light pink oily liquid

FEATURES AND BENEFITS

A gentle oil-based cleanser that removes dirt and makeup without stripping the skin.

HOW TO USE Massage into skin until makeup and impurities are dissolved, rinse with warm water.

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They Say It's a Whip of Whipped Hair & Skin Scrub

(Whipped Hair & Skin Scrub)

#LA-001-37-A

Phase	Trade Name	INCI Name	Wt, %	Supplier
A	DI Water	Water (Aqua)	QS	—
	Beauté by Roquette® PO 070	Sorbitol	2.00	Roquette (Ross)
	Beauté by Roquette® DS 112	Starch acetate (and) Hydroxyethylcellulose (and) Xanthan gum	2.00	Roquette (Ross)
	Jordapon® SCI	Sodium Cocoyl Isethionate	3.00	BASF (Ross)
	Plantaren® 818 UP	Coco-Glucoside	5.00	BASF (Ross)
B	Olivem® 1000	Cetearyl Oliviate (and) Sorbitan Oliviate	3.00	Hallstar (Ross)
	Biochemica® Murumuru Butter Refined	Astrocaryum Murumuru Seed Butter	3.00	Hallstar (Ross)
	Cetiol® LDO	Dicaprylyl Ether (and) Lauryl Alcohol	2.00	BASF (Ross)
	Cutina® PES	Pentaerythrityl Distearate	2.00	BASF (Ross)
C	Celluloscrub™ Transparent 500	Cellulose Acetate	5.00	Lessonia (Ross)
	Epi-On™	Azelamidopropyl Dimethyl Amine (and) Water (and) Butylene Glycol	3.00	Corum (Ross)
	Microzest 25 Gardenia Blue	Maltodextrin (and) Gardenia Florida Fruit Extract	0.05	Lessonia (Ross)
	Preservative	Phenethyl Alcohol (and) Ethylhexylglycerin	1.00	—
	Beauté by Roquette® ST 118	Sodium carboxymethyl starch	4.00	Roquette (Ross)
	Fragrance	Fragrance	0.20	—

PROCEDURE

1. Combine all Phase A ingredients and mix well, heat to 75-80C.
2. Combine Phase B ingredients in a separate vessel and mix well, heat to 75-80C. Once both Phases are at the same temperature, add Phase B to Phase A and mix well, cool to 40C.

SPECIFICATIONS

pH @ 25°C: 5.0-6.0
 Viscosity @ 25°C: 310,000-312,000 cps
 (LVT Spindle T-C @ 3 rpm)
 Appearance: light blue viscous paste

FEATURES AND BENEFITS

A multi-functional scrub that purifies the hair, scalp, beard, and face while also providing moisturizing properties.

HOW TO USE

For the scalp & hair: apply in the shower and work it in to the scalp, rinse thoroughly.
 For the body & face: apply to damp skin and gently work it in, rinse thoroughly.

Ross XCEL Book Drive

Thank you to everyone who donated to our book drive over the past month. With your help it was an overwhelming success and we are excited to make a small difference in the lives of our members of the military.

[Learn more about Operation Paperback >>](#)



CA SCC Scientific Seminar Recap

Ross Organic was a proud sponsor of the CA SCC Scientific Seminar held in September in Costa Mesa, CA. We had several members of the team in attendance and the highlight was the keynote speaker Dr. Sandra Lee (aka Dr. Pimple Popper). It was a great event and we gained invaluable information around trending topics in the personal care industry.



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).



2022 Annual CA SCC & SCIFTS Golf Tournament Recap

October 3rd marked the annual CA SCC Golf tournament and we had a blast. Ross was again a sponsor of the event playing amongst colleagues, customers and suppliers at the San Juan Hills Golf Club. Our own Jesse Kreider, now Managing Director at Azelis Americas won the putting contest!



Personnel Update

Azam Ramazani has decided to resign from Ross Organic as of Thursday, October 20th. We wish her well in her future endeavors and we will all still see her around in the personal care industry!

If you are a current customer of Azam's or interested in applying for an account manager position, please reach out to Kandarpa McGinty: kmcginty@rossorg.com



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An Azelis Company
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Create Fashionable, Fresh, Cutting-edge Formulas



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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



a **Cargill** company

Jojoba, 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



Surfactants, and natural &
synthetic polymers



Effect pigments



Microencapsulated Active
Ingredients, Pigments,
and UV Filters

Innovation
through
formulation



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