

# WHAT DOES TERM ORGANIC STAND FOR



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# WHAT DOES TERM ORGANIC STAND FOR

The **definition** of **organic** is natural matter or compounds with a carbon base, and also refers to food and meat grown or raised without chemicals or pesticides. Natural plant matter is an example of something that would be described as **organic**

# WHAT DOES TERM ORGANIC FOOD STAND FOR

Simply stated, **organic produce** and other ingredients are grown without the use of pesticides, synthetic fertilizers, sewage sludge, genetically modified organisms, or ionizing radiation. Animals that **produce** meat, poultry, eggs, and dairy products **do not** take antibiotics or growth hormones.





# WHAT DOES TERM ORGANIC FOOD STAND FOR

The “Canada Organic. ... Certified Organic means that a food or fibre product has been grown and made without the use of GMOs or nanotechnology, artificial preservatives and colours, synthetic chemicals, herbicides, pesticides, fertilizers, sewage sludge or irradiation



# WHAT DOES CERTIFIED ORGANIC MEAN?

The “Canada Organic • Biologique Canada” mark is a small symbol that carries a big message:



It verifies that the food bearing this logo is produced under rigorous organic standards regulated by the Government of Canada. It also represents good health, nutritious food and environmentally-beneficial practices. It's a sign of goodness, and your best guarantee that a product is truly organic!

# WHAT IS MORE ABOUT CERTIFIED ORGANIC PRODUCTS

But it's much more than that, it also about:

- Improving soil health and promoting essential soil microbiology
- Rotating crops to balance nutrients in the soil, no monocropping
- Using plough-down crops to add nitrogen & organic matter to the soil to suppress weeds and reduce drought and soil erosion
- Promoting wildlife diversity
- Keeping detailed records which provide the means for complete food traceability from field to plate
- Humane treatment and handling of animals including outdoor access
- Using beneficial insects or mechanical methods to control weeds & pests



# AND....

Organic certification is validated annually by an on-site, independent third-party quality assurance system that audits a detailed paper trail listing farmers, processors, transporters and wholesalers that may have handled any part of the organic product.



The processes and systems within each business are also verified to ensure they adhere to specific organic standards that are regulated by the government.



# USA(USDA) CERTIFICATION VERSUS CANADIAN



## US-Canada Organic Equivalence Arrangement (US-COEA)

The United States (U.S.) has an equivalence arrangement with Canada. This means that as long as the terms of the arrangement are met, organic operations certified to the USDA organic or Canada Organic Regime standards may be labeled and sold as organic in both countries.

# ORGANIC SYSTEM

To be able to use the “Canada Organic • Biologique Canada” seal on a product, growers and makers must follow agricultural and production methods that minimize the disruption of the natural environment, encourage the health and vitality of the soil, promote humane animal management and preserve overall ecological integrity. In other words, organic means:

- No synthetic pesticides
- No synthetic preservatives or artificial colours
- No chemical fertilizers or sewage sludge
- No hormones or antibiotics
- No GMOs (genetically modified organisms)
- Humane treatment of animals
- Preservation of ecological integrity
- Complete traceability from the field to the plate

# WHAT IS ORGANIC COSMETICS

## QUESTIONS:

- If final product contains one or more of organic ingredients in any concentration, can we call it organic?
- What is Organic Ingredient?
- What is organic percentage of any ingredient?
- Is the Organic Cosmetic regulated by government?
- Are there any private regulations available to certify organic cosmetic products?
- What are the best private regulations to adopt?
- What are allowed and not allowed ingredients in which concentration?
- How can we formulate an organic product?



# ORGANIC COSMETICS



# Global Organic Market

Global Organic Cosmetics market is pegged to grow at a CAGR of about 10% during the forecast period and is expected to reach around USD16 Billion by 2021.

- Growing need for chemical-free personal care products coupled with changing lifestyle of consumers regarding organic care, increasing consumer disposable income in emerging economic systems, rising consumer awareness are the major elements which would fuel the development of the organic cosmetics market.
- Likewise, a growing number of regulatory experts and certification providers offer a friendly regulatory environment which is also driving the development of the marketplace. Also, continuous product innovation is one of the biggest opportunities which is expected to influence the global organic cosmetics market.
- The organic skin care segment is dominating the global market and is anticipated to be a major contributor in the organic cosmetics market

# ORGANIC COSMETICS MARKET: SEGMENTATION

The Global Organic Cosmetics Market is classified on the basis of type, distribution channel and region.

## 1- Global Organic Cosmetics Market, by Product Type

- Skin Care
- Hair Care
- Makeup Cosmetics
- Fragrances
- Toiletries



# ORGANIC COSMETICS MARKET: SEGMENTATION

## 2- Global Organic Cosmetics Market: By Geography

Currently, North America accounted for the largest share in the organic cosmetics market. Europe and Asia-Pacific region govern the second largest and third largest market share, respectively. The demand of organic cosmetics in Latin America is expected to witness promising growth over the next few years in light of increasing consumption of cosmetic products, new product launches, rising disposable income. However, Countries like China and India, in Asia-Pacific region, is expected to witness significant gain over the forecast period. Factors like rising concerns towards ageing, UV effects and hair fall will fuel growth in this region.

# ORGANIC COSMETICS MARKET: SEGMENTATION

## 3-Global Organic Cosmetics Market:

### By Distribution Channel

- ▣ The major distribution channels relevant to the organic cosmetics include department stores, franchise outlet, beauty specialist store, direct selling, chemists or pharmacies, online shopping and others. Currently, franchise outlet is expected to come out as the most dominating distribution modes and record a double digit growth for the forecast period. Following franchisee outlet is the department store format which is expected to hold second place in terms of growth.

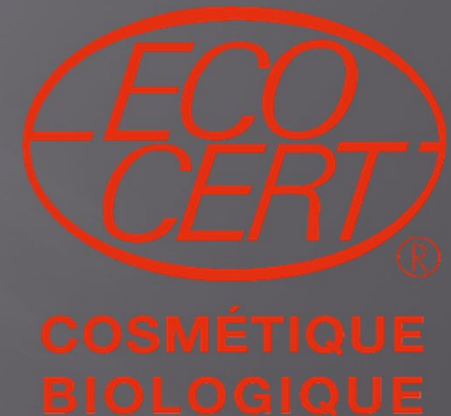
# ORGANIC COSMETIC STANDARDS WORLDWIDE

- Currently, with many label choices equally means growing challenges for consumers as part of their decision making: they need to decipher and decide what a particular label means, and what its benefits are over another.
- It has been estimated that there exist over 40 private standards worldwide,<sup>2</sup> the majority (greater than 25)<sup>2</sup> of whom operate within the EU, whose contents are generally freely available via open accessibility to the public.



# ORGANIC COSMETIC STANDARDS EU

## ▣ 1- Ecocert Greenlife



ECOCERT Greenlife has invested more than 10 years in the harmonisation project for cosmetics standards with other European partners, [BDIH](#) (Germany), the [Soil Association](#) (UK), [ICEA](#) (Italy) and [COSMEBIO](#) (France).

As a result of this harmonisation process, the COSMOS standard, launched in 2011, aims to replace the existing certifications.

# ORGANIC COSMETIC STANDARDS EU

As of 1 January 2017 all new products must be certified in accordance with the :

- ▣ 2- Ecocert-Cosmos



# ORGANIC COSMETIC STANDARDS EU

COSMOS (COSMetic Organic Standard) is a Europe-wide private standard that was developed by five charters members:

- BDIH (Germany).
- Cosmebio (France).
- Ecocert Greenlife SAS (France).
- ICEA (Italy).
- Soil Association (Great Britain).

They were all combined under an AISBL (international non-profit organisation based in Brussels) the purpose of which was to set out minimum common requirements, harmonise organic and natural cosmetic certification rules, and lobby institutions in the sector's interests.



# ORGANIC COSMETIC STANDARDS EU

COSMOS makes use of the principles in the Ecocert standard (January 2003 version):

- Promote the use of ingredients from organic farming.
- Use production and manufacturing processes that are environmentally sound and safe for human health.
- Include and expand the concept of "green chemicals".

## PACKAGINGS CHECK

- The approval of packaging is one of the steps in the process for the ECOCERT and COSMOS certification. Packaging must fulfill the requirements of each standard.

# ORGANIC COSMETIC STANDARDS EU



## Cosmos standard

This Standard applies to cosmetic products and raw materials intended to be used in cosmetic products in two scopes:

- Scope 1: Certification of organic or natural cosmetic products, raw materials with organic content, base formulas;
- Scope 2: Approval of non-organic raw materials that can be used in certified products according to scope 1. Approval of non-organic raw materials is not a scope of certification (as it is not certification) but the relevant criteria in the Standard apply in this approval process.

The users of this Standard are manufacturers, handlers and brand owners of organic or natural cosmetic products and ingredients.

# ORGANIC COSMETIC STANDARDS EU



## Ingredients categories

### ▣ *Water*

The water used must comply with hygienic standards (CFU less than 100/ml) and may be:

- potable water
- spring water
- water obtained by osmosis
- distilled water
- sea water

### ▣ *Minerals and ingredients of mineral origin*

- Minerals may be used as long as they are obtained without intentional chemical modification and preferably from environmentally sound extraction processes.
- Ingredients of mineral origin may be used only if they are listed allowed and they must comply with relevant legislation.
- Minerals and ingredients of mineral origin may be treated with the physical processes listed allowed



# ORGANIC COSMETIC STANDARDS EU



## Ingredients categories

- ▣ *Physically processed agro-ingredients PPAI*
  - Included any physically processed product of plant, animal, or microbial origin that complies with the conditions below.
  - Only primary raw materials of plant, animal or microbial origin that have been extracted using the physical processes listed in Appendix I are allowed.
  - Only primary raw materials that respect the requirements of the Convention of International Trade in Endangered Species of Wild Fauna and Flora (CITES) are allowed.

It is forbidden to use:

- Plants, plant materials and microorganisms that have been genetically modified
- primary raw materials extracted from living or slaughtered animals.

It is allowed to use ingredients of animal origin as long as:

- they are produced by animals but are not a part of the animal
- they do not entail the death of the animal concerned, and
- they have been obtained using only the allowed processes

Note: Calculation of Percentage of organic content of each PPAI , is done by supplier based on the Ecocert Cosmos regulation

# ORGANIC COSMETIC STANDARDS EU



## Ingredients categories

- ▣ *Chemically processed agro-ingredients CPAI*
  - Included any chemically processed product of plant, animal, or microbial origin that complies with the conditions below.
  - Only primary raw materials that respect the requirements of the Convention of International Trade in Endangered Species of Wild Fauna and Flora (CITES) are allowed to be used.

It is forbidden to use:

- Plants, plant materials and microorganisms that have been genetically modified
- Primary raw materials extracted from living or slaughtered animals.

It is allowed to use ingredients of animal origin as long as:

- they are produced by animals but are not a part of the animal
- they do not entail the death of the animal concerned, and
- they have been obtained using only the processes allowed

Note1: alcohol and other by-products of fermentation are chemically processed agro-ingredients.

Note2: Calculation of Percentage of organic content of each CPAI , maybe done by supplier based on the Ecocert Cosmos regulation.

# ORGANIC COSMETIC STANDARDS EU



## Calculation rules for organic percentage

### ▣ Water

Water cannot be calculated as organic. This includes water that is:

- added directly, or
- added indirectly as mixtures with or components of other ingredients, for example minerals, physically or chemically processed agro-ingredients.

## COMPOSITION OF TOTAL PRODUCT

This Standard covers two levels for finished products:

- Cosmetic products under organic certification
- Cosmetic products under natural certification.

The physically processed agro-ingredients (PPAI) percentage of a cosmetic product is calculated as follows:

- $\% \text{ PPAI product} = \frac{\sum \text{weight of PPAI of each ingredient}}{\text{weight of all ingredients}} \times 100$
- $\% \text{ ORG PPAI product} = \frac{\sum \text{weight of ORG PPAI of each ingredient}}{\text{weight of all ingredients}} \times 100$
- $\% \text{ ORG product} = \frac{[\sum \text{weight of ORG PPAI of each ingredient} + \sum \text{weight of ORG CPAI of each ingredients}]}{\text{weight of all ingredients}} \times 100$ .



# ORGANIC COSMETIC STANDARDS EU



## COMPOSITION OF TOTAL PRODUCT

### Rules for cosmetic products under organic certification

- At least 95% of the physically processed agro-ingredients must be organic
- The remaining physically processed agro-ingredients must be organic if they are listed in existing organic PPAI list
- The chemically processed agro-ingredients listed in existing organic CPAI list must be organic
- For alcohol spritzer/perfume products, at least 95% of [PPAI + alcohol] must be organic
- ▣ For soaps:
  - When making soaps from raw materials into finished product (use of plant oils), no change of the criterion: organic PPAI / all PPAI > 95%
  - - When soap noodles are used and other ingredients are added use this calculation: at least 95% of [PPAI + CPAI soaps] must be organic: [organic PPAI + organic CPAI soap] / (all PPAI + CPAI soap) > 95%

# ORGANIC COSMETIC STANDARDS EU



## COMPOSITION OF TOTAL PRODUCT

### **Total product**

- At least 20% of the total product must be organic.
- By exception, for rinse-off products, non-emulsified aqueous products, and products with at least 80% minerals or ingredients of mineral origin, at least 10% of the total product must be organic.

### **Rules for cosmetic products under Natural certification**

- ▣ There is no requirement to use a minimum level of organic ingredients
- ▣ Base formulas with no organic content (e.g. shampoo bases, soap bases) cannot go through the normal Approval process. Instead, they must be certified under COSMOS NATURAL certification (therefore including an on-site inspection).

### **Calculation rules for natural origin percentage**

- ▣ The natural origin percentage of a cosmetic product is calculated as follows:
- ▣ 
$$\% \text{ natural origin of total} = \frac{[\text{weight of total product} - \text{weight of non-natural origin ingredients} - \text{weight of petrochemical moieties}]}{\text{weight of all ingredients}} \times 100.$$

# ORGANIC COSMETIC STANDARDS EU



## Storage , Manufacturing and packaging

Storage and Manufacturing of Ecocert Cosmos certified products are similar to USDA/NOP certified products, that would be explained in that section.

Ecocert Cosmos standard has regulation for packaging ( but not USDA/NOP standard)

## Packaging

Primary and secondary packaging and fabric components must meet the criteria below. Accessories sold with products, such as brushes, applicators or technical parts, do not have to comply.

To minimise the direct and indirect environmental impacts of packaging during its life cycle, it is required to:

- minimise the amount of material used
- maximise the amount of material that can be reused or recycled, and
- use materials with recycled content where possible

It must be demonstrated during inspection that this has been done for each packaging format used.

All packaging materials used must be on the list of accepted materials



# ORGANIC COSMETIC STANDARDS EU



## Packaging

It is forbidden to use these materials in packaging:

- (PVC) and other chlorinated plastics ,polystyrene and other plastics containing styrene
- materials or substances that contain, have been derived from, or manufactured using, genetically modified organisms
- part of animals or substances produced by animals (e.g. leather, silk).

Only the following propulsive gasses may be used:

- air
- oxygen
- nitrogen
- carbon dioxide
- argon

## Fabrics

- Some cosmetic products include fabric components (wipes, strips, masks, pads, etc.) which may be used if they meet the following requirements:
- For COSMOS ORGANIC products, the cosmetic formula must meet this Standard and the fabric material must be 100% certified organic

# ORGANIC COSMETIC STANDARDS EU



## Environmental management plan

An environmental management plan must be put in place which addresses the whole manufacturing process and all the residual products and waste resulting from this. It must be implemented effectively.

- As part of the environmental management plan, a waste management plan must be put in place which addresses manufacturing waste, including gaseous, liquid and solid waste. The waste management plan must aim to reduce, reuse, recycle waste products on an efficient and rational basis.
- Note - compliance with ISO 14000 or national legislation that already covers this will be accepted.

It is required to:

- sort cardboard, glass, paper and all other waste materials
- recycle or process this waste, and
- send all other waste to a specialized recycling firm which deals with specific packaging that it is not possible to recycle

# ORGANIC COSMETIC STANDARDS EU



## Labeling

While USDA/NOP organic certification labeling regulation is following FDA ( Health Canada) cosmetic labeling regulation by addition of USDA Logo on first two organic category with identification of organic ingredients in the ingredient list and the name of certification agency, Ecocert Cosmos has restricted labeling regulation as follow:

### **Products under organic certification:**

- must be labelled with the signature 'COSMOS ORGANIC' in conjunction with the seal of the COSMOS-standard AISBL member organisation as detailed in the Labelling Guide
- must indicate the certification body on the label
- must indicate on the label the percentage of organic origin ingredients by weight in the total product, as "x% organic of total"
- may also indicate the percentage of organic origin ingredients by weight in the total product without water and minerals (as defined in 6.2.1 and 6.2.2), as "y% organic of total minus water and minerals"

# ORGANIC COSMETIC STANDARDS EU



## Labeling

- must indicate the percentage of natural origin ingredients by weight in the total product, as “x% natural origin of total”
- must indicate organic ingredients and those made from organic raw materials in the INCI list. This should be limited to the wording: “from organic agriculture” for physically processed agro-ingredients and “made using organic ingredients” for chemically processed agro-ingredients or similar expressions using the same text as used for the INCI list.
- The product must not be called “organic”, for example, “organic shampoo”, unless it is at least 95% organic, measured as a percentage of the total product.
- For products that are 100% organic or 100% natural origin, the indication of the percentage natural origin is not obligatory



# ORGANIC COSMETIC STANDARDS EU



## Labeling

### **For products under natural certification**

- must be labelled with the signature 'COSMOS NATURAL' in conjunction with the seal of the COSMOS-standard AISBL member organisation as detailed in the Labelling Guide
- must indicate the certification body on the label
- must indicate the percentage of natural origin ingredients by weight in the total product, as "x% natural origin of total"
- may indicate organic ingredients and those made from organic raw materials in the INCI list. This must be limited to the wording: "from organic agriculture" for physically processed agro-ingredients and "made using organic ingredients" for chemically processed agro-ingredients or similar expressions using the same text as used for the INCI list
- may indicate the percentage of organic origin ingredients by weight in the total product, as "x% organic of total"
- may indicate the percentage of organic origin ingredients by weight in the total product without water and minerals (as defined in 6.2.1 and 6.2.2), as "y% organic of total minus water and minerals".

# ORGANIC COSMETIC STANDARDS EU



## Labeling

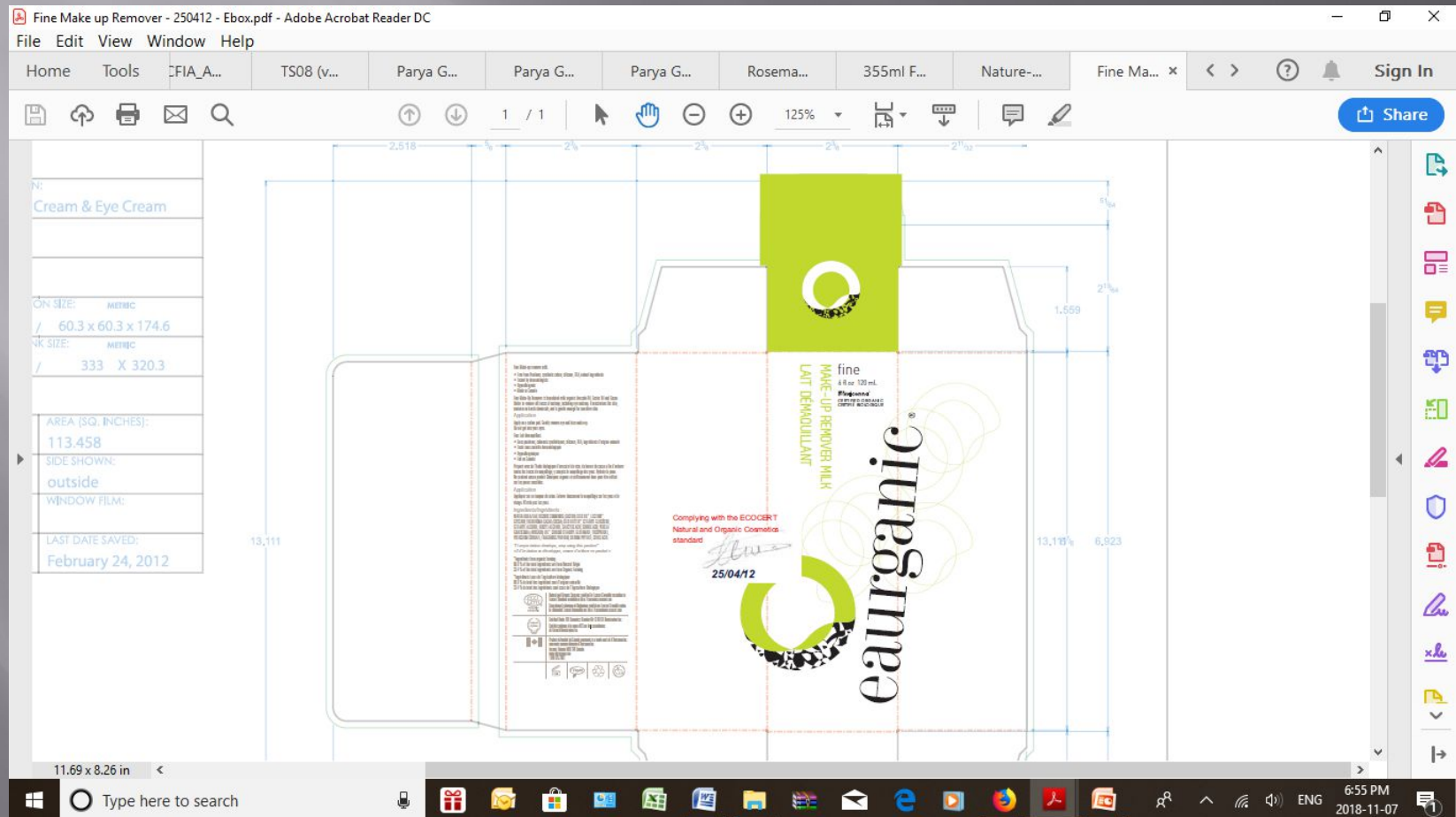
- Organic claims on the front of the packaging are limited to the organic content of the total product and the organic ingredient(s) concerned, and must:
- appear in text that is no more prominent than the smallest text on the front of the packaging
- appear in conjunction with the COSMOS NATURAL signature (which must therefore also be on the front and in accordance with the first bullet of the paragraph above), and
- the organic ingredients concerned are also identified in the INCI list (in accordance with the third bullet of the paragraph above).

## **For ingredients with organic content**

- Ingredients under organic certification (as per 6.2.3 and 6.2.4):
- must be labelled with the signature 'COSMOS CERTIFIED' in conjunction with the seal of the COSMOS-standard AISBL member organisation as detailed in the Labelling Guide
- must indicate the certification body on the label
- must indicate clearly on the label and/or appropriate documents the percentage of organic content of the ingredient by weight in the total ingredient, as "x% organic content".

# ORGANIC COSMETIC STANDARDS EU

## Label



# ORGANIC COSMETIC STANDARDS EU



## Labeling

For raw materials with no organic content that are approved

- may be labelled with the signature 'COSMOS APPROVED' in conjunction with the seal of the COSMOS-standard AISBL member organisation as detailed in the Labelling Guide
- must indicate the certification body on the label
- must make no reference on the label or on relevant documents to certification or to organic.

## **Supporting literature**

- If any reference to organic or natural products or ingredients are made in advertising or supporting literature they must comply with the appropriate rules mentioned above

## **Organic in the name of a company or product range**

- If the company name or product range includes the word organic, the use of that name or branding in conjunction with certified products must not be such that it might mislead the



# ORGANIC COSMETIC STANDARDS EU



## CERTIFICATION AND APPROVAL

### **Certification**

- To be certified for cosmetic ingredients or cosmetic products under natural or organic certification according to this Standard, it is required to fulfil the requirements described in the documents of the Scheme.
- The certification delivered by an authorised certification body is based on a documentary validation and an on-site inspection. It concerns the entire process from ingredients checking to final products validation.

### **Approval of ingredients**

The approval of non-organic cosmetic ingredients consists of a documentary validation without on-site inspection. The approval delivered by a certification body is not a certification: it only states that a non-organic ingredient is acceptable for use under this Standard.

It is required to:

- supply all information and documents needed for the approval as requested by the certification body, and
- declare to the certification body any changes to the processing of that ingredient that may affect its approval.
- It is forbidden to label or otherwise indicate that approved cosmetic ingredients are certified according to this Standard.

# ORGANIC COSMETIC STANDARDS EU

## Formulation:



Rosemary Lavender Hand and Body Lotion - 030412 - F.pdf - Adobe Acrobat Reader DC

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**5/ FINISHED PRODUCT N°** 18001  
Product name : Rosemary Lavender Hand and Body Lotion

TO BE FILLED BY THE COMPANY				TO BE FILLED BY SUPPLIER						
Ingredient No or code	Ingredient (INCI denomination)	Function	Supplier	Proportion within finished product (%)	% Certified (including previous) (%)	Preservative (INCI name)	% Natural ingredients (%)	% Organic (%)	% Organic (%)	Compliance (%) Specify the use conformity
01-10001	Purified water	Solvent	EF Bioscience Water	76.553	0	0	0	0	0	0
02-10002	Glycerol (Glycerine) (and) Glycerol Neutrol	Emollient	Cargill BAPF	3.000	0	0	0	0	0	0
03-10003	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	S. B. A. Aromas LTD	3.000	0	100	100	0	0	0
04-10004	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
05-10005	Calendula officinalis	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
06-10006	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
07-10007	BUTYROSPERMUM PERSEA SEED BUTTER	Emollient	S. B. A. Aromas LTD	3.000	0	100	100	0	0	0
08-10008	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
09-10009	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
10-10010	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
11-10011	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
12-10012	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
13-10013	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
14-10014	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
15-10015	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
16-10016	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
17-10017	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
18-10018	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
19-10019	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
20-10020	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
21-10021	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
22-10022	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
23-10023	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
24-10024	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
25-10025	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
26-10026	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
27-10027	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
28-10028	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
29-10029	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
30-10030	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
31-10031	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
32-10032	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
33-10033	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
34-10034	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
35-10035	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
36-10036	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
37-10037	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
38-10038	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
39-10039	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
40-10040	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
41-10041	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
42-10042	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
43-10043	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
44-10044	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
45-10045	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
46-10046	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
47-10047	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
48-10048	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
49-10049	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
50-10050	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
51-10051	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
52-10052	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
53-10053	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
54-10054	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
55-10055	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
56-10056	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
57-10057	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
58-10058	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
59-10059	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
60-10060	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
61-10061	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
62-10062	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
63-10063	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
64-10064	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
65-10065	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
66-10066	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
67-10067	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
68-10068	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
69-10069	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
70-10070	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
71-10071	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
72-10072	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
73-10073	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
74-10074	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
75-10075	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
76-10076	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
77-10077	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
78-10078	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
79-10079	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
80-10080	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
81-10081	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
82-10082	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
83-10083	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
84-10084	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
85-10085	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
86-10086	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
87-10087	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
88-10088	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
89-10089	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
90-10090	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
91-10091	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
92-10092	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
93-10093	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
94-10094	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
95-10095	LAVANDULA ANTHUSOIDES FLORES	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
96-10096	ALYSSUM	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
97-10097	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0
98-10098	COCA-COCA	Emollient	Blanca International Co	3.000	0	100	100	0	0	0
99-10099	PERSEA GRATISSIMA (AVOCADO) OIL	Organic Avocado Oil	Blanca International Co	3.000	0	100	100	0	0	0
100-10100	ROSMARINUS OFFICINALIS SEED OIL	Essential oil	Blanca International Co	3.000	0	100	100	0	0	0

Ecocert signature: 03/04/2012

Complying with the ECOCERT  
Natural and Organic Cosmetics  
standards

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# ORGANIC COSMETIC STANDARD USA

## USDA/NOP Organic

Cosmetics, Body Care Products  
and Personal Care Products



FDA( and Health Canada) does not define or regulate the term “**organic**,” as it applies to cosmetics, body care, or personal care products.

# ORGANIC COSMETIC STANDARD USA



- USDA regulates the term “organic” as it applies to agricultural products through its National Organic Program (NOP) regulation, 7 CFR Part 205.
- If a cosmetic, body care product, or personal care product contains or is made up of agricultural ingredients, and can meet the USDA/NOP organic production, handling, processing and labeling standards, it may be eligible to be certified under the NOP regulations.





# ORGANIC COSMETIC STANDARD USA



- The operations which produce the organic agricultural ingredients, the handlers of these agricultural ingredients, and the manufacturer of the final product must all be certified by a USDA-accredited organic certifying agent.
- Once certified, cosmetics, personal care products, and body care products are eligible for the same 4 organic labeling categories as all other agricultural products, based on their organic content and other factors:

# ORGANIC COSMETIC STANDARD USA



- “100 percent organic” --Product must contain (excluding water and salt) only organically produced ingredients. Products may display the USDA Organic Seal and must display the certifying agent's name and address.
- “Organic” --Product must contain at least 95 percent organically produced ingredients (excluding water and salt). Remaining product ingredients must consist of non-agricultural substances approved on the National List or non-organically produced agricultural products that are not commercially available in organic form, also on the National List. Products may display The USDA Organic Seal and must display the certifying agent's name and address.

# ORGANIC COSMETIC STANDARD USA



- ▣ “Made with organic ingredients” --Products contain at least 70 percent organic ingredients and product label can list up to three of the organic ingredients or “food” groups on the principal display panel. For example, body lotion made with at least 70 percent organic ingredients (excluding water and salt) and only organic herbs may be labeled either “body lotion made with organic lavender, rosemary, and chamomile,” or “body lotion made with organic herbs. Products may *not* display the USDA Organic Seal and must display the certifying agent’s name and address

# ORGANIC COSMETIC STANDARD USA



## ▣ Less than 70 percent organic ingredients-

Products cannot use the term “organic” anywhere on the principal display panel. However, they may identify the specific ingredients that are USDA-certified as being organically produced on the ingredients statement on the information panel. Products may *not display the* USDA Organic Seal and may *not display* a certifying agent’s name and address. (Water and salt are also excluded here.)

▣ *Any cosmetic, body care product, or personal care product that does not meet the production, handling, processing, labeling, and certification standards described above, may not state, imply, or convey in any way that the product is USDA-certified organic or meets the USDA organic standards.*



# ORGANIC COSMETIC STANDARD USA



*Mantis Organics*



# ORGANIC COSMETIC STANDARD USA



## Process development

### 1. Formulation

- ❑ Preparation of organic and allowed non organic Master ingredients list with valid organic certification, includes the percentage of organic content of each organic ingredients

F51 (v6) Master Ingredient List [Compatibility Mode] - Microsoft Excel

Home Insert Page Layout Formulas Data Review View ZIP Pro Foxit PDF

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**Master Ingredient list**

ECOCERT ICO

F51 (v6)  
Last update : 12/12/14

Use this form for all ingredients and products sourced that are used in products to be certified. Please use one spreadsheet to cover **ALL** products requested for certification. This first sheet is used to list organic ingredients only. Please click on the tab at the bottom to list non-organic ingredients and processing aids.  
Certificate issue date cell will **highlight red** when the certificate is past its monitoring date.

**Organic Ingredients**

Revision Date

Additional Compliance (Mark with X)

Shipping Domestically Shipping Internationally

Your Item Number (Identifier)	Organic Ingredient Name	Sources/Vendor	NOP	Canada (COR)	Canada Equiv	Korea Equiv	Japan Equiv	EU Equiv	Organic Content Percentage of Ingredient	% Added Water	% Added Salt	Certifying agent of Ingredient	Issue Date	Certificate Available (mark with X)

Organic Ingredients Non Organic Ingredients Commercial Availability

Select destination and press ENTER or choose Paste

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# ORGANIC COSMETIC STANDARD USA



Prepare the formulation based on the product claim of either categories, of 100%, 95%, or made with organic ingredients

Microsoft Excel

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Gentle Cream Cleanser

Product Ingredient Form

ECOCERTICO

Operation name: Operator's name: Skakin Kalantari Creation Date:

Name of Product Requested for Certification: Gentle Cream Cleanser Exact percentage of organic ingredients: 95.62%

Product's category: Organic

Shipping Product

Domestically Internationally

NOP Canada (COR) Canada Equiv Korea Equiv Japan Equiv EU Equiv Other (Describe)

(Mark with "X") x x x x x

Ingredients (including additives): Organic status (100%, 95%, 02...) Supplier Certifying agent Water % If non-agricultural, check if ingredient is on the National List (s) Have you verified that the nonorganic ingredient was not produced using any of the following (Exclude statements from animal products) Excluded method Sewage sludge Ionizing radiation Ingredient weight per batch (All must be in the same unit) Ingredient weight per batch (water excluded) Ingredient's Organic Weight Per Batch % of finished Product

Ingredients (including additives):	Organic status (100%, 95%, 02...)	Supplier	Certifying agent	Water %	If non-agricultural, check if ingredient is on the National List (s)	Have you verified that the nonorganic ingredient was not produced using any of the following (Exclude statements from animal products)	Excluded method	Sewage sludge	Ionizing radiation	Ingredient weight per batch (All must be in the same unit)	Ingredient weight per batch (water excluded)	Ingredient's Organic Weight Per Batch	% of finished Product
Water	02											NA	
Salt	02											NA	
water	0.002									3	3	0	3%
Glycerin	100.002	Nevada	OTCO							3	3	3	3%
Aloe Vera Juice	100.002	Shooska	Ecocert							83.425	83.425	83.425	83%
Potassium	86.29%	Shooska	Ecocert							10	10	8.629	10%
Seger Case	100.002	ESP, Jedward s lat. Inc	QCS							0.4	0.4	0.4	0%
Organic	100.002	NDA	QAI							0.07	0.07	0.07	0%
Org Rose	100.002	NDA	QAI							0.07	0.07	0.07	0%
Org Rosemary	100.002	NDA	QAI							0.035	0.035	0.035	0%
										0	0	0	0%
										0	0	0	0%
										0	0	0	0%
										0	0	0	0%

Product Ingredient Form PIF Livestock Feed

Ready

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# ORGANIC COSMETIC STANDARD USA



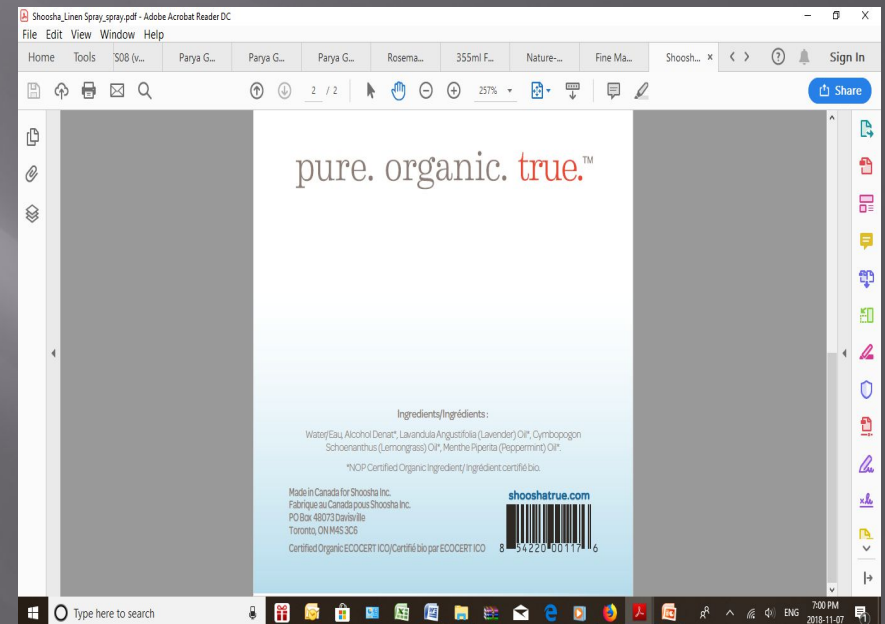
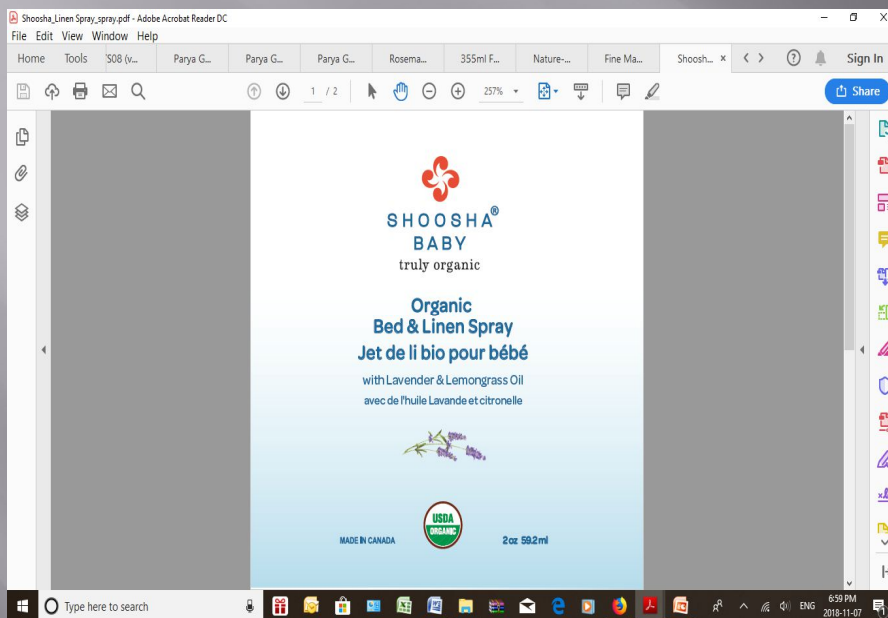
- 2- Development of manufacturing process
  - Organically approved facility paste management,
  - Documented receiving process to all organic ingredients to be processed
  - Organic cleaning material and procedures
  - Plant lay out to identify organic material to final product movement within the facility to eliminate any contamination
  - Complete separation of organic and non-organic batching, filling and packaging equipment, during parallel manufacturing process to eliminate contamination
  - Controlled batching to identify the weight of all ingredients through Bill of material based on certified product formula
  - Controlled and dedicated Storage to organic ingredients , labels, packaging , with accurate traceability of usage.
  - Quality control procedures and process
  - Date and batch coding of the finished product
  - Dedicated Storage location to organic finish products with complete traceability of in and out
  - Invoicing of organic products



# ORGANIC COSMETIC STANDARD USA



## Label



# ORGANIC COSMETIC STANDARD USA



- 3- Request to certify the formulation and whole process design, through certifying agency
  - 4- Set up a date with certifying agency to audit the processing plant
  - 5- Final approval
  - 6-Start manufacturing.
- Forms to be used



# ORGANIC COSMETIC STANDARD USA



Thank you

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Consultant

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