

Desert King Times

Desert King International's Quarterly Newsletter

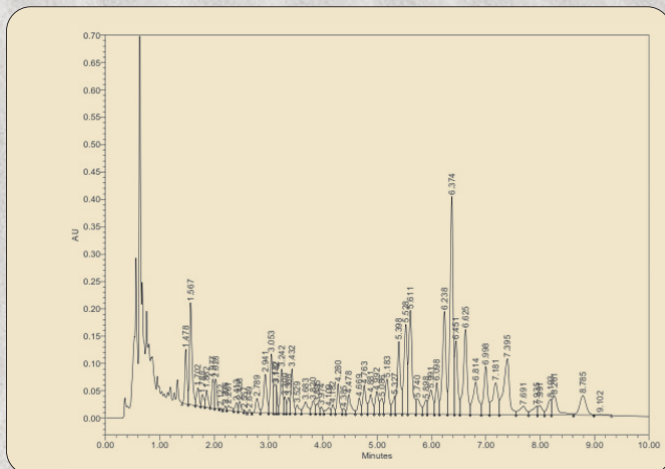
What's in Your Quillaja?

When you hear the words “We’re the best” or “We’re experts”, some may perceive these words in a very different way than others do. Does it convey arrogance or confidence? We at Desert King truly believe we are the experts in *Quillaja saponaria* and this is why.



To begin, we’ve been producing Quillaja for two decades so it’s pretty safe to say that we know what we’re talking about. We eliminated the need to fell and debark Quillaja trees and developed the sustainable extraction methods that are the industry standards being used today. We created new applications in various industries that currently utilize our Quillaja products. We proudly developed the methods currently being used by other Quillaja producers in Chile, and we’re still by far the #1 producer in the world.

Our customers, regulatory agencies and research institutions use analytical methods and techniques developed by us. This includes complex quantificatative methods such as HPLC and more recently UPLC which is much better for the environment (generates less waste) and more reliable than any other method currently available. Desert King is also able to successfully transfer and validate our saponin HPLC method to a third party independent lab.



Typical UPLC of *Quillaja saponaria*

This gives our customers the ability to have a third party check for saponin content on incoming products in an increasingly complex market which has historically lacked standardization, except for the main player, Desert King International.



Natural Response, together with Desert King International, in the spirit of giving our customers a level of satisfaction that transcends the high quality physical products that we produce, offers services that no one else does. Our R&D team and Analytical Scientists continually develop and transfer tailor made analytical methods to our customers in a number of different industries; Food, Feed, Pharmaceuticals, Veterinary and Cosmetics. We essentially empower our customers to register their products in countries all over the world as well as enhance the development of their own products. Our extended team of experts perform their duties in a strictly confidential, respectful and productive manner for the benefit of our clients.

Desert King was founded by a group of visionary businessmen & scientists who had the same goal; to introduce Quillaja saponaria to the world in a way it had never been done before. We have grown organically and we keep growing every year, adding new facilities, new employees and earning more trust from our customers.

So what is in your Quillaja? Make sure it contains the Desert King Quality seal!

STAFF NEWS:



Maria Luisa
was Desert King's logistics manager from 2002-2013. She has now recently returned

to Desert King in 2015 and we're so happy to have her back. She is currently handling all of our Quality Assurance, Regulatory & Compliance while Yaquelin is on maternity leave. In November she will join our logistics team again.
Welcome back Maria Luisa!



Ana Medina
has joined our laboratory as an assistant to our lab director.
Welcome Ana!



Yaquelin Avelar
had a beautiful baby boy named Sergio. Congratulations Jackie!



Roberto Montero
has recently joined our logistics team to assist in traffic. Welcome Roberto!



**Please come visit us at
The IFT in Chicago!**

July 12-14 Booth #3845



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