

Desert King Times

Desert King International's Newsletter

Latest News:

The Covid-19 worldwide outbreak has been a tremendous challenge for all of us, both at home and in the workplace. During these turbulent times, many companies are at the forefront of finding a solution to slow down or stop this outbreak. We at Desert King are proud to be assisting our customers in these endeavors.

Our Special Products manufacturing unit in Chile, is working around the clock to provide essential purified Quillaja saponins to our pharmaceutical partners. Our highly purified products such as **VaxSap**, **VetSap** and **QS-21** are used as immunological adjuvants for viral vaccine candidates, as well as reagents for important diagnostic tests. All three of these products are currently being evaluated, or are part of a Covid-19 vaccine or diagnostic test development.

In order to ensure that our pharmaceutical operations continue production during these uncertain times, our Special Products Suite is undertaking every necessary precaution to avoid a possible outbreak of Covid-19. These measures include, limiting essential personnel, avoiding close physical contact, and providing company transportation to and from employees' homes, among others.

And to ensure a continuity of Supply for Covid-19 related efforts, Desert King has decided to prioritize manufacturing, Quillaja raw material allocation, and personnel allotment to assist our Special Products manufacturing unit. Similarly, we have received clearance from the Chilean government to be designated as an essential business, to remain open during the pandemic crisis.



We certainly hope this storm passes quickly, and we are committed to be alongside our business partners throughout this process both in terms of finding a solution for Covid-19, as well as regular business continuity. For more information on our Pharma division, please contact Damian Hiley at dfhiley@desertking.com

Damian Hiley

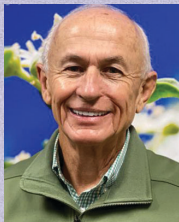
*Business Development/Product Manager
Vaccine Adjuvants*

A LETTER FROM OUR PRESIDENT

These are extraordinary times without a doubt! As the Coronavirus disease (COVID-19) affects more regions around the world, Desert King International continues to monitor the situation very closely, establishing protocols and strict guidelines to minimize the impact whenever possible to our customers, our employees, our sites and our supply. We are following guidance outlined by the WHO, CDC and governments of impacted countries, many of which have made hygiene and safety recommendations and implemented transportation restrictions. Our global sites have relevant and approved preparedness plans and are empowered to act per their local scenarios, as necessary.

Desert King has mobilized a global task force to actively evaluate the overall supply chain of both our products and key raw material suppliers to mitigate any potential supply disruption.

Our task force continues to leverage our business continuity plans, which includes risk mitigation activities in our various sites. These measures include increasing safety stock of products sourced in those countries and activating our validated secondary suppliers in accordance with our quality procedures where necessary. We have not experienced any significant disruption to the availability of our products to date.



I'd like to reassure everyone that we're doing the best we can to ensure the wellbeing of our employees, customers and partners. We are so grateful for the doctors and first responders who are fighting this virus all around the world on our behalf and wish them well.

Be safe and God bless.

Paul Hiley

President & CEO



During these times of fear and uncertainty, the tendency is to focus on the storm. As hard as it is, finding ways to look at the positive can help us get through such difficult times. As a lieutenant leads his soldiers into battle, so does a business leader with his employees. Effective leaders control their fears, encourage their employees and are tough, yet human. Our humanity has the opportunity to shine through if we support one another.

Unemployment has skyrocketed and millions around the world have found themselves without a job. I feel immense compassion for them all and pray that our economy goes back to what it was before, or even better.

We at Desert King have a lot to be thankful for. Many of us have worked here for at least a decade, and the company has become an extended family. While parts of the world have been put on hold, there are still companies like Desert King that have remained open for business. We supply to the pharmaceutical, animal health and food industry so as long as we're all healthy, we have no plans to stop.

With that said I'd like to point out the importance of our employees at Desert King. For starters, our president Paul Hiley has kept his head above ground. When times get tough, a leader's true colors are revealed and he hasn't disappointed. We thank Rodrigo Otero for his immense knowledge of Quillaja and Yucca and the engineering behind it all. We thank Damian Hiley for his expertise in vaccine adjuvants and how Quillaja might play an important role in Covid-19. We thank Robert Thiessen for being an amazing numbers guy and keeping us all in check. We thank Ray Kramer for managing our Yucca spray-drying process although he's already retired. We thank Philip Mayberry for expanding our Agriculture business. We thank Diane Esparza for handling the accounting of hundreds of purchase orders every week. We thank Maria Luisa Rodriguez for purchasing all the materials our factories and warehouses need. We thank Yaquelin Avelar for making sure we keep all our certifications updated. We thank Ana Medina for completing an immense number of questionnaires we receive on a daily basis and for making sure all our documentation is in order. We thank Jose Medina for testing all the products we produce to ensure the high quality we're known for. We thank Liz Contreras for shipping & receiving all over the world. We thank Roberto Montero for shipping all over the U.S. and keeping up with our complex inventory. We thank Bridgette Bran for answering our phones, handling our sample requests, labels and just about anything that is necessary to make sure our office runs smoothly. We thank Armando Valdivia, Armando Junior and Jose Antonio for making sure our warehouses are safe, organized and ready for every truck to load and unload. We thank Andrés González who heads our businesses in Chile and Gilberto Rodriguez who heads things in Mexico. Thank you to all our colleagues in Chile and Mexico, beginning with those who work at our nurseries, plantations, R&D labs, sales and management teams. If it weren't for you, we wouldn't have these amazing raw materials to offer the world!



Last but not least, we'd like to thank our customers. You make it all possible! Thank you for the trust you have placed in us for the past 42 years. We truly hope you and your loved ones remain healthy and safe and we look forward to better times together.

Lauren Williams

Sales Director & Newsletter Editor

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