

# Desert King Times

Desert King International's Quarterly Newsletter

## Desert King is proud to announce our new FSSC 22000 Certification!

The FSSC 22000 Food Safety Management System provides a framework for effectively managing an organization's food safety responsibilities. FSSC 22000 is fully recognized by the Global Food Safety Initiative (GFSI) and is based on existing ISO Standards. It demonstrates that a company has a robust Food Safety Management System in place that meets the requirements of customers and consumers.

**VLADIMIR ARANGUIZ**, General Manager of Natural Response in Chile: *"Lograr la certificación FSSC 22.000 fue un trabajo arduo; pero gratificante. Tuvimos que hacer muchas mejoras en poco tiempo: Arreglamos un nuevo edificio e hicimos construcciones bajo el estándar adecuado, Directorio tuvo que buscar el financiamiento, tuvimos que entrenar a todos los estamentos de la organización en esta exigencia más rigurosa, cambiamos la cultura y/o a los proveedores de servicios para la calidad técnica de la obra. Lo gratificante fue que todo este trabajo lo hicimos con el personal de la empresa, en tiempos netos bastante acotados. Fuimos nosotros internamente quienes hicimos lo necesario para lograr la certificación, eso no es fácil de lograr, tener todas las competencias dentro de una sólo empresa no es común y eso nos hace sentir orgullosos del trabajo. Además nos motiva el hecho de que nuestra empresa sigue creciendo y se está haciendo cada día más world class."*



Obtaining the 22000 FSSC certification was a big job; but rewarding. We had to make many improvements in a short amount of time. We had a new building constructed according to the standard requirements, the directory had to seek funding, we had to sensitize all levels of the organization to abide by strict regulations and we changed the mentality of our service providers for the technical quality of the work. Completing all the work among our own staff members was very gratifying and that's not easy to do. We did what was necessary to be certified. Having all employees work together in a project like this is not that common, and that makes us feel proud of our work. We are also motivated by the fact that our company continues to grow and is becoming more and more "world class".

## Q-NATURALE wins Best Food and Beverage Ingredient Award, Again!

In case you missed this announcement, Ingredient (Desert King's Food & Beverage worldwide distributor) won this award two years in a row! Ingredient China was honored with the top award in the Best Food and Beverage Ingredient category for Q-NATURALE® 200 emulsifier at the 2015 Ringier Technology Innovation Awards on August 27. Ingredient China also won top recognition in the category in 2014. Q-NATURALE 200 emulsifier is a highly purified, high-efficiency emulsifier that is naturally sourced from quillaja trees. **Q-NATURALE emulsifier was chosen based on its technical innovations and the potential benefits it brings to the food and beverage industry.** It is ideal for delivering flavors, colors and nutrients in clear beverages.

"It was an honor to receive this award on behalf of the Global Delivery Systems team, who successfully brought this innovative ingredient to the market. We hope that Q-NATURALE 200 Quillaia Extract can replicate the market success of last year's winner," said Anna Xu, Business Development Manager, Ingredient China. "This is a unique natural emulsifier with great potential in the beverage market. We have a strong pipeline of new opportunities with the product at targeted customers," said Mandy Zhang.

## Quillaja Saponins One Step Closer to Approval in Human Vaccine

The RTS, S Malaria Vaccine which utilizes the Quillaja saponin QS-21 as a potent vaccine adjuvant, is one step closer to approval in sub-saharan Africa, after the European Medicines Agency gave the program a green light

in August. This would be the world's first Malaria vaccine, and the first human vaccine containing a Quillaja Saponin. QS-21 is a highly purified saponin which has been studied for over a decade in multiple human clinical trials as a vaccine adjuvant. Adjuvants are substances that help potentiate the immune system to increase a vaccine's potency and duration. Currently Desert King produces a pre-clinical version of QS-21 which is made

available to academic researchers, biotech and large pharma companies, as well as government agencies. Desert King also supplies QS-21 precursors that are further purified into QS-21 by large pharmaceutical companies.



### We are happy to present our brand new website on December 7th, 2015

Login to [desertking.com](http://desertking.com) and watch our corporate video. We'd like to thank Álvaro Marchant for taking on this project and presenting great results: Álvaro holds degrees in both Biotech Engineering & Marketing and has worked at Desert King for 8 years. He is now in charge of our new Marketing efforts including our beautiful new website!

### Recent changes & additions to our personnel in Chile:

- Fernanda Cordero, Director of IP
- Gloria Alvarez, Quality Director
- José vera, QA Manager
- Carol Ahumada Véliz, Secretary
- Lorena Soto, Head of Financial / Accounting
- Graciela Echeverria, Financial Accounting & Administration
- Maycoll Aguilera, Financial Accounting

Lauren Williams  
Newsletter Editor, Sales Director | [lwilliams@desertking.com](mailto:lwilliams@desertking.com)



### FI Food Ingredients Europe

Paris: Dec 1-3, 2015  
Desert king's Stand #7B17  
Come See Us!