

# Desert King Times

Desert King International's Quarterly Newsletter

## Latest News:

### Desert King International and Ingredion Incorporated

have been partners in the development and marketing of Q-NATURALE®, the world's leading natural emulsifier for beverages, since 2007. We are proud to announce a strengthening of our strategic partnership by including our Quillaja and Yucca Natural Foaming agent lines. Both companies have worked very closely to develop what's now considered one of the best natural emulsifiers for beverages in the market, Q-NATURALE® (purified Quillaja saponaria). Ingredion will also market Desert King's natural foaming solutions and new applications to the Food & Beverage industry.

*Quillaja products are found in many different applications, such as:*

- ◆ Frozen Carbonated Beverages
- ◆ Fruit Juices
- ◆ Root Beer
- ◆ Soft drinks
- ◆ Beer & Other alcoholic beverages
- ◆ Coffee-based beverages
- ◆ Salad dressings

Ingredion, headquartered in Chicago, IL has more than 11,000 employees around the world with over 100 years of experience, serving customers in over 40 countries. In 2013, their net sales reached \$6.3 billion. Ingredion is a leading ingredient provider to the food, beverage, brewing and pharmaceutical industries as well as other industry sectors.



**"We are excited to partner with Ingredion to expand the use of Quillaja in the Food & Beverage industry. With Ingredion's support we will not only broaden our presence world-wide, but our customers will also benefit from Ingredion's expertise in formulation, culinology and new applications"**

*PAUL HILEY, President of Desert King International*



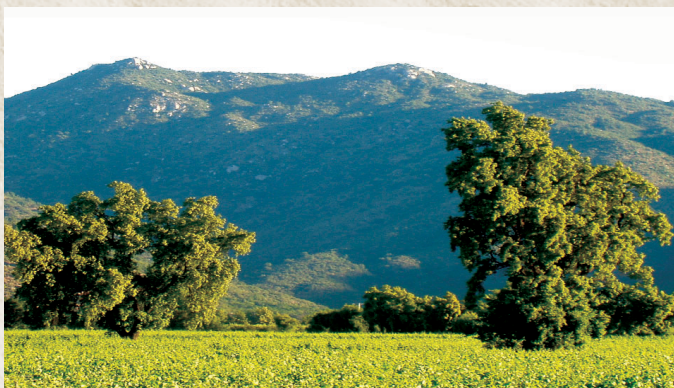
**"We are delighted to extend our partnership with Desert King International and to add their high-performance range of foaming products to the Ingredion global portfolio. These products are a welcome and complimentary addition to the successful Q-NATURALE® range of natural emulsifiers which are already well established in the marketplace"**

*STUART WILSON, Global Director Ingredion*

**Desert King International** founded in 1978 is the world's largest producer of *Quillaja saponaria* and *Yucca schidigera*. The company is headquartered in San Diego, CA with 170 employees worldwide. Desert King supplies high quality saponins to Food & Beverage, Pharma, Cosmetics, Animal Feed, Agriculture and Mining in more than 30 countries.

***Did you know that Desert King's Quillaja...***

- is harvested in a sustainable and renewable manner with proven track record in the industry and recipient of a "Sustainable Harvest" award from the Chilean Ministry of Forestry
- has a processing capacity of over 11,000 Tons per Year
- is offered at the most competitive price
- is trusted by and approved by the largest beverage companies in the world
- is produced in a world class production facility with the following certifications: Kosher, Halal, ISO9001, HCCP, ISO 22000, IMO, OMRI, FSC (Forestry Stewardship Council certified)
- has successfully transferred and validated its saponin HPLC method to a third party independent lab
- is certified & audited by big pharma & leading beverage companies
- is an expert in saponin purification from food to pharmaceutical applications
- is approved by the largest pharmaceutical companies in the world



Both Ingredion and Desert King International are fully committed to Quality, Excellence and Innovations and look forward to a successful partnership. ***For questions, please contact Rodrigo Otero at [rotero@desertking.com](mailto:rotero@desertking.com).***



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