



News Updates

Here We Grow Again!

We at Draco Natural Products, Inc. have experienced an unprecedented annual sales increase of over 110% for the last fiscal period. Our President and CEO Jerry Wu attributes the high sales growth to new opportunities in the marketplace, as well as the uniqueness of our products. "We offer a standardized herbal extract that is not only **solvent and carrier free**, but is also **Full Spectrum**. Our customers have finally found a standardized extract that more closely represents the original whole herb," he said. "Beverage and cosmetic manufacturers are excited about the **water solubility** of these products too." Draco's extracts and homogenous **custom formulations** are produced using a unique state-of-the-art low temperature water extraction technology.

With the increases in sales, we are busy with plans for expansion. "We are in the process of adding 10 key employees in sales, marketing and technical support," said Wu. "We have a very solid core team of professionals, but our present level of growth demands that we augment it." Draco is also beginning to grow out of the current San Jose facility, and we are looking at a move within the next 18 months.

Marketing Coordinator Named

Matt Humphrey has recently joined the Draco team as Marketing Coordinator. He is responsible for coordinating public relations, media, and educational marketing programs for the company. He most recently worked with Frontier Cooperative Herbs in Iowa as the Category Manager of their Spice division. Matt holds a BA in Environmental Biology from Alfred University in Upstate NY, and an MBA in Marketing from the University of Rhode Island.

Expo West

Draco Exhibits at Expo West

We invite you to join us this year as we kick off our most exciting exhibit ever at New Hope Communication's Expo West in Anaheim, CA on March 12-15, 1998. **Please stop by Booth #2441 on the lower level to check out what we have in store for you!**

We will be conducting an industry wide survey on Standardized Herbal Extracts. The survey will gather information about people's preferences regarding standardized herbal extracts. Each participant in the survey will be entered in a drawing to win 1 of 3 GT Tequesta mountain bikes, each valued at over \$600. We are giving one of these bikes away on each day of the show, so please don't miss out on your chance to win one!

The drawing will be held at the Draco Natural Products booth at the end of each show day (15 minutes before the close of the show). We invite you to join us for the drawing, but you don't need to be present to win.

We are excited to introduce a number of new products at the show, including a standardized Zhi shi (*Citrus aurantium*) extract. We will also have our new company brochure and some interesting research information on herbs for you. Last but not least, be sure to look for the Draco Natural Products RV parked in the lot opposite the Marriot!

Product Focus

Medicinal Mushrooms Chinese Secret to Health

Draco is proud to offer several Medicinal Mushroom products as **Full Spectrum Chinese Herbal Extracts™**, standardized to recognized markers for guaranteed potency in a Full Spectrum of constituents, just as nature intended. Please call us for samples, spec sheets, and competitive pricing.

Reishi Mushroom (*Ganoderma lucidum*) has long been revered for its tonic effects and is truly an adaptogen, enhancing health and normal functions of the body. It is effective in treating a range of problems including cancer, Chronic Fatigue Syndrome, and AIDS. Our Reishi Extract is standardized to 2% ergosterol and 10% polysaccharides.

Shiitake Mushroom (*Lentinus edodes*) has been cultivated in China for thousands of years for its wonderful taste as well as its powerful medicinal properties. Containing high molecular weight polysaccharides as well as a large group of enzymes, Shiitake has been shown to have immune system activation, anti-viral, anti tumor, and hepatoprotective

properties. Draco's Shiitake extract is standardized to 3.5% polysaccharides.

Maitake Mushroom (*Grifola frondosa*) has shown in studies to be effective in reducing growth in cancerous tumors. It is rich in highly branched polysaccharides, many of which are considered active. We offer a competitively priced 4:1 Maitake extract, as well as a premium grade extract, standardized to 30% total polysaccharides.

Cordyceps Mushroom (*Cordyceps sinensis*) is known to help lower blood pressure and cholesterol, while increasing sexual function, athletic performance and energy levels.

Draco's product is a standardized extract of top quality Cordyceps grown in China.

