



Extrax Fax

ISSUE 2

OVER 400 EXTRACTS & FORMULATIONS

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News Updates

Draco Awards 3 Mountain Bikes

We created some real excitement this year at the Natural Products Expo West in Anaheim with our industry wide survey on Standardized Herbal Extracts. Each participant in the survey was entered in a drawing to win one of 3 GT Tequesta mountain bikes each valued at over \$600. At the end of each day, we held a drawing, and the lucky winners were: Elaine Odell from Amazon Herbs, Dave Ackerman from West Coast Ingredients, and F. Ballavez from Biozymes, Inc.

The survey was conducted to better understand the industry's perceptions regarding standardized herbal extracts. We will discuss the results in next month's issue of Extrax Fax. We wish to extend our thanks to all who participated.

RV Hospitality Suite an Expo First

The black and gold Draco Natural Products banner waving over our sizable 35 ft Recreational Vehicle in the convention center's east parking lot marked the spot for our hospitality suite at the recent Natural Products Industry Expo West in Anaheim. When we discovered that hotel space was very limited this year, Sales Director Jennifer Higgins and Account Executive Brock West came up with a plan for us to bring our own hospitality suite to the convention. Parked in the corner of the lot next to the Hilton and facing the Marriott, the RV was a convenient site to enjoy refreshments while meeting to discuss our products and services with key contacts. In fact, it was such a smashing success that we wonder if other companies may follow our lead in years to come.

Tech Update

Waddaya Mean, Full Spectrum?

At Draco Natural Products, our extracts are Full Spectrum Chinese Herbal Extracts™, standardized to recognized markers, but giving you all the plant constituents in the balanced proportion that nature intended.

Some extract manufacturers may be concerned only with reaching the minimum acceptable level of concentration of the target marker constituent, without regard for the integrity of the whole herb. We believe that consumers can derive the greatest medicinal benefit from an herbal extract that provides repeatable dosage through guaranteed potency, and is also Full Spectrum, offering the rich polyreactivity of the whole herb's myriad constituents.

Using a state-of-the-art low temperature iterative water processing technology, we can draw out even low solubility constituents like oils and resins without the use of industrial solvents like alcohol or hexane. The end product is rich in supporting constituents like polysaccharides, alkaloids, flavonoids and/or terpenes.

We are available to assist you with even the toughest technical questions on Standardized Herbal Extracts. If we can't answer it, we will help you find the answer!

Call us at (408) 434-0981.

Product Focus



You may be familiar with Bitter Orange, having seen this small citrus tree with globular, dark green immature fruit as an ornamental house plant. Bitter Orange (*Citrus aurantium*) is a decorative plant in the United States, cultivated in Europe for the essential oil of its blossoms (Neroli Oil), and has been used for millennia in China as a medicinal herb. In Traditional Chinese Medicine, the dark green immature fruit, known as Zhi Shi, is used as a digestive aid, helping to break up stagnant qi (vital energy) and move it downward in the body. It works through the spleen/stomach meridian to relieve nausea, indigestion with gas, and intestinal sluggishness.

Recently, Zhi Shi has gotten some research attention in the U.S. The focus of this attention has been on a couple of key active constituents, synephrine and N-

Zhi Shi

Chinese Digestive Herb

methyltyramine, that have been shown in pharmacological studies to have some adrenergic activity. These compounds, structurally similar to ephedrine, have the ability to stimulate some of the body's adrenoceptors. Somewhat calming though, Zhi Shi does not have the negative central nervous system effects of controversial Ma Huang (*Ephedra sinica*). As a consequence, herbal formulators are excited about its potential as a Ma Huang replacement in weight loss products.

Draco's Zhi Shi products are the highest grade in the industry. We offer two extracts, one standardized to 4% synephrine, and a premium grade standardized to 6% synephrine. Both are Draco's signature Full Spectrum Extracts with the full range of constituents in the balanced proportion that nature intended. Please call for more info.