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As a supplier of color additives for food, cosmetics, and pharmaceuticals, you are well aware that the production of carmine (also called Crimson Lake, Cochineal, Natural Red 4, C.I. 75470, or E120) is fully dependent on the manual harvest of cochineal insects (conchilla) in Peru and other countries. This labor- and time- intensive process requires the maintenance of many thousands of acres of healthy prickly pear cacti, which can be rapidly and catastrophically destroyed by natural phenomena such as inclement weather or parasites. Destruction of the host leads to decreased insect collection, low yields of carmine dye, low supplies and subsequent adverse effects on profits.

Badderloch Woad, Inc. is pleased to offer, for your consideration, a solution to the instabilities of cochineal production. Our patent-pending process, which is now available for licensing or purchase, allows the culture of cochineal insects in a secure, controlled environment - free of concerns related to the capriciousness of nature.

The technology invented by Badderloch Woad, Inc. is sophisticated enough to replace acres of Opuntia, with its attendant cultivation risks and potential hazards to employees, yet is relatively inexpensive and simple enough to allow straightforward incorporation into existing operations and easy re-training of workers.

We invite you to look over the enclosed brochure and contact us for more information about this unique opportunity.

Sincerely,  
BADDERLOCH WOAD, INC.

Connie M. Hendrickson, Ph.D., FAIC  
Director