

# CLEAN AND GREEN

## 自製環保 | 安心蒸餾水 |



May Spring Distilled Water distinguishes itself in the market with its cold vapourisation processing technology

美泉蒸餾水以獨有的低溫蒸餾技術，在市場上保持優勢

**Above and opposite:**  
The Vapura RM 10 cold vapourisation water distiller is only 55cm in height, making it portable and energy-efficient.

**上及對頁：**座枱水機RM10高度只有55厘米，小巧省電。

As 70 per cent of the human body is composed of water, we need to carefully consider the quality and source of the water we drink. May Spring Distilled Water Co Ltd, founded in 2006 to distribute cold vapourisation water distillers, has helped to revolutionise the bottled water industry and further the public's understanding of water and water dispensers. Its unique distillation system provides households with fresh, safe water and is suited for a green lifestyle.

### Pure and trusted process

Drinking quality water is constantly encouraged as a healthy practice, which is reflected in the company's philosophy: "Good health brings true happiness".

John Tsoi, account executive for May Spring Distilled Water, says: "Starting from scratch, we introduced the Vapura cold vapourisation water

水 分佔據人體七成的比重，是構成人體的重要元素，故此，我們理應注重水的質素及來源。美泉蒸餾水有限公司於2006年成立，旗下的蒸餾水機不但一改人們訂購樽裝水的習慣，更加深了大眾對水及水機的認識。美泉的獨特蒸餾系統源源不絕地為用家提供最新鮮的蒸餾水，讓人喝得安心，同時為環保作出貢獻。

### 低溫蒸餾 純淨可靠

水是人體的健康之源，安全的飲用水既可保障健康，長遠而言更可減輕社會的醫療負擔。美泉蒸餾水有限公司客戶主任蔡小天先生說：「美泉的格言是『健康的體魄是快樂泉源』。我們引進Vapura低溫蒸餾水機，業務由零開始，憑着鐵一般的意志與澳門一同走過經濟增長的日子。發展至今，公司已擁有不同範疇的客戶，包括政府、酒店、院校、中小企業及私人用家等。我們在飲用水市場建立了良好的形象，為澳門居民提供最優質的飲用水。」





**This page:** Cold vapourisation distillers save energy and reduce carbon dioxide emissions as it eliminates the need to boil water in order to purify it.

**本頁：**使用低温蒸餾水機，毋須再以火燒水，不但能減少能源耗損，亦有助減低廢氣排放。

distiller, and with a persistent attitude grew with the city as its economy thrived. Now, we have clients from different industries including government institutions, hotels, schools, SMEs and households. With a strong brand identity in the market, we are determined to supply top-of-the-line drinking water to Macao citizens."

He says the company has a patent for its cold vapourisation technology, which has been adopted in all of its products. This technology is one-of-a-kind and unparalleled in the market.

To understand how the cold vapourisation technology works, consider the natural water cycle - the mechanism is similar to the precipitation process that takes place after water is evaporated from the sea. Each water distiller is fitted with a vacuum drum. While premium technology reduces the pressure in the drum, the source water is evaporated at 37 degrees Celsius and sterilised in a vacuum environment and by UV radiation. After it's deodorised through activated carbon, the vapour is condensed into drinking water. This energy-efficient purification process makes the distiller a practical health solution in regions with poor water quality, especially in places where the tap water has a high salinity level.



蔡小天補充說，公司擁有低温蒸餾技術的獨家專利，所有產品均配合此技術製成，在市場上獨一無二，別家難以模仿之餘，亦沒有同類競爭者，故能在市場上保持優勢。

不少人可能對低温蒸餾抱有疑問，其實它就像大自然的縮影，概念如海水蒸發至雲層再下雨一樣，完全模仿大自然的運作。在每個低温蒸餾水機中，均採用了密閉的真空鼓，利用技術將鼓內的壓力改變，在攝氏37度的環境下把源水蒸發，再利用真空及紫外線雙重殺菌。經過活性炭去色除嗅，然後再收集蒸汽成為蒸餾水，過程中不涉及能源揮霍，品質更不會受水源影響，即使面臨鹹潮問題亦能保持水質，因此特別適合水源質素不理想的地方使用。

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### Superior service

The Vapura cold vapourisation water distiller stands out from conventional dispensers in the market. At present it is available in four models, including the family-friendly RM10, the RM15 targeting small enterprises, the RM30 suited for SMEs, and the RM240 that caters to larger firms with more than 250 staff. The models come in a range of distillation capacities - 6L, 11L, 23L and 120L - and eliminate the labour and material costs that come with deliveries of barreled water.

To maintain its competitive edge, May Spring is committed to the promise of quality it has made to its customers. "Great customer service is built on a good employee welfare programme. We pledge to treat our workers well so that they love and are devoted to their work, and are willing to repair the machines with the best [efforts] they can give," Tsoi says.

He believes that even the best products would be pushed out of the market without well-established after-sales service. As a result, May Spring Distilled Water is building on its existing advantages by learning from other companies and improving its research and development as it strives to be the best. **M**

### 完善售後服務 傳遞低温蒸餾知識

美泉代理的Vapura蒸餾水機與我們通常所認知的蒸餾水機大不相同。Vapura現時備有四種款式，分別為適合家居使用的RM10、小型公司合用的RM15、25人以下中小企適用的RM30，以及適合250人大型企業的RM240。Vapura蒸餾水機均運用低温蒸餾原理，各款分別具6升、11升、23升及120升儲水量，迎合不同客戶的需要，更可節省運送桶裝蒸餾水所需的人力物力，讓我們的飲用水回歸到最自然的境界。

為了保持競爭力，美泉堅持履行對每個顧客的服務承諾。蔡小天說：「要做到讓顧客滿意，則先要善待員工。只有這樣，我們的專業師傅才能更加投入工作，發揮最佳維修技術，從而讓服務更顯周全。」他又解釋說，即使是更好的產品，如沒有完善的售後服務，也只會落得被淘汰的結局。因此，美泉在緊守自身優勢之餘，亦會學習別人的長處，並專注於產品的開發與改良，務求做到精益求精。 **M**



**Left:** John Tsoi, account executive for May Spring Distilled Water Co Ltd

**左：**美泉蒸餾水有限公司客戶主任蔡小天

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