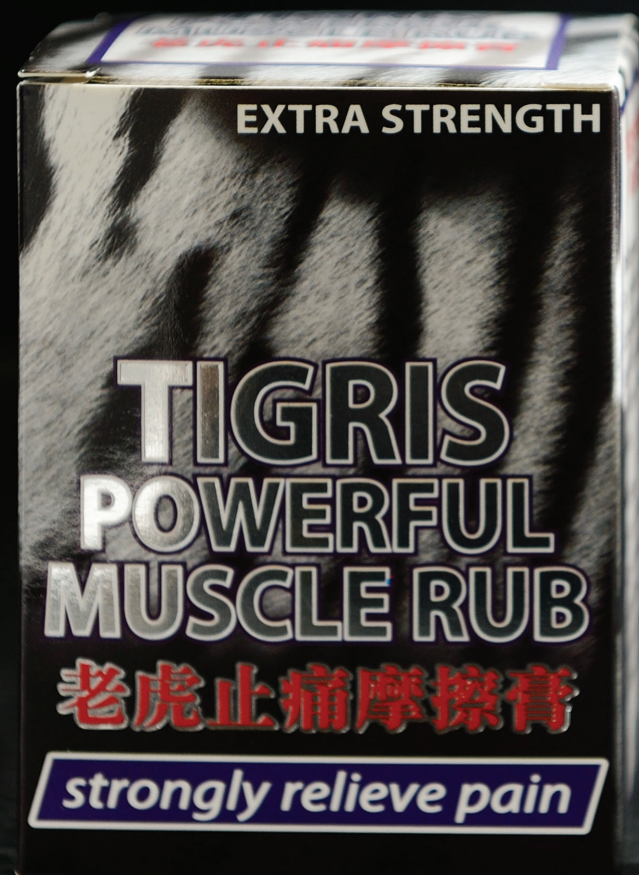


# RECIPE FOR SUCCESS

## 將批發業務結合 | 本澳藥業產品 |

Company establishes itself as a major force in just eight years through a combination of astute investment, integrating wholesale services and local manufacturing input  
金時投資有道，將批發業務融合澳門本地製造，短短八年間就已在本地藥業批發界佔有重要地位



**Opposite:** The Tiger Pain-relieving Muscle Rub has a similar texture to facial cream. It relieves aches arising from sprints, strains and rheumatism.

**Left:** The Mint Balm, which gives a silky and non-greasy texture, can treat respiratory infections.

**對頁：**老虎止痛摩擦膏質地猶如面霜，加上其消除運動扭傷、拉傷以及關節濕痛的超卓功效，所以廣受用家認同。  
**左：**薄荷傷風膏氣味清香，有助舒緩上呼吸道的問題之餘，亦改善了同類型產品質地油膩濃稠的問題。

Gold Seasons Company has transformed itself from solely being an importer of high-end global products through astute investment in modern factories, integrating wholesale services and local manufacturing input. In just eight years, Gold Seasons, a pharmaceutical wholesaler, importer and exporter, has seized the opportunity to grow by building an expert management team armed with extensive knowledge of the local market and its demands.

### Established status

Gold Seasons' established status can be attributed in no small part to the dedication of its professional team. The core value of the brand – "Best Quality, Great Service" – is evident in its daily practices, from the professional pharmacists to production and sales specialists. Gold Seasons has turned itself from a sales agent distributing quality products from around the world into a renowned Macao-

澳門藥業產品批發零售市場的發展潛力甚大，市場需求亦日益多元化。作為藥業批發及進出口商的金時有限公司，擁有經驗豐富的專業人員，其管理層對澳門醫藥市場瞭如指掌，深明本地市民所需，因此除了引進世界各地的優質產品外，更投入龐大資金開設現代化藥廠，將批發業務融合澳門本地製造，整合成完善的發展路向。短短八年間，金時有限公司已在本地藥業批發界佔有重要地位。

### 建立專業團隊 開拓多元化藥品

能夠在幾年間於業內奠定穩固地位，金時有限公司的專業團隊可謂功不可沒，專業藥劑師、藥廠生產專員以及銷售人員均擁有極佳水平。公司多年來堅守「至臻品質，至善服務」的精神，由單線代理世界各地有潛力的醫藥健康產品發展至投資生產外用中成藥製劑，以供應本澳市場為基礎，並開拓進口產品來源，為客戶及消費者提供多元化的貨源。產品生產均遵循澳門衛生局藥物事務廳技術性指引操作，質量符合澳門中成藥質量標準，公司亦作好準備，把握將澳門製造的產品推向海外的可能性及時機。



“Bo Fo Tong products are mostly made with the extracts of Chinese medicines. This is safer and more scientific, and can treat ailments more effectively.

寶和堂大部分產品則採用中藥提取物取代直接使用中藥原材料，這種生產方法符合科學。除了可以保持相關的療效外，安全性亦更有保證。”



**Above:** The signature Far Reaching Medicated Oil, made by Pou On Tong, can alleviate bone pains, muscle soreness, joint stiffness and lumbago.

上：保安堂追風透骨油是品牌最為人愛戴的產品之一，對於碰撞瘀腫、腰酸背痛、關節僵硬等問題有極佳的療效。

based Chinese medicine manufacturer, offering a variety of choices. The company produces Chinese medicines that follow the operating guidelines set by Macao's Department of Health, and exports its products overseas.

### Trustworthy products

Gold Seasons distributes made-in-Macao pharmaceutical products Bo Fo Tong and Pou On Tong. “Medicated oils are normally either herb-infused or finished with the addition of the key

### 優化傳統配方 迎合現代需求

金時有限公司所代理的寶和堂及保安堂產品，均為澳門製造。總經理蔡健華表示，品牌的配方和質量都較市面其他藥用品優勝。「一般含中藥的藥油多以藥材浸泡方式製作，或直接将藥材加入成品當中。寶和堂大部分產品則採用中藥提取物取代直接使用中藥原材料，這種生產方法符合科學，除了可以保持相關的療效外，安全性亦更有保證，避免產品受微生物、重金屬以及農藥殘留物污染的風險，成本雖然相對較高，但卻叫用家更為安心。」

以保安堂追風透骨油為例，加入松木油、辣椒及薄荷等成分，能針對骨骼疼痛、筋骨酸痛、運動創傷、關節僵硬及腰酸背痛等症狀，並能促進血液循環、改善受傷部位組織的代謝及營養供給，帶來消炎止痛的功效。為了迎合年輕人市場，金時有限公司亦引入新生代較容易接受的劑型，如能舒緩咳嗽及傷風鼻塞的薄荷傷風膏，擁有獨特的清涼芬芳氣味，能即時進入鼻黏膜上，稀釋鼻涕，令呼吸暢順，減少傷風引起的失眠，適合小朋友或年輕人使用。

另外，老虎止痛按摩膏具有「以水包油」的配方，減少溢出揮發性氣味，其配方更不含類固醇，質感清爽不油膩，如面霜般舒爽，亦不會沾污衣服，可謂傳統配方與科學的最佳結合。

### 質量為先 以消費者利益為上

已成為信心保證的金時有限公司，現正積極與更多本澳及海外廠商合作，推出更有代表性的澳門產品，並引入不同類型或劑型的產品，持續加強產品引進、開發、客戶服務及營銷策略等範疇，再透過嚴格的存倉管理確保產品的質量和保存方式足以達標，令產品更趨多元化，並提升其競爭力。M

**Right:** The anti-inflammatory Massaging Balm can cure muscle soreness, improve blood circulation and ease the joint aches. **Below:** General Manager, Alan Choi

右：炎痛消強力止痛按摩膏滲透力強，有效舒緩扭傷及肌肉勞損等問題，只要稍加按摩，即能達至促進血液循環及減輕關節痛之效。下：金時有限公司總經理蔡健華



Chinese medicines,” says general manager Alan Choi. “Bo Fo Tong products are, however, mostly made with the extracts of Chinese medicines. This is more scientific, and can treat ailments more effectively while avoiding the risk of being contaminated by micro-organisms, heavy metals and agricultural residues. What comes with a higher cost is the trustworthiness of our products.”

The signature product, Pou On Tong Far Reaching Medicated Oil, comprises pine oil, chilli pepper and mint. It can alleviate bone pain, muscle soreness, joint stiffness and lumbago, while improving blood circulation, regenerating tissues and curbing inflammation. The company, which aims its products at a younger market, offers the Mint Balm, which treats coughing and nasal congestion. The Mint Balm, with a delightful

fragrance, offers a better night's sleep, is popular with children and young people.

The oil-in-water emulsion formula, an innovative creation used in Tiger Pain-relieving Muscle Rub, can reduce the oil's pungent smell. The sterol-free formula offers a silky and non-greasy texture.

### Appealing to local culture

While Gold Seasons has built up trust from customers for its quality products, the company remains keen to work with other local and international firms to create new products that appeal to the local culture. The company aspires to improve with quality products, propelled by enhanced importing, developing, service and marketing strategies and inventory control. M



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