



HIGH ON BEANS

打造澳門 | 咖啡工房 |

Coffee aficionado's foresight keeps his diverse customer base happy
咖啡愛好者洞悉先機，讓其廣大的客戶群安心受落

Coffee drinkers enjoy an alluring lifestyle. John Lo, a coffee aficionado who is in charge at Excelente Coffee & Food Products Company, founded the firm in 2006 to live that kind of life by bringing quality coffee products to the region.

Rich flavours

Lo's love of coffee has helped Lotus, Excelente's coffee brand, create a niche for itself in just eight years. "Colombia has some of the best coffee beans in the world," Lo says. "Our signature Classic Coffee is blended with coffee beans from Colombia, Brazil, Yunnan (China) and Indonesia, and boasts a rich southern European flavour, with an excellent aftertaste." Excelente Coffee is certified with the ISO 9001:2008 international standard and is the only company permitted to use the "Café de Colombia" label. Its products are halal certified to cater to Muslims in northwestern China.

咖啡，能彰顯品味，也是一門味覺的學問。鍾情咖啡的人士無不認同，一旦愛上咖啡，便難以抽身。超然咖啡食品有限公司負責人羅盛宗本身就是一位咖啡愛好者，憑藉對咖啡文化的鍾愛，在2006年建立了超然咖啡食品系列，希望透過務實的理念把優質咖啡推廣至兩岸三地，創造理想的生活質素。

搜羅最優質咖啡豆 調配最醇厚風味

由熱愛咖啡繼而開發出超然咖啡，羅盛宗一手建立咖啡品牌Lotus，在短短八年間已成為人所共知的品牌。羅盛宗如此介紹其招牌產品：「哥倫比亞被公認為出產最優質咖啡豆的國家之一，我們的經典咖啡就以哥倫比亞、巴西、雲南、印尼四個地區的咖啡豆調配而成，帶有濃香的咖啡味之餘，亦讓口腔充滿回甘，屬於南歐式的咖啡風味，亦是我們這些年來的經典招牌產品。」超然咖啡除了獲得ISO 9001:2008國際品質認證之外，更是唯一一間可以使用「Café de Colombia」名義的公司，突顯其非凡地位。產品亦取得了「穆斯林認證」，讓西北地區的回教徒安心受落，足見其細心、貼心。

Opposite: Vigorous sourcing procedures ensure that only the best material is selected for the Lotus products.

對頁：公司以嚴格的態度採購原料，確保Lotus的咖啡產品都屬高品質。

Right: Lotus offers coffee products in different size and packaging to suit individual needs. Below, from left: Decaffeinated, organic Colombian, hazelnut, and Irish instant coffee

右：Lotus旗下的咖啡產品備有不同尺碼及包裝，以迎合不同需要。下，由左起：低因、哥倫比亞有機、榛子風味及愛爾蘭風味速溶咖啡

Lotus offers its diverse customer base Italian, Brazilian and Mexican flavours. Its instant coffees are produced using a freeze-dry method, which makes use of an integrated low-temperature processing chain, to preserve flavours and aromas and produce quality coffee comparable to those made from coffee beans. Flavours include Irish, hazelnut, classic, Colombian (organic) and decaffeinated. This arrangement allows customers to enjoy quality coffee at home and at work.

To cater to the needs of coffee shops and the workplace, Excelente Coffee offers a range of coffee makers, from basic to fully automatic high-performance machines, and three models equipped with heaters and steamers. Latte art classes are hosted to promote coffee making. Students are guaranteed of learning at least 10 latte-art patterns.

Trustworthy service

Excelente Coffee has established an extensive supply network in Hong Kong, Macao, Taiwan, the mainland

and surrounding regions that encompasses sourcing, roasting, logistics and consulting and delivers products efficiently. Vigorous sourcing procedures ensure that only the best material is selected for its products. Having established a factory in Macao, the production facilities are controlled and monitored by an experienced team tasked with bringing freshly-roasted coffee to customers daily. M



除經典咖啡外，Lotus還配備了意大利、巴西、墨西哥等多種咖啡風味，務求展現出多元化的地道風情，滿足不同客戶的需要。Lotus亦採用凍乾方法製作多款即溶咖啡。羅盛宗透露，使用整條低溫加工鏈以凍乾方法製作即溶咖啡，最大的好處在於能鎖住咖啡的風味和香氣。因此，Lotus的速溶咖啡系列絕不比咖啡豆遜色。最令人驚喜的是，即溶系列備有多款口味，包括愛爾蘭風味、榛子風味、經典風味，還有哥倫比亞有機速溶咖啡，以及適合關注心臟健康人士的低因速溶咖啡，讓客戶無論是安坐家中或是在忙碌的辦公室內，均能享受到專業和高品質的咖啡。

為配合咖啡室及辦公室所需，超然咖啡亦引入不同型號的咖啡機，當中，由基本配置的高性能意式全自動型號，直至三款配置加熱器及蒸氣的專業型號等一應俱全，更設有咖啡沖調拉花班，讓客戶學懂至少十款拉花技藝，將咖啡沖泡技術廣為傳播。

一站式服務 建立客戶信心

超然咖啡在內地、港、澳、台及海外已建立相當完善的供應網絡，由採購、烘焙、運送以至顧問諮詢均提供完善的一站式服務，以最有效率的方式送抵目的地。公司以最嚴格的態度進行採購，絕不會為將貨就價而挑選品質低劣的材料，並且於澳門本地設廠，引進先進的生產線，由經驗豐富的管理人員控制及監督，每日將最新鮮的烘焙咖啡送到客戶手中，發揚精緻咖啡文化。M

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Left: John Lo is in charge at Excelente Coffee & Food Products Company

左：超然咖啡食品有限公司負責人羅盛宗

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