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"Coffee, to be good, must be black as right, sweet as love (and warm as hell"			
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### Who we are

After thirty years experience of his family in the business of commercial furniture supplies, in 2012, Davide Zaccà decided to create EPOS CAFFÈ, a roasting company at the foot of Mount Etna. EPOS CAFFÈ was born from the need to build loyalty in the existing client base, acquired over the years by the Zaccà family. The aim was providing the highest quality coffee to let the consumers rediscover forgotten flavors and traditions. EPOS CAFFÈ is roasted in Italy and this is synonymous with excellence, respect for culture and tradition.



Who we are

For us it's very important to source green coffee only from reliable suppliers, who pay particular attention to the economic, social and ecological sustainability of coffee and respect of the farmers. Only from such attention is possible to obtain a great coffee. Over the years, we have managed to gain an important market position in the sector throughout our territory thanks to people who espouse EPOS mentality. To spread our ideas and skills, we are offering the opportunity to take training courses. Our accademy is open to those who love coffee or who want to go deeper into this world or make the passion for coffee into a profession.

### Troduction

The roastery is located in Belpasso, province of Catania, in Sicily. Here we take care of all the production phases of our coffee, from roasting to packaging of beans, pods and capsules. Our talented group works to enhance the flavors of each coffee bean passing through our hands. We select the best beans from many corners of the world and scrupulously analyze them, perceiving the best degree of roast of every origin. Our blends derive from studies and tests of many years experience and are made from washed and certified coffees. This allows us to guarantee a product with an always unique taste and aroma.



### Production

Thanks to our state-of-the-art machinery, we are able to produce even ESE pods and compatible capsules of the most popular types, always filled with our blends, ensuring taste and quality in every single cup. With the help of modern instruments we control all that measure the quality of coffee, from the color of the roast to the degree of grinding and temperature-controlled rooms keep unaltered its quality in the most delicate phases of production. Each bean is selected before roasting, in order to get the best result in cup. The outcome of this long and hard work is the pride of having a wide range of blends,from 90% Robusta to 100% Arabica.

### Coffee beans



### Net weight: 1 Kg

Type: roasted coffee beans

Primary packaging: triplex laminated film with air release valve

Secondary packaging: blank carton (contents: 15 bags)

Box dimension: 30x30x40 cm

Pallet: 40 boxes x 15 bags

Coffee beans

11

50% Robusta India Parchment Kaapy Royale 18 20% Robusta India Cherry AA 18 20% Robusta Cameroun Natural 16/18 10% Arabica Santos Fine Cup Alta Mogiana 17/18



50% Robusta India Parchment Kaapy Royale 18 20% Robusta India Cherry AA 18 20% Arabica Santos Fine Cup Alta Mogiana 17/18 10% Arabica India Washed Plantation A



40% Robusta India Parchment Kaapy Royale 18 30% Arabica Santos Fine Cup Alta Mogiana 17/18 20% Arabica India Washed Plantation A 10% Arabica Colombia Supremo 18+



20% Robusta India Parchment Kaapy Royale 18 30% Arabica Santos Fine Cup Alta Mogiana 17/18 30% Arabica India Washed Plantation A 20% Arabica Honduras SHG



40% Arabica Santos Fine Cup Alta Mogiana 17/18 30% Arabica India Washed Plantation A 20% Arabica Colombia Supremo 18+ 10% Arabica Honduras SHG



40% Robusta India Parchment Kaapy Royale 18 30% Arabica Santos Fine Cup Alta Mogiana 17/18 20% Arabica India Washed Plantation A 10% Arabica Colombia Supremo 18+



Great body and high chewiness. Thick as chocolate pudding. Totally absent of acidity. Hazelnut and gianduja aroma blend with notes of cocoa.



Powerful character that does not know acidity. Bronze cream. Malt aromas marked with unsweetened cocoa notes. Rich and full-bodies, it is reminiscent of toasted bread and jams, with a spicy aftertaste.



Vigorous character accompanied by a slight acidity. Golden bronze cream. The taste evokes candied fruit mixed with malt and cocoa biscuit. Good density. Long and enveloping persistence.



Notable body and a golden cream. A slight acidity enables you to discover new soft sensations, such as notes of almond, chocolate and marzipan. Aftertaste of vanilla and raspberry. Very pleasant in a cappuccino. Good persistence.

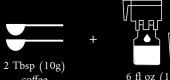


Good density which flourishes among the cream aromas of sultana grape, cranberry and black cherry. Brindle cream. The aftertaste reminds coffee ice cream and malt biscuits. It is heavenly when matched with a cappuccino..

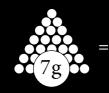


Decaffeinated with amazing body and no acidity. Scents of hazelnut and toasted almond. The succulent roundness highlights toasted bread and bitter cocoa flavors with a syrupy aftertaste.

Instructions for use \_



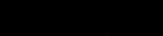


























# ESE pods



Net weight: 7,5 g

Type: 44mm ESE pod

Primary packaging: triplex laminated film with barrier (Co2 MOP)

Secondary packaging: cardboard printed box (contents: 100 / 150 pods)

Box dimensions: cm 30x20x26

Pallet: 104 boxes x 100/150 pods

Ejesto

Stpollo

Stres

Hermes

Zeus

Strodite

(10% Arabica - 90% Robusta)

gourmet coffe

(30% Arabica - 70% Robusta)

ourmet coffe

(60% Arabica - 40% Robusta)

(80% Arabica - 20% Robusta)

rmet coffe

(100% Arabica)

(Decaf 60% Arabica - 40% Robusta)

gourmet coffe













**PERFORMANCE** 

ESPRESSO \* \* \* \*
CAPPUCCINO \* \* \* \*
MOKA \* \* \*
FILTER \* \*
POD \* \* \* \*



ESPRESSO\* \* \* \* \* \*
CAPPUCCINO\* \* \*
MOKA\* \* \*
FILTER \* \* \*
POD \* \* \*



ESPRESSO \*\*\*\*
CAPPUCCINO \*\*\*\*
MOKA \*\*\*
FILTER \*\*\*
POD \*\*\*



ESPRESSO \*\*
CAPPUCCINO
MOKA \*\*
FILTER \*\*\*
POD \*\*\*

**PERFORMANCE** 

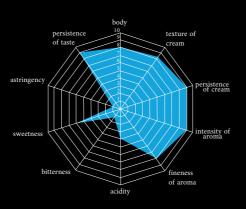
ESPRESSO \*\*\*\*
CAPPUCCINO \*\*\*\*
MOKA \*\*
FILTER \*\*
POD \*\*\*

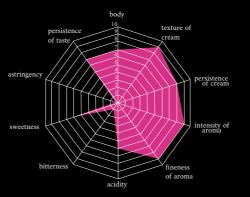
#### **PERFORMANCE**

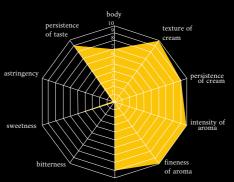
ESPRESSO \*
CAPPUCCINO
MOKA \*\*\*
FILTER \*\*\*
POD \*\*\*\*













## Compatible capsules



Net weight: from 5,4 to 7,4 g

Type: compatible capsules

Primary packaging: triplex laminated film with barrier (CO2 MOP)

Secondary packaging: cardboard printed box (contents: 100 capsules)

Box dimensions: 30 x 20 x 26 cm

Pallet: 112 boxes x 100 capsules



(10% Arabica - 90% Robusta)

gourmet coffe

Stpollo

(30% Arabica - 70% Robusta)

gourmet coffe



(60% Arabica - 40% Robusta)

gourmet coffe



(80% Arabica - 20% Robusta)

gourmet coffe



(100% Arabica)

gourmet coffe



(Decaf 60% Arabica - 40% Robusta)

gourmet coffe



Comp. A Modo Mio Net weight: 7,4 gr



Comp. A Modo Mio Net weight: 7,4 gr



Comp. A Modo Mio Net weight: 7,4 gr



Comp. A Modo Mio Net weight: 7,4 gr



Comp. A Modo Mio Net weight: 7,4 gr



Comp. A Modo Mio Net weight: 7,4 gr



Comp. Nespresso Net weight 5,4



Comp. Nespresso Net weight: 5,4



Comp. Nespresso Net weight: 5,4



Comp. Nespresso Net weight: 5,4



Comp. Nespresso Net weight: 5,4



Comp. Nespresso Net weight: 5,4



Comp. Lavazza Point Net weight: 7,4 gr



Comp. Lavazza Point Net weight: 7,4 gr



Comp. Lavazza Point Net weight: 7,4 gr



Comp. Lavazza Point Net weight: 7,4 gr



Comp. Lavazza Point Net weight: 7,4 gr



Comp. Lavazza Point Net weight: 7,4 gr



Net weight: 250 g

Type: coffee beans and ground coffee

Primary packaging: triplex laminated film with air release valve

Scondary packaging: blank carton (contents: 12 bags)

Box dimensions: 30 x 20 x 22 cm

Pallet: 112 boxes x 12 bags





### Faitrade certification

Fairtrade certification allows small farmers to get a fair minimum price, therefore an additional margin to invest in new development projects. It also encourages the use of sustainable cultivation practices and the conversion to the organic farming, through the recognition of a higher price for this type of product. A coherent path, a virtuous cycle that starts from respect for the environment.

The farmers who availed themselves of this important certificate had a clear distinction of fair trade in the last years but also who have consumed Fairtrade products contibuted to reward the ethical value of organic products. Consumers have than the opportunity to purchase products consistent with their principles, the guarantee of external control over the products, a wide range of quality products.

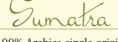


# Fairtrade organie eoffee beans 1 kg bags

(50% Arabica - 50% Robusta)



(100% Arabica single origin)





Natura is an Italian espresso blend, composed of a very fine arabica such as Colombia Supremo and a natural robusta from Mexico. The latter gives the espresso full body and velvety taste. The light acidity of the blend evokes many flavors ranging from almond to chocolate and marzipan. Very fragrant in the noble cappuccino.

Our Colombia Supremo is produced by Villegas y Cia SCS, a family business, founded in 1988 in the city of Pereira, Risaralda. This coffee gives the espresso a floral scent with notes of gentian, in the taste we find hints of almonds and chocolate. It generally has a cup with a fine acidity, very fullbodied and tending to sweet.

Sumatra is a very carefully processed coffee. Only red berries with the same degree of ripeness are selected. This gives the coffee better organoleptic characteristics. Its color is bluish and the result in the cup is low acidity and full body characteristics, typical of Indonesian coffees.

### **PERFORMANCE**

ESPRESSO \*\*\*\* CAPPUCCINO \*\*\* MOKA \*\*\* FILTER \*\*\*\* POD \* \* \*



(100% Arabica single origin)

Honduras coffee is grown at high altitudes, at a lower temperature, that's why it has a slower maturation which creates a greater complexity of aromas in the cup. This coffee releases a fruity aroma and a caramelized taste. Average acidity. Full and liqueur body.

Fairtrade organie eoffee beans 1 kg bags

(100% Arabica single origin)





It is a decaffeinated coffee from the Cafetalera Bagua Grande Agricultural Cooperative, in north-eastern Peru. This area is mainly made up of rainforests and this allows the coffee to grow and thrive under the shadows of large trees. The result is a scented coffee with hints of vanilla and hazelnut.

### **PERFORMANCE**

ESPRESSO \*\*\*\* CAPPUCCINO \*\*\*\* MOKA ★★★ FILTER \*\*\*

### **PERFORMANCE**

ESPRESSO \*\*\*\* CAPPUCCINO \* \* \* MOKA ★★ FILTER \*\*\*\* POD \*\*\*

#### **PERFORMANCE**

ESPRESSO \*\*\*\* CAPPUCCINO \*\*\* MOKA \*\*\* FILTER \*\*\*\* POD \* \* \*

#### **PERFORMANCE**

Good acidity and good body.

This Peruvian coffee comes from the

Chanchamayo province, located in the

center of Peru. It is processed by small

producers who have less than 2 hectares of

land and produce about 1500 kg of coffee

per harvest. This coffee releases a fruity

aroma with an aftertaste tending to cocoa.

ESPRESSO \*\*\* CAPPUCCINO \*\*\* MOKA ★★★ FILTER \*\*\*\* POD \* \* \*

### **PERFORMANCE**

ESPRESSO \* \* \* CAPPUCCINO \* \* \* MOKA ★★★ FILTER \*\*\*\* POD \*\*\*\*













# Fairtrade organie retail paekages EGE pods (25-paek) Coffee beans and ground eoffee (200 g)



(100% Arabica single origin)



(100% Arabica single origin)

Fairtrade organie retail paekages
- EGE pods (25-paek)
Coffee beans and ground eoffee (200 g)

(100% Arabica single origin) (100% Arabica single origin)















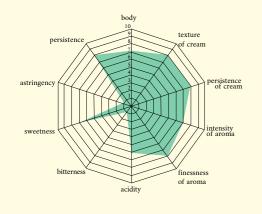




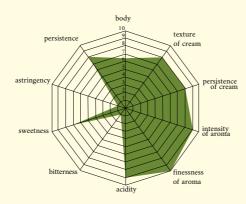


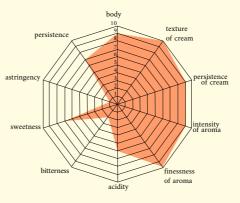


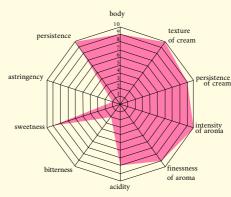


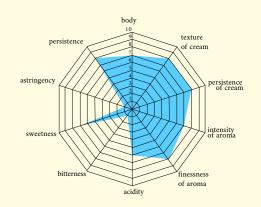
























Merchandising

When it comes to merchandising, an important quote says:

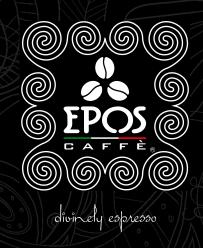
"A good merchandising: the last persuader,

A bad merchandising: the last dissuader."

With this sentence we mean that by giving a good image of the product, the judgment criteria that induce the customer to choose one product rather than another are significantly improved. Given that, recent studies demonstrate that about 70% of purchasing decisions take place within the store, it is important to adopt marketing strategies to stimulate the consumer's decision-making process. This is the reason Why EPOS CAFFE focuses on the importance of merchandising for its business partners, offering various items like ceramic cups, table sugar holders, napkin holders, spoons, and many others. In addition, EPOS CAFFE offers useful ideas to better set up a bar or a restaurant or, why not, to create a nice coffee corner at home.







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