



Dear Reader,

Christmas is around the corner – and an extraordinary year is coming to an end for us all. In this year's Christmas newsletter, we have chosen some special topics for you that are appropriate to this time of season. And: We also have a special invitation for you!

- **Christian Kretzu and Christian Wernicke:** Christmas greetings from the Engelsmann executive team.
- **Sales during Covid-19:** during online meetings, our colleague in the field sales team, Michael Blanz, misses the "smell of steel". Nevertheless, not everything during the pandemic has been negative.
- **Your topics are our topics!** In the Engelsmann editorial team, we always do our best to present you interesting topics from the world of bulk solids at Engelsmann. Today, we invite you to join in and make suggestions for topics of your interest.
- **It doesn't always have to be rollmop herring:** a great culinary tip from the editorial team for the hangover after New Year's Eve. Enjoy!

We wish you happy reading, a peaceful Christmas, and a happy and enjoyable new year!

Your Engelsmann team

Christian Kretzu and Christian Wernicke



Here at Engelsmann, we have learned many positive lessons during the pandemic. Above all else, the realisation that with understanding and flexibility, we can't just rise to the challenge presented by a crisis, we can also emerge from it stronger. We are therefore looking to the future with optimism and a zest for action.



Christian Kretzu (left) and Christian Wernicke (right), Executive board J. Engelsmann AG

Topics such as Industry 4.0 and digitalisation will continue to be important focal points of our development over the coming year. Essentially, however, next year we will continue to do what we do best: offering our customers high-quality and creative solutions for the optimum handling of bulk materials.

As members of the Engelsmann AG executive board, we would like to take this opportunity to sincerely thank our customers for entrusting us with interesting projects once more in this difficult year. We wish you all a peaceful and relaxing festive season, a merry Christmas and a good start to a new and successful year of 2022.

Christian Wernicke & Christian Kretzu
Executive board J. Engelsmann AG

Sales during Covid-19: Our colleague misses the "smell of steel"



Due to the COVID-19 pandemic, Engelsmann was confronted with a whole host of new demands, tools and work processes almost overnight. Our sales representative Michael Blanz reports his experience of the challenges and opportunities for selling components and systems for the process industry.

[Read the full article](#)

Your topics are our topics!



With our newsletter, we aim to provide you with an even more enhanced offer, and we also want to share our knowledge with you.

- Which issues in the field of **screening technology** are you currently grappling with?
- What topics in the area of **big bag handling** should we take a closer look at?
- Do you have any questions about the **handling of a specific product**?

According to the motto "Your topics are our topics" we would like to invite you: **Ask questions and share your ideas. We will be pleased to look at your topics and pick them up in an article in our next newsletter.** It goes without saying that we will do so on an anonymous basis.

We look forward to receiving your ideas! Therefore, please don't hesitate to get in touch with us and actively shape the future content of the Engelsmann newsletter!

You are welcome to send us your proposed topics to the following email address: alexandra.neumann@engelsmann.de.

It doesn't always be rollmop herring!



Pickled Camembert to help you with your new year's hangover!

You need camembert, bay leaves, allspice, black pepper, chillies, onions, garlic as well as rapeseed oil. And a preserving jar.

- Take a large preserving jar which is a little larger in diameter than the Camembert.
- Place 2 bay leaves, 3 balls of allspice, 4 grains of black pepper and 1-2 dried chillies on the bottom of the jar. You can also use fresh chillies in cubes or slices according to taste.
- A few thin slices of onion won't hurt either. But are not a must. It tastes very good even without it.
- Slice the Camembert horizontally. Coat both cut surfaces with a crushed clove of garlic.
- Next, place one slice of the Camembert in the jar - with the cut side facing down.
- Top with 2 bay leaves, a few grains of allspice and pepper and some chilli.
- Then place another slice of the Camembert in the jar - with the cut side facing up.
- Add the bay leaf, allspice, pepper and chilli on top. And the next slice of Camembert.
- Keep layering until the glass is full.
- Top up with a good amount of rapeseed oil until everything is covered.

If you store it in a cool, dark place, the pickled Camembert will keep for several weeks. Make sure that everything is always covered with oil.

Have fun trying it out + bon appétit!

Here you can find our product portfolio:

- >> [Screening Technology](#)
- >> [Big Bag Systems](#)
- >> [Mixing Technology](#)
- >> [Bulk Handling Systems](#)
- >> [Laboratory Technology](#)
- >> [Additional Products](#)