

we in europe

For esco – european salt company staff

esco locations: esco Spain – the last six years have seen solid development

Since 2001, despite a tricky production and market climate, esco Spain has consolidated esco's Iberian business in partnership with Vatel in Portugal.



esco's man in Barcelona: Francisco Martín at work

Formerly Solvay Química, today esco Spain sells as much as 90,000 tonnes of salt on the Spanish market. In recent years the former Solvay subsidiary has made great strides in developing its own direct marketing approach. Until 2004, esco was still bound to the Unión Salinera de España – yet another former Solvay subsidiary – by an exclusive supply contract. These days, however, almost fifty percent of esco Spain's business is sold directly. None of this is possible without staff, of course: hence the decision of former Compo man, Francisco Martín, to take on expanded sales responsibilities from an office in the Expo and Olympic city, Barcelona.

“The Spanish salt market is a sea salt market. Some 70% of salt produced in Spain originates from the sea salt production facilities on the Medi-

terranean, and even consumption inland is dominated by sea salt”, comments Martín, describing the specific difficulties faced by the esco sales team, which for the most part only has vacuum salt to fall back on.

esco vacuum salt for the Spanish market is mainly produced in Torrelavega on the Cantabrian coast. Solvay employee Felix Garma is responsible for production management, monitoring the manufacture of salt for foodstuffs, water softening, and pharmaceutical purposes – three areas in which esco leads the Spanish market. In terms of administration and commerce, esco

Spain also works very closely with both the Portuguese subsidiary Vatel and esco france.

In the near future, Francisco Martín has great hopes for the relatively new business with customers from the chemical industry – hopes that are shared by Fabrice Boedt, responsible for this area of esco operations. Initial successes have already been charted. The Spanish sales director is also receiving support in the form of salt shipments from the Dutch esco subsidiary Frisia Zout.

News: esco benelux gets a new home

On June 15th, esco benelux staff moved into their new premises on the outskirts of Brussels.

“We're very happy about the move – our working conditions are much better than they were at the old location”, reports Fabrice Boedt, managing director of esco benelux. For eight years the company offices were located adjacent to esco's central Brussels warehouse for loose industrial salts and sacks of special salt. The old NOH address, short for the district Neder-over-heembeek, was an established feature of esco vocabulary. You didn't drive to Brussels, but to NOH, i.e., “En Oh Aitch”. The new address on Culliganlaan is only some five kilometres away and is therefore still within easy reach for employees.



Will she ever be able to find her papers again? Sales assistant Pascale Gooris unpacking her files.

In future, esco benelux will once again be able to concentrate fully on its sales and administrative activities. The warehouse in NOH is to close down and its business transferred to other warehousing facilities or external partners. “This means we'll be able to focus on the core business of salt sales again”, Boedt concludes.

News: Salt – elephantastic!

Even pachyderms love esco salt. At least the elephants belonging to circus companies Luna and Alberti certainly do. And K+S employee Ute Gerwald is on hand to ensure the supply just keeps coming.



Elephant bull Benjamin is thrilled with Ute Gerwald's salt lick treat

Ute Gerwald has worked at K+S for 30 years in various positions. At the moment, however, in addition to her current job as scheduler with the supply chain control unit (KSS), she's also indulging in some public relations work for esco salt.

"I love elephants. They're simply great. Really fascinating animals", explains Ute Gerwald, who, with her esco salt licks at the ready, regularly visits the circus companies Luna and Alberti with her husband.

When the Gerwalds visit the circus they're only too happy to help, erecting and taking down tents, mucking out the animals, and doing whatever else is necessary at the circus on a weekend. Ute who has been devoted to her animal hobby for more than thirty years takes particular delight in treating 26 year-old Luna elephant Benjamin to an esco salt lick. The 10 kg block is broken

up into big chunks and consumed by the 3.5 tonner using his trunk – although he does sometimes lick too.

"The elephants are also keen on our table salt", reports Ute the elephant fan. "I simply shake a packet onto my hand and let them lick away". They make short work of several hundred grams at a time. In comparison: it takes months for a human with an average salt consumption to empty the usual 500 g pack of salt – and that's going on the assumption that there's no other source of salt around.

Whether the elephants have already telegraphed their liking for tasty esco salt to their cousins in Asia is unknown. What is noticeable, however, is that the salt licks business in Southeast Asia has recently started to pick up. As for Ute Gerwald, she's happy looking after her German circus giants...

Market news: world of private labels – esco staff visit

In May, ORO, esco's main sales partner for dishwasher salt in Germany, participated in the "world of private labels" exhibition in Amsterdam. Representatives from esco took the opportunity to gather information about the current business and future trends from ORO and other exhibition participants.

The "world of private labels" is a curiosity among the trade shows. Companies exhibit in front of a specialist audience not as brand names, but as manufacturers that operate in behind the scenes. These companies are responsible for producing so-called private labels for the major retail chains – exclusive brands, which may only be sold by the chain in question.

"We've enjoyed an excellent working relationship with ORO for many years now. These days we're the sole producer of dishwasher salt for the company,

with manufacture taking place at Bernburg and Staudt", explains Guillermo Carvallo-Risi, esco product manager. Such cooperation is a game where everyone wins: ORO profits from the excellent quality of esco products, and in return offers the best retail sales channels in its capacity as a full-range retailer of household cleaners.

The ORO range also boasts a "real" brand as well. The dishwasher salt "Frisch aktiv" is not sold as a private label to a single retail chain, but as a premium product to many retailers. The manufacturer behind this brand is once again esco.

In future, many private label suppliers are anticipating an increase in demand for environmentally friendly products. ORO has already come up with an appropriate product line. At the moment this means little in the case of

salt. "As an inorganic product salt cannot be awarded an organic or environmental seal of approval. We expect however that alternative product designs will be a topic of discussion in years to come", continues Carvallo-Risi.



Rainer Klausch, managing director of Ickenroth GmbH in Staudt, chats to ORO representatives at the "world of private labels"

Market news : esco at the G+H 2007 in Brno, Czech Republic

In March, the salt division of K+S CZ a.s. and 180 other companies took part in the catering and hotel exhibition G+H in Brno. Approximately 8,000 specialist visitors attended the show, of whom about 10% had travelled from abroad – many from the newer EU member states.

being conducted by the individual companies. As an engine for growth, tourism is playing a major role in the process.

Meanwhile esco has assumed a leading position on the Czech market when it comes to table salt. “In the other young



Gerhard Braunstein (far left), managing director of K+S CZ, Miroslav Krejci (2nd from left), director of the K+S CZ salt division, and Steffen Silvestry (far right) in talks with customers

“Our aim is greater market penetration, in particular in central and south-eastern Europe. Potential customers from the region attended the G+H 2007 in large numbers”, Steffen Silvestry, esco sales manager for Poland, the Czech Republic and south-eastern Europe, explains the reasons behind company involvement in the show, which he organised jointly with K+S’ platform company in Prague.

The market in the new EU member states does indeed hold great potential for the salt business. Experts recently estimated the growth rate of the Czech hotel and catering market to be an extremely healthy 7%. The number of catering and hotel businesses is increasing, as is the rate of business



The K+S CZ stand at the G+H 2007

EU member states, this is not yet the case and here we see potential”, Silvestry continues, “Ongoing improvements to infrastructure in the new EU countries are also likely to boost demand for high quality speciality products, such as water softeners”.

Based in Prague, K+S CZ manages the operations of the K+S Group in the Czech Republic and Slovakia. With six employees active in the sales office and sales team, the salt division leads the market in this sector.

TQM: Old new certification body

With the aim of optimising the time and expense associated with certification the managing directors set a tendering process in motion. The bids received were evaluated and the DQS GmbH confirmed as esco’s “new old” certification body.



At the same time a new certification framework agreement (for EN ISO 9001) was reached between esco and the Frankfurt-based guardians of quality.

As far as 9001 certificates are concerned, locations in Belgium, France, Portugal and Spain will continue to be audited by DQS partners – in Portugal by APCER, in France by AFAQ, and in Belgium by AIB Vincotte.

Both the IFS (International Food Standard) inspections required by the German, French and Italian trade associations HDE, FCD, Federdistribuzione, ANCC and ANCD and the PDV (Product-schap Diervoeder, Netherlands) and QS (Qualität und Sicherheit, Germany) feed standards will be carried out by the DQS.

TQM: Adriane Schaefer – the new woman at the head of esco’s quality management

1st April 2007 saw the arrival at esco of the new head of Total Quality Management: Adriane Schaefer from Münster, 32 years old.



New for esco quality: Adriane Schaefer

Before joining esco, Schaefer – with a degree in nutritional sciences – was responsible for quality management in a medium-sized company within the food sector. Following extra occupational studies in business management, she went self-employed in 2003 as a consultant for the establishment and further development of quality management systems with particular emphasis on the food and animal feed sectors. At the same time she worked as a freelance audit manager for TÜV NORD CERT GmbH.

Schaefer had already been assisting K+S Kali GmbH for two years when esco offered her the available position as

head of the S-TQM department. “The responsibilities of Total Quality Management at esco are varied and interesting”, comments Schaefer, “simply as a result of the comprehensive product range and the different quality standards associated with it. Implementing these in different locations and other countries where mentalities and thought processes are different will be

a particular challenge. My aim is to consolidate the requirements of the different standards and implement them practically, thereby creating work processes which are more transparent and efficient.”

That sounds promising – welcome on board, Ms Schaefer!

TQM: Feed production and trade re-certified

Despite tight deadlines and stricter inspection requirements six esco locations successfully passed the audits conducted by the Dutch quality association PDV (Produktschap Diervoeder) and Germany’s QS (Qualität + Sicherheit).



In order to be able to market feed successfully, production and sales locations need to operate according to the standards set by both organisations. These are the GMP+ standards – GMP stands for Good Manufacturing Practice.

The standard “GMP B1 – Manufacture and processing of feed for productive livestock” applies to our mineral licks production, which as a mixed feed manufacturing operation has to satisfy particular requirements. Frisia Zout in Harlingen, the Braunschweig-Lüneburg works in Grasleben and our headquarters in Hanover are all required to comply.

The works in Bernburg and Borth produce – as do Frisia Zout and Braunschweig-Lüneburg – the single feed element sodium chloride. These two locations are therefore certified according to the standard “GMP B2 – Quality control of feed materials”.

Finally, a successful inspection of the esco benelux sales location was carried out according to the standard “GMP B3 – Trade in feed for livestock”.

The outlook for this year’s feed certifications was not particularly good. Existing certificates were due to expire and acquiring new ones required a great deal more effort than had previously been the case. Following the introduction of EU-wide regulations on food and feed safety the relevant national associations now also conduct their own inspections. And as if that were not enough, the team of auditors was decimated by illness.

Reason enough for Adriane Schaefer and Frank-Michael Nothdurft of esco Total Quality Management to thank all those involved, “especially for their readiness to accommodate the audit dates at short notice and for their commitment during the auditing process itself!”

esco brands: A traditional Portuguese brand – VATEL®



Left: A true reflection of Fritz Karle Vatel's kitchen? Vatel advertisement, probably dating from the period between 1960 – 1965

Right: The Vatel logo down the years – above, the traditional logo until 1991, below, the changes up to the present day

Exactly how and when the Portuguese brand VATEL® was created remains unclear. It's possible that it owes its name to the chef Fritz Karle Vatel, who lived during the reign of the Sun King Louis XIV (*1638, † 1715) and worked for the Prince de Conde.

The prince was an eccentric nobleman, who, having received notice of a Royal visit, was so desperate to impress the King at any price that he drove himself to the brink of financial ruin: he was determined to fulfil the Sun King's every wish – with the best wines, the best food, indeed the best of everything. His ambition was to seal his chef's fate. When the fish ordered for the evening banquet did not arrive on time, Vatel committed suicide.

The first official mention of Portugal's most popular salt brand VATEL® dates

from 1917 and remains unchanged today. During 1918/19, the first chef logo was registered for VATEL® table salt. These days the chef no longer adorns the packaging. His name, however, remains an unchanged aspect of the company and the VATEL brand.

The internationalisation of the VATEL® brand began in 1998, when the company Macedo & Coelho, which produces and sells items such as oils, vinegars and spices, sold its Companhia Vatel in its entirety to Solvay. The link between VATEL and esco was finally established in 2002 when Solvay entered a joint venture agreement with K+S Aktiengesellschaft. These days esco owns 100% of VATEL.

Daily salt: Exfoliate with salt



Taking a sauna or in your own bathroom, salt is a valuable wellness ingredient

Hard skin is particularly unsightly in summer when most of us like to show our feet in sandals or mules. During warmer weather, however, feet – bare, with or without shoes – come in for particularly heavy wear, which promotes the hardening of skin even more.

Help is at hand in the form of exfoliating scrubs, using ingredients found in every kitchen: salt and a little olive oil.

Simply mix coarse salt with olive oil to make a stiff paste which is easy to apply. If you don't have coarse salt you can also use fine table salt. The exfoliating effect is simply not as dramatic.

Rub the salt and oil paste on the skin and massage well. This stimulates the circulation while removing dead skin cells and hardened skin. Moreover the

oil has a moisturising effect. Then simply rinse off any residue.

Tip 1: Those really wishing to pamper their skin may replace the olive oil with almond oil, apricot seed oil, or another high-quality cosmetic oil. As well as being beautifully fragrant, it also makes the skin even softer.

Tip 2: Replace the olive oil with milk or cream, depending on your personal preference.

By the way: men's feet also benefit from regular salt scrubs!

esco sports: esco enters five teams for the K+S Cup

Fielding teams from two continents the salt division certainly made its mark on this year's K+S football tournament. Though trophyless in the end, the team results were good and the memories of a great football get-together even better.

"We never expected the chemistry to be so good from the start – after all the team was simply thrown together", admits Volker Breidenbroich from esco's Hanover headquarters about the cohesion of the mixed headquarters and Braunschweig-Lüneburg plant team. Solid team dynamics carried the players through to an excellent fifth place.

The team was also the only one to field female players. Marnie Gutzmann and Barbara Schmidt reinforced defence and attack respectively. SPL, the new member of the K+S family, flew over from distant Chile with a football team in tow. Despite extensive preparations, including a domestic Chilean tournament a few months previously, the team were

unlucky in the land of the "almost world champions". Nevertheless the trip was "a great opportunity for Chilean employees to integrate into the K+S Group", according to Karl-Georg Mielke, SPL president.

Once again, 2007 saw a Dutch team in attendance. The footballers from Frisia Zout in Harlingen are regulars these days at the tournament in Kassel. This time, however, we once more had to forgo a rendition of "Oranje boven" – yet again they were knocked out in the first round, three goals down by the end. Coach Edwin de Boer was nevertheless able to point to a successful change in tactics compared with previous years: unassailable when it came to fair play, the Dutch didn't get a yellow or a red card in four games. "That's a step forward no-one would have believed us capable of", summed up de Boer with a twinkle in his eye.

The team from Bernburg had to cope with competition from other sporting events. The tournament clashed with a cutter rowing regatta involving Bernburg colleagues who otherwise would have boosted the football team. Four defeats, not a single point, in short: beaten in round one. Team captain Dieter Kuhn, however, remained positive: "The aim of such tournaments is to get to know each other better. Having been knocked out in the first round we had ample time for that."

With a single victory in the first round, the team from Borth, which last year made it to the final, did little better than the Bernburg players. For the co-organiser and chairman of the Borth works council Peter Bleckmann, however, the



Just missed the finals but happy all the same: esco's Hanover-Grasleben team

Back row, from left to right:

Volker Breidenbroich (HQ), Tore Schütz (BL), Lukas Przybyla (HQ), Nils Lauterbach (BL), Christoph Weidner (BL), Daniel Harnisch (BL), Alexander Manzano Lopez (HQ), Babara Schmidt (HQ).

Front row, from left to right:

Karl-Heinz Siemann (BL), Lukas Szcyrba (BL), Lars Weidner (BL), Marnie Gutzmann (HQ), Thomas Bohlmann (BL), Sven Koch (BL), Patrick Schaffrath (BL)

event as such was the focus. "The organisation was fantastic. Even partners accompanying the players got a guided tour of Kassel – and that was just one of the fringe activities."

In conclusion, although neither esco nor SPL were able to get a team in the first three places, "the same attitude and a brief spell of training on Majorca" to prepare for next year's cup should mean even this is possible – Barbara Schmidt, from the Hanover-Grasleben esco team, for one, is looking ahead. And if that doesn't work, we'll have to start thinking seriously about a salt world selection process.



Frisia's coach de Boer with new tactics: no yellow cards!

esco sports: Frisia Zout team takes part in the cutter rowing race



Against the wind for esco: the Orkaan team from Harlingen

Test yourself to the limit and perhaps even beyond. That's what the famous Harlingen cutter rowing race requires of all its participants. And nevertheless – or possibly because of that – this contest (already in its 33rd year), which treks across 36 kilometres of the Waddensee from the small Dutch town to the Frisian island of Terschelling, attracts rowers from all over Holland.

Frisia Zout employee Will Leeuwen and his slightly injured colleague Wilfred Kalkhuis entered the race in May for esco with the "Orkaan" team. Among the spectators were also Durk van Tuinen, Managing Director at Frisia, and Reinhard Dust, Managing Director at esco, who himself used to row and who cheered on the esco team enthusiastically. In all, 133 cutters lined up at the start. Each of them was escorted by a pilot boat; the presence of a huge number of museum boats helped to create a unique maritime atmosphere. The winning boat reached Terschelling in two hours and 58 minutes.

"Not too much training, but lots of rye bread and sugar" was one doctor's recommendation to the over one thousand participants for the week leading up to the race. Dizzy spells during and after the race, in which rowers can lose

up to one and half litres of liquid, are commonplace for the organisers from the local seafarers' school. Will Leeuwen and his team came through the race relatively unscathed. A weekend plus one day's holiday was all they got to recover.

"We're not particularly happy with coming 18th. The weather was good, the entire team in top form. We prepared for months and the sense of anticipation was huge", recounts Leeuwen, whose boat was sponsored by

esco amongst others. But then one of the regular rowing team had to drop out and the goal of reaching fifth place had to be postponed until next year.

Cutter rowing is a special skill, since there is no sliding bench for the six rowers. The entire strength needs to come from the arms, making the race an extremely tiring maritime marathon.

The impulse for this now famous race came out of the blue more than thirty years ago. The regular losers of the once much shorter Harlingen sprint always excused their defeats over beer in the evening by claiming the distance was too short: over a longer distance they would be more successful. At first the idea was to row from Calais to Dover – but in the end they decided to stick to national waters. A legendary race was born, which can really only be compared with the famous "Elfstedentocht" (eleven towns' tour) for ice skaters in Friesland. By the way: the regular losers of the sprint continued losing over the longer distance.

Market news: esco showcases salt licks at equestrian tournament

Riders from Eilum in the Wolfenbüttel district held their summer festival well in advance of this summer's official beginning. On 31st March, esco took advantage of the small, local equestrian event to present its salt lick products.

Over 300 people visited the tournament in Eilum. "Practically everyone was interested in our products, the brands Solsel and Pegasel. The day was a great success and involved very little outlay", said product manager Eike-Normann Riedel.

In addition to the product presentation, esco also donated several salt licks and giveaways for the afternoon tombola.

Riedel intends to use the opportunities presented by events of this kind in future: "It's the many small-scale events which can help us to promote the brand strategy we introduced three years ago."



Younger visitors to the Eilum show were particularly taken with the esco mascot Salty.

esco sports: Didier Vannini takes part in the 2007 European Ironman Championships in Frankfurt

For Didier Vannini, as for his 2,500 or so fellow competitors, the weekend from 29th June to 1st July was truly something else: this year's European Ironman Championships were held in Frankfurt and the finance director of esco france took part. We interviewed Didier.

◆ Where did you get the idea to enter the European Ironman Championships?

I have always been a sports fan – particularly of triathlon and Ironman. In my younger days, I had always dreamed of one day taking part in Ironman. I started getting active only about 5 years

◆ What did you get out of competing in the European Ironman Championships?

Entering Ironman is an incredible and extremely personal experience, which of course is good for the self-confidence, but you also learn a lot about yourself. I am very proud that I achieved my aim: to finish the contest in less than 16 hours. With my time - 11 hours, 40 minutes, which is a solid mid-field result, I am also happy – even though I was a little disappointed with my marathon result.

The feeling when you cross the finishing line is simply indescribable. That moment really makes up for all the months of slog. Of course afterwards you're completely exhausted and you think: 'never again!' But you're in total harmony with yourself. You just feel incredibly peaceful and relaxed.

It's also great that the audience cheers competitors on by name. I found that really motivating. The idea of the organisers to print the first names on the start number signs was really inspired. Of course we also had our partners or wives with us for moral support, motivating us and keeping us going – without them none of it would have been possible. Still, it's a really impressive thing when a crowd of strangers cheers you on using your name. You feel like a star. I can already imagine taking part in Ironman one more time, with the aim of coming in under 11 hours – not next year, but perhaps in 2009.



Didier Vannini during the cycle race – cornering at speed



Vannini with the finish line in sight – his sports club is sponsored by among others esco france / Cérébos

◆ How did you prepare and above all: how did you make it through the contest?

Since the beginning of the year I have swum a total of 130 km, cycled 4300 km, and run 900 km. Every month, I spent between 45 and 55 hours of my spare time exercising, whilst ensuring I followed a carbohydrate and protein-rich diet. Anyone who sweats a lot, however, also needs to drink a lot – in particular high-sodium mineral water – and of course consume sufficient salt. For the race, I prepared potatoes seasoned with coarse salt and I also took salt pills with me. After about 100 km in the saddle, I just couldn't face another sweet sports drink or bar. I was really grateful I had something filling and salty with me.

ago, when my colleague Christian Klein suggested I run a marathon. Twenty-five years ago Christian was one of the best marathon runners in France.

That's how I ended up entering the Berlin marathon in 2003. Of around 35,000 participants I was among the first 800. This result motivated me to continue. Soon, however, I began to find running too boring and monotonous. I decided to train up additional muscle groups and become a triathlete. So I signed up as a member of a sports club near Nancy and went into training. The great thing about triathlon is that there's no envy among competitors. The professionals aside, when you enter Ironman you're really competing against yourself, not the others.

Didier Vannini – profile

born: 1968

occupation: employed by esco france since September 2002;

as director of finance responsible with his team of 8 for accountancy, taxes and controlling for all 4 French companies/locations (esco france, Levallois; esco france and SCB Dombasle; SCB Bayonne)

marital status: divorced, now with a new partner; 2 children - daughter Juliette (11) and son Etienne (8)

hobbies: sport, literature, hiking and wildlife watching

About Ironman

Ironman is a special form of triathlon and comprises a swimming distance (3.8 km or 2.4 US miles), a cycling phase (180 km or 112 US miles), and a marathon (42.2 km or 26.2 US miles), all being completed one after the other.

The concept of Ironman arose in 1978 from a dispute among US soldiers as to who were the fittest: swimmers, runners or athletes?

To answer the question, John Collins, a naval commander, decided to invent a new contest which would test competitors in all three sporting disciplines. The winner would receive the title of Ironman.

Fifteen sportsmen entered the first Ironman contest on 18.02.1978, which Gordon Haller won with a time of 11

hours, 46 minutes and 58 seconds. By 1979, the number of competitors had already risen to 50, in 1980, 108 took part, in 1981, 326, etc. Since then the number of competitors and competing nations has gone on rising steadily. Frankfurt has hosted the Ironman European Championships since 1988; these serve as the qualifier for the Ironman World Championships in Hawaii.

These days, over 50,000 sportsmen and women take place in the different Ironman contests around the world. Current winning times are just over 8 hours.

Salt + health: Essential – salt in endurance sports

As a vital element, salt is necessary for regulating the body's water supply and metabolism. Especially when it comes to sport! So don't wait till you get thirsty, because by then your performance will already be waning.

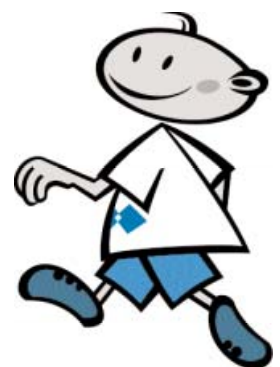
When exercising you sweat and your body loses huge quantities of water, minerals and electrolytes as a result. A water loss of just two percent can lead to a noticeable dip in performance. As soon as summer temperatures exceed 30 degrees, your body's own air-conditioning system moves into top gear. The associated increase in fluid and salt loss may lead to impeded performance, dizziness, and an inability to concentrate.

Studies show that sufficient fluid intake prior to and during sport helps maintain physical fitness. In the case of prolonged physical activity water alone is insufficient to compensate for the loss of minerals and salt. That's why sports physicians recommend both drinking sufficient water and taking salt when exercising in hot weather. You may choose to nibble salt pretzels or simply add some salt to your (mineral) water.

Every sport makes different demands on your body, which is why there are no simple answers when it comes to the perfect sports drink. Some people just drink water, others swear by isotonic and energy drinks, or even protein shakes. So to conclude here's yet another tip for your very own sports drink:

1/3 teaspoon salt,
up to 1/3 cup sugar,
to taste 5 to 7 cups (mineral) water,
freshly squeezed lemon juice, if desired

This homemade drink keeps us fit for more than an hour – whatever the endurance sport! Why not give it a try!





Serves 8 – 10

Ingredients:

- 1 kg rump steak
- freshly ground black pepper
- ground garlic
- 50 g back bacon
- fresh thyme
- 6 - 8 garlic cloves
- 1 tsp. ground coriander
- 1 tbs. sweet paprika
- ginger
- 1,5 kg lean ribs (in portioned sections)
- 3 tbs. cherry liqueur
- 1 orange
- 2 tbs. vegetable oil
- 1 - 2 bay leaves
- 1 pineapple
- coarse ground salt

With a pinch of salt: Barbecued “Picanha” rump steak, ribs and pineapple

Preparation:

- ◆ Put coals on the barbecue and light. While the coals are heating up, season the different meats separately.
- ◆ Put the rump roast fatty side down in a container. Season the steak with black pepper and garlic powder and garnish it with fresh thyme. Cut the bacon into strips and lard the meat with the bacon using a larding needle.
- ◆ Peel the garlic cloves and either crush in a pestle or squeeze through a garlic press. Then add the coriander, ground paprika and grated ginger.
- ◆ Rub the ribs all over with the paste and place on a baking sheet. Add the cherry liqueur, the juice of the orange, the vegetable oil and the bay leaves.
- ◆ Now cut the skin off the pineapple and quarter the fruit. As soon as the coals are ready, shake the ribs to get rid of any excess marinade and put them on the barbecue.
- ◆ Season the rump roast with coarse salt and put it fatty side down on the barbecue as well. Paint the ribs with the marinade and turn the meat from time to time. As soon as the meat is nearly ready, place the pineapple on the barbecue.

Source: Vaqueiro Saberes & Sabores, sponsored by VATEL.

