



D&
Co.

Look Book

Stories, Ideas & Inspiration

May & June 2020

Dear Friends



Welcome!

These past few weeks have been a trying time for many. There were the obvious health concerns, the mental toll of being away from family and friends, and the financial impact of a nation on lockdown. During this time, I had ample opportunity to reflect on Dresden & Company and our mission. More than ever, I am convinced that what we are doing is right and that it is so incredibly important.

We built this company with the goal of creating quality jobs for American workers beginning with our American-made baskets. The village of Dresden has a long legacy of basketmaking, and we felt a responsibility to help that continue well into the future. That feeling of responsibility has now become one of privilege for me. Because of this community and our shared American values, people are being given the continued opportunity to make a living doing what they love. We feel honored to be a part of something that has such tremendous value.

We are proud of our American-made baskets, pottery and other home accessories. They symbolize our commitment to crafting and sourcing as much as we can from within the United States. We know that supporting American jobs matters to you also. For that reason, I am excited to tell you we will be placing an American Made icon next to every product that is proudly made in America. You will see this icon both on our website and in our sales literature.



Americans are resilient. We have persevered in trying times while building the greatest country in the world. As I said earlier, these past few weeks have been hard on many, but together we will not just survive, we will thrive. Working together and supporting one another is key to our collective success. After all, creating success for yourself can be gratifying, but creating success for others is priceless.

With deep respect,

Jim Lepi
Founder, Dresden & Company



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Coupe ... A Timeless Classic



The classics always feel fresh and inviting. Our D&Co. Classic Coupe Dinnerware is no exception. The inspiration for the design of our dinnerware was first introduced nearly 70 years ago and is now enjoying an American revival, which makes D&Co. on trend with a contemporary classic. Classic Coupe's cohesive and versatile style features clean, simple lines and subtle handcrafted character. Whether you are having a casual lunch, a formal dinner or a quick picnic getaway, D&Co.'s Classic Coupe Dinnerware is ready to serve. Your culinary creations will be highlighted on the pottery's beautiful white background, all while mixing easily with other pieces, including those in our American Potters' Collection. Designed to store comfortably together, this classic style will make itself at home in any home.

Exceptional and unmatched characteristics set our Classic Coupe Dinnerware apart from others. We have combined the high quality of our American Potters' Collection pieces with this new design to create a dinner set that you can use every day without worrying about constant cracking, flaking or chipping.





Our American Potters' Collection and Classic Coupe Dinnerware are created for us exclusively in a very hands-on process by the workers at Ohio Stoneware in nearby Zanesville, Ohio, once the pottery capitol of the world. Each piece is vitrified — fired at 2,200 degrees and designed to be safe for the oven, microwave and dishwasher, withstanding the rigors of daily use for generations. The finishing glaze creates pieces handcrafted with care for a perfect fit for daily use in your home.



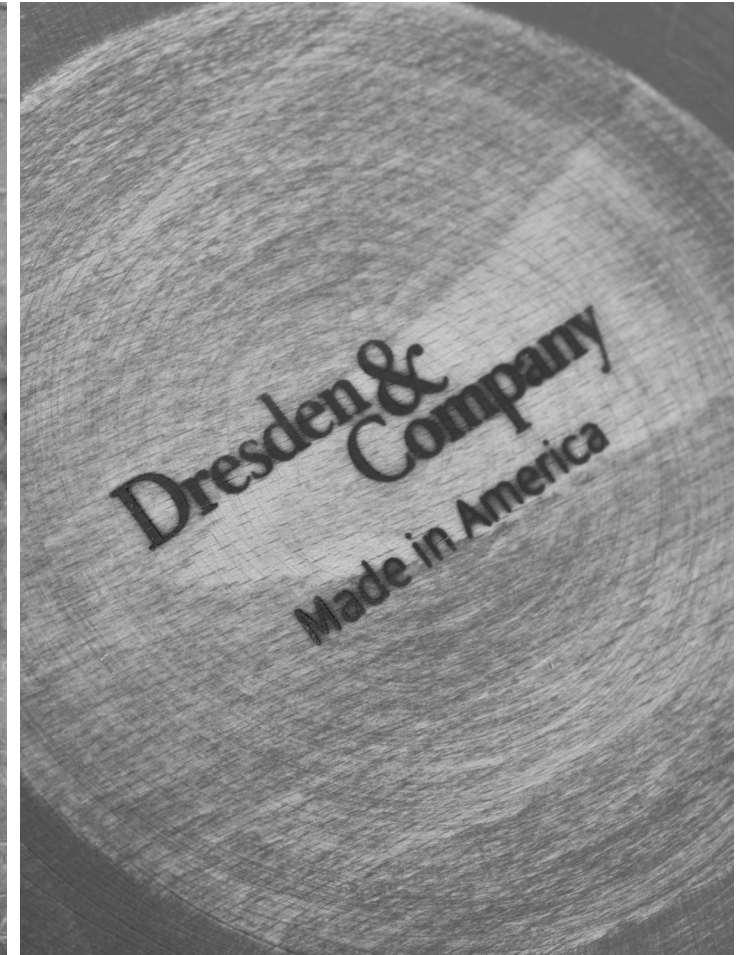
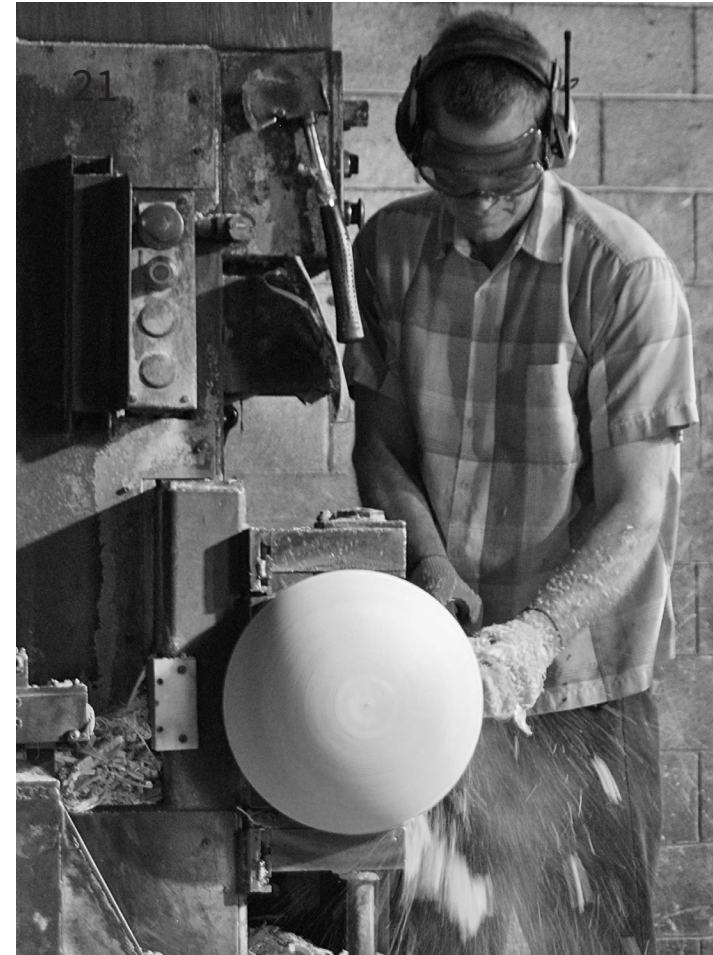
Welcome to Holland!



There was a time when wood bowl making was a cherished trade, passed down through generations of families. Today, with the abundance of inexpensive materials available to mass produce tableware, handcrafted bowls have become a specialty item. This centuries-old traditional craft, passed down and perfected through generations, is almost a lost art.

The artisans at the Holland Bowl Mill in Holland Michigan, a fourth-generation, 100-year-old company, have been perfecting their craft for decades. At nearly a month to complete a single bowl, the process of creating handcrafted bowls from a single block of American Birch derives from the same method used for over a century.

The bowls, which show the beauty of the natural grain, are a natural fit with the handcrafted baskets our Dresden & Company weavers create. The exquisite Beech Bowls created exclusively for D&Co. feature an Ash Gray hand-washed, old-fashioned milk paint stain on the outside with natural beech on the inside. The hand-applied stain results in an alluring variation of light and dark. Our bowls are both functional and decorative. Each food-safe bowl is completely American made and proudly carries a “Dresden & Company Made in America” burn.







If you're like many of us, you are rediscovering your kitchen, trying out new recipes or giving old ones a new twist. D&Co. Kitchen Club makes that kitchen adventure even more fun as you decide what amazing dish or appetizer you'll make with the sauces, spices and jams you receive. Here, we're featuring recipes designed using the products from our May-June Summer Entertaining Collection. Membership means a curated collection of our bestsellers, trusted favorites and seasonal offerings arrives automatically every other month. We offer a range of sweet and/or savory items that we know you'll love using yourself, sharing with friends or giving to the foodies in your life. Each collection contains 3-4 products every other month at a value of \$60 or more with savings for subscribers. You will be able to find recipes for featured items online at dresdenandcompany.com/recipes. The newest collection will always ship in the first half of the month of each new campaign. And we'll always give you a preview of the next campaign. The seasonal offering in May and June is D&Co. Kitchen Raspberry Chipotle BBQ Salsa. Doesn't that make you want to fire up the grill? Contact your Proprietor or visit dresdenandcompany.com for complete details on joining the D&Co. Kitchen Club.

RASPBERRY CHIPOTLE BBQ SALSA MEATBALLS

Ingredients:

- 1 12 count package refrigerated prepared Italian style meatballs, about 1 pound
- Olive oil as needed, about 1/3 cup
- 3 slices fresh mozzarella cheese, cut into quarters, about 3-4 ounces
- 24 slices pepperoni
- 1 cup D&Co. Kitchen Raspberry Chipotle BBQ Salsa
- 2 tablespoons fresh basil leaves, thinly sliced
- Wooden party picks for skewering

Preheat oven to 375°.

Heat oil in skillet over medium-high heat and fry meatballs, in batches if needed, turning until evenly browned and cooked through.

Drain oil from pan and top each meatball with a teaspoon of D&Co. Kitchen Raspberry Chipotle BBQ Salsa, mozzarella and two slices of pepperoni, skewering with wooden pick.

Bake for 5-6 minutes or until cheese starts to melt and pepperoni has slightly crisped.

Transfer to platter and serve warm with D&Co. Kitchen Raspberry Chipotle BBQ Salsa, thinly sliced fresh basil leaves to garnish.





LIME CILANTRO RANCH CHICKEN TACOS

Ingredients:

1 - 1½ pounds chicken breasts
¼ cup lime juice, divided
2 tablespoons canola or vegetable oil
1 teaspoon minced jalapeno
1 teaspoon honey
1 teaspoon salt
1 teaspoon chili powder
½ teaspoon paprika
½ teaspoon onion powder
½ teaspoon garlic powder
¼ teaspoon cumin
¼ teaspoon ground black pepper

For the filling:

2 teaspoons olive oil
2 tablespoons chopped red onion
½ cup frozen corn
½ cup black beans, rinsed
1 teaspoon minced jalapeno
Soft taco flour tortillas

Garnishes:

Chopped fresh cilantro
Avocado chunks
D&Co. Kitchen
Lime Cilantro Ranch Dressing
Lime wedges

In a sealed plastic bag, add half of the lime juice and ALL of the remaining marinade ingredients. Close and gently shake to combine. Open, add chicken, close and toss to coat chicken evenly. Allow to sit at room temperature for 30 minutes before cooking.

Place a large non-stick skillet over medium high heat on your stovetop. When the oil is hot, add the chicken and cook for 5 minutes, or until browned on one side. Flip chicken and reduce heat to medium. Cook for approximately 5-8 minutes or until chicken reaches an internal temperature of 160 degrees. Transfer to a cutting board, cover with aluminum foil, and let rest for 5 minutes before slicing. Garnish with remaining lime juice and a bit of zest, if desired.

In a separate large non-stick skillet set to medium heat, add olive oil. When the oil is hot, add the corn to cook for 5 minutes, then add the rinsed black beans and diced jalapeno. Season with salt and pepper, cook for 3 minutes; keep warm.

To assemble, place chicken and filling in soft taco size flour tortillas. Garnish with cilantro, avocado chunks, D & Co. Kitchen Lime Cilantro Ranch dressing, and serve with lime wedges.

BERRY HIBISCUS ICED TEA SPARKLER

Ingredients:

4 cups boiling water
3 tablespoons D&Co. Kitchen
Berry Hibiscus Fruit Tea
½ cup honey
Ice
2 cups sparkling water
¼ cup mint leaves
Strawberries

Combine tea, honey and boiling water in a large pitcher. Let steep 30 minutes to 1 hour, depending on how strong you like your tea. Add ice to pitcher and stir in sparkling water. Add mint. Refrigerate for 1 hour or until chilled. Garnish with strawberries and serve.



Coasting Along



Are you ready to coast through the summer and into the fall? We have the perfect way to do that with our new Coaster Basket Set, available in June. This hand-crafted basket, featuring an open weave bottom is the ideal place to nestle our set of four slate coasters. Keep a set handy for game night or entertaining a few close friends. Or give the set as a stylish gift for a wedding, house warming or any gift-giving occasion.

COCONUT CHAMOMILE RUM COCKTAIL

Ingredients: Brew tea and add honey. Let the tea cool. Combine tea, rum, lemon juice and ice in a shaker. Pour over ice and add twist of lemon and mint

- 1 tablespoon D&Co. Kitchen Coconut Chamomile Herbal Tea
- 1 cup water
- 1 tablespoon honey
- 1/2 ounce lemon juice, fresh
- 1 ounce white rum
- Mint
- 1 lemon wedge



Geometrically Gorgeous

The stunning new weave style was created by the artisans in the Dresden & Company workshop just in time for summer entertaining.





A Sense of Sophistication

The flicker of a candle brings an almost magical quality to any occasion. When you combine the glow of a burning candle with the warm beauty of our sophisticated geometrical Votive and Hurricane Basket Sleeves, you are creating a soothing and relaxing atmosphere.

Imagine these beauties holding bouquets of flowers or filled to the brim with seasonal decorations.

In May and June, D&Co. Hosts have exclusive access to the coordinating Glass Bowl and Basket Sleeve. This generously sized bowl and sleeve is ready to serve a summer salad or sumptuous dessert. You will dazzle guests with your culinary creations in a serving piece that is contemporary, yet simple. Add one, two or all three of the pieces as a centerpiece for your table or counter. Your bathroom necessities will look neat & tidy, yet easily accessible when they are stored in them.

The simple elegance of this collection adds a touch of sophistication to any area of your home, whether indoors or outside on a covered patio, porch or deck.





D&Co. Apothecary

THE BEST NATURE HAS TO OFFER



Made from 100% natural organic ingredients, our lotions and liquid foaming hand soaps are handcrafted in small batches in Ohio. The lotions feature nourishing shea and Kokum butters with rich macadamia and jojoba oils that are combined to replenish the skin. Their smooth, non-greasy formula is rapidly absorbed for quick application. Our Foaming Hand Soaps provide a rich, silky and moisturizing lather. Crafted of 100% organic fresh scent oils and extracts, this soap will leave your hands feeling soft and smooth. Treat yourself to an experience unlike most with these exceptional lotions and soaps.

Criss Cross is All That and More!



A unique and artful new weave style made its debut in our Criss Cross Caddy Basket. This basket features a woven bottom with a translucent stain weave spiraling upward to fan apart under the band. Its subtle but artistic statement pairs perfectly with so many accessories. Use it as a home for a bottle of our new D&Co. Apothecary Hand & Body Lotion, to cradle a candle or even as a vessel for a thoughtful gift.



Faces of D&Co. Family

Our Dresden & Company family is as diverse as our product line. While their stories are unique and interesting — they have one thing in common — a love for our handcrafted baskets and other products. We hope you take a moment to get to know these special people a little better, and to be inspired to share your story with us as well by sending us a note to info@dresdenandcompany.com.



A PERSONAL PERSPECTIVE BY VICKI TUMMEL

Dresden & Company Proprietor Vicki Tummel has more than one special connection to products offered in our collection. Of course, she loves our baskets made in Dresden by D&Co. basket makers, many of whom she knows personally. But she also has a rich history with the Holland Bowl Mill, the maker of our beautiful new Beech Wooden Bowls.

Vicki was born in an Army hospital in Battle Creek, Michigan, the daughter of an enlisted service man. She was raised in Holland, Michigan, home of the famous bowl and wooden shoe maker. Vicki fondly recalls wearing her first pair of wooden shoes, inscribed with her name, in the area’s annual Tulip Time Festival Children’s Parade.

Tulip Time, which began in 1929, brings in half a million guests annually to see hundreds of thousands of blooming tulips. Just off the shores of Lake Michigan, the festival’s mission is to showcase all that Holland has to offer, honoring Dutch Heritage while celebrating the Holland community today.

As Vicki grew, her role in the festival’s activities also matured. After graduating from donning her Dutch costume and wooden shoes in the Children’s Parade, she marched in the parade as a member of her high school band. By the time she was a sophomore in high school, Vicki was an official Holland Tulip Time Dutch Dancer — all the while wearing Holland’s famous wooden shoes.

After college, Vicki and her husband, Larry, moved to Tennessee for work. Along with raising her family, Vicki spent two decades teaching second and third grade for a local elementary school. Vicki had a special bond with her students and will proudly tell you that a few of them still make it a point to contact Mrs. Tummel once or twice a year to check in. A former student, now the principal of the school where Vicki taught, credits her with his passion for education and making a difference in the lives of children. Vicki was introduced to direct sales just over 30 years ago. She credits her direct sales experience with helping her grow in confidence and as the catalyst for many of her most cherished relationships.

“I’m a people person,” Vicki says. “I love people and I love to do parties. I never really thought of it as selling. It’s just sharing something I love with friends.” Vicki believes that a lot of her success is due to offering excellent customer service. “I just love to help people with what they need. I truly enjoy it,” she said. “And because of all Dresden & Company has to offer my customers I know that our company will grow and thrive.” Vicki is quick to say that many of her customers are some of her dearest friends, people she may never have met were it not for direct sales.

In addition to spending time on her Dresden & Company business, Vicki is an active volunteer at her grandkids’ school. She sees it as a way to give back while getting to spend time with the school-age kids she still misses from her time as a teacher. Of course, when possible, Vicki likes to make the trek back up north to Michigan to visit her mom and siblings in her hometown, tour the Holland Mill, and see the beautiful tulips that made her childhood so very special.



We recently had the pleasure to visit with Team Leader Judy Wise in our Dresden office. Judy is a lifelong Indiana resident with a deep love for family (starting with husband Ron and her boxers Barney and Andi B.), the Indianapolis Colts, direct sales and helping others succeed in the business. She has been involved with Dresden & Company since its infancy and was the first to promote to D&Co. Team Leader. Judy leads a team of more than 75 Proprietors stretched from coast to coast and is always willing to share her expertise with the entire sales field. On some of her trips to Dresden, she’s taken the time to record videos about topics that can be found in our Training section on your Proprietor Portal. We were excited to talk to her about her passion for this business and the success she has attained in direct sales. Through this Q&A session with Judy, we hope you’ll see the many opportunities a direct sales business can provide, both professionally and personally.



AN INTERVIEW WITH TEAM LEADER JUDY WISE

Q: Why did you get into direct sales and select Dresden & Company?
A: Initially I saw direct sales as a way to earn additional income – my happy money. Play money. I always enjoyed meeting new people and found that I got to do that while sharing the product that I love and earning money for it. I guess you could say I am a professional partier! The best motivation for me is being around people, getting to know them and sharing with them the same opportunity that I was given.

Q: How do you introduce yourself and what you do?
A: I tell everyone I meet that I am with a new direct sales business and that I would love to tell them about our amazing products and that I cannot wait for them to see and learn about our collection of wonderful and unique items.

Q: Do you consider what you do work?
A: My dad always said that it’s not work if you enjoy what you do. And I LOVE what I do!

Q: Do you believe that you need to do parties to be successful?
A: I love to do parties, but you can adapt this business to whatever works for you. I do parties because I find them uplifting, motivating and encouraging. Some people use only social media, others collect orders or primarily do events. Find your niche and then mold into your own business. You must ask yourself, what do you want out of your business? Is it more social contact? Is it for extra money? The answer will help you determine your approach.

Q: What do you consider the best benefits of your business?
A: Besides the monetary rewards, the relationships I have made are priceless. I have met some of my longest and best friends through this business — relationships I would have never had. I am so passionate about the people I have met and the experiences we have shared. I have developed myself in so many ways through meeting other Proprietors and my customers. I’ve been afforded opportunities I would have never been exposed to. And then, there is the recognition and appreciation that you just do not find elsewhere. Your efforts are celebrated and applauded and it’s so gratifying.

Q: What has having your own business meant to you and your family?
A: Financially my business has provided a lot of rewards. It has given me my own play money. I find great satisfaction in the effort of setting goals and then the achievement of those goals. Direct sales allowed me to pay for a pool at my home, something I always wanted. I traveled to places I never dreamed I’d go. This business has given me independence — it is so satisfying to have my own business. I have gotten so much more out of this business than I would have ever believed possible.

Q: What advice would you offer on the effort required to be successful in this business?
A: The great thing about Dresden & Company is that your rewards are a direct result of the effort you put in. What you put into your business is what you are going to get out of it!





Life Made Better.