



D&  
Co.

*Look Book*

*Stories, Ideas & Inspiration*

January & February 2020

# Looking to the Future

Welcome to 2020!

Dear Friends,

Each year end brings reflection and new goals. As I reflect, I feel enormous pride in the things we have accomplished together. I'm overcome by the passion and love of our Leaders and Proprietors, inspired by the support of our customers, and humbled by the kindness of others. The people who live and work in the village of Dresden understand that collectively we can make life better.

I am equally proud of our team of employees. They have shared with me unforgettable optimism and a sincere desire to serve and succeed.

2020 holds the promise of our dreams. We will be necessarily transformed by the degree and passion with which we embrace opportunity and change.

We will most certainly grow Dresden & Company as we add new Proprietors and expand our product line. We are adding products that we believe will inspire our Proprietors and delight our customers.

Every decision that we make this coming year must be based on the commitments that we have made to our families and each other. We must continue to support our communities and give back when we can.

My personal goals for the new year are to serve you with increased energy and an ever greater determination to fulfill my commitment to you.

This issue of our Look Book features a new basket design, and we've partnered with a wonderful local confectionary. We look behind the scenes at Goumas Confections and at Colonial Mills, the maker of our beautiful & functional Everywhere Braided Bins. You'll find more recipes for our D&Co. Kitchen products and learn the stories of two special D&Co. Proprietors.

We invite you to join us on this journey of discovery. And as always, we invite you to become a D&Co. Proprietor. We have so much to look forward to in 2020!

Cheers,



Jim Lepi  
Founder, Dresden & Company



*“You can expect to see so many more amazing products this year!”*



# Good Things Come in Small Packages!

A small twist on an everyday favorite, our Sweets Basket is a perfect smaller version of our Tobacco Basket design with a great mission this season: delivering our assortment of handcrafted Goumas Confections to your Valentine. This popular basket has seen a revival in home décor of late but it's not just for looks. It has strong historical roots too.

First made in Kentucky in the 1800s, tobacco baskets replaced barrels as an easier way to export the crop to other markets. The shallow baskets made the inspection process much simpler and allowed for better storage. Today, tobacco baskets have become versatile pieces of both wall and table art in homes of all design styles. We hope you can picture our Sweets Basket in the perfect spot in your home.



# A Sweet Family Legacy



Dresden & Company is excited to partner with a local Newark legend, Goumas Chocolates, to bring you a sampling of their tasty confections along with our Sweets Basket. They've been creating delectable chocolates for over 100 years, now in their 4th generation of candy-makers.

Goumas Confections is a small locally owned and operated candy store that traces its roots to 1911. Their chocolate is beyond compare and everything in their candy shop is made on-site, using the same techniques that have been passed down through the generations.

George Stamas came to America from his native Greece and settled in Newark, Ohio, in 1911 after briefly living in Columbus. He opened his first restaurant, The Rosebud, on the north side of Newark's square and made and sold candy as a sideline business. Eventually George opened the Busy Bee restaurant in Newark's Arcade, and his candy making continued to be a part of his business. Chocolate sandwiches were a specialty. When Gus Goumas joined his family, George taught his son-in-law the art of candy making and Gus carried on the family's candy-making tradition after George's death in 1950.

In 1955, Gus bought the Brockway Nut Shop in the Newark Arcade Theatre, and opened Goumas Candyland, making all the store's candy while also maintaining a full-time job at Kaiser Aluminum. In 1973, Gus' son Soc began learning the art of candy making from his father. The recipes, techniques and secrets were passed from father to son. Gus and Soc worked side-by-side to create their delectable treats. Gus never wrote down any recipes. The closest thing to a recipe is the ingredient card that contains the amounts and ingredients necessary for the most popular candies. That card is now displayed in their Newark store.

Soc took over the candy-making duties after Gus' death in 1985. Soc's brother Greg helped during the busy Christmas holiday season and joined the business in 1986. The Goumas candy business continued to grow and prosper as their reputation for making fine candies spread.

In February 2009, a new era began with the creation of Goumas Confections. Soc and Greg were joined by eight of their long-time employees as they opened their new location on Log Pond Drive in Newark.

The Goumas Confections' rich history of candy making continues to this day, with many of their products still created in the original copper pot of their founder. They pride themselves on using no preservatives and only the highest grade chocolate you can find in the country. Our Dresden & Company assortment includes dark and milk chocolate toffees, turtles, fudge squares and maple fudge squares. Sweet!



# Simply Beautiful in Minutes

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It's easier than you might think to create your own flower arrangement using our Sweets Basket. Start by lining the basket with a layer of plastic wrap if you're using cut flowers or use artificial flowers if you prefer. If using plastic, we suggest a layer of leaves above and below the plastic. Next, choose five to seven larger flowers (about 2" diameter) as the base of your arrangement, removing most of the stems from the flowers. Arrange the flowers in the basket using a checkerboard or alternating pattern. Fill in the spaces with smaller leaves, flowers and berries to add the final touches.



# Warm Recipes for a Cold Winter's Day

When the snow is knee-deep and the thermometer has hit the season lows (we hope!), we seek the comforts of home like a warm sweater, a cozy fire and of course, tasty food. Nothing is better to warm your heart, soul and toes.



Sharon Wood, D&Co.'s photographer and all-round style guru, has conjured up some fantastic recipes featuring D&Co. Kitchen foods that have deep rich notes and are sure to satisfy anyone that wanders into your home escaping Mother Nature's fury.

We hope you enjoy each recipe for its unique ingredients as much as your friends and family appreciate the time you spend creating something to warm their hearts.



## APPLE, BACON AND BLUE CHEESE PIZZA

**Ingredients:**  
2 large pieces naan flatbread  
2 small apples, thinly sliced  
1/3 jar D&Co. Kitchen  
Bacon Pepper Jam  
12 ounces shredded Italian  
blend cheese  
4 slices cooked bacon,  
cut into thick pieces  
2 tablespoons of minced roasted garlic  
3 ounces blue cheese

Preheat oven to 475 degrees. Place the sliced apples in a small bowl and stir in D&Co. Kitchen Bacon Pepper Jam and set aside. Place the flatbread on a baking sheet lined with parchment paper. Layer the shredded Italian cheese then top with slices of the apple, bacon, garlic and chunks of blue cheese.

Bake for 8-10 minutes or until the cheese is melted and the crust is golden.



## BRUSSELS SPROUTS ALMOND SALAD

**Ingredients:**  
5 tablespoons extra-virgin olive oil  
5 tablespoons lemon juice  
5 tablespoons honey  
1/4 cup D&Co. Kitchen  
Cherry Apple Rosemary Glaze  
2 teaspoons salt  
1 teaspoon freshly ground black pepper  
1 pound Brussels sprouts, halved and  
thinly sliced (about 8 cups)  
1/2 cup toasted almonds  
1/2 cup dried cranberries  
4 strips of crumbled bacon

Shaved Parmesan, for serving

In a medium bowl, whisk olive oil, lemon juice, honey, D&Co. Kitchen Cherry Apple Rosemary Glaze, 2 teaspoons salt, and 1 teaspoon pepper until combined.

Add Brussels sprouts and toss until completely coated. Let sit, tossing occasionally, for at least 20 minutes and up to 4 hours before serving. Fold in almonds, dried cranberries and bacon. Garnish with shaved Parmesan before serving.



# CREAMY CARROT SWEET POTATO SOUP

## Ingredients:

1 tablespoon virgin coconut oil  
1/2 cup diced sweet onion  
2 cloves garlic, minced  
1 tablespoon minced fresh ginger  
2 tablespoons red curry paste  
4 cups vegetable broth plus more if needed  
1/4 cup raw almond butter  
3 cups diced peeled carrots 1/2-inch thick  
3 cups diced peeled sweet potatoes 1/2-inch thick  
1 teaspoon D&Co. Kitchen Herbed Spice Mix  
1/2 teaspoon fine sea salt plus more to taste  
Freshly ground black pepper  
Minced fresh cilantro for serving  
Lime juice for serving  
Roasted almonds for serving

In a large pot, melt the coconut oil over medium heat. Add the onion, garlic and ginger and sauté for 5 to 6 minutes, until the onion is translucent. Stir in the curry paste.

In a small bowl, whisk together some of the broth with the almond butter until smooth. Add the mixture to the pot, along with the remaining broth, carrots, sweet potatoes, salt and D&Co. Kitchen Herbed Spice Mix. Stir until combined.

Bring the soup to a low boil over medium-high heat and then reduce the heat to medium-low. Cover and simmer for 15 to 20 minutes, until the potatoes and carrots are fork tender.

Ladle the soup carefully into a blender. You will likely have to do this in a couple of batches, depending on the size of your blender. With the lid slightly ajar, to allow the steam to escape, blend on low and slowly increase the speed until the soup is completely smooth. (Alternatively, you can use an immersion blender and blend the soup directly in the pot.)

Return the soup to the pot and season with salt and black pepper. Ladle the soup into bowls and top with minced cilantro, almonds and a squeeze of lime juice, if desired.



# BLUEBERRY AND FETA FLATBREAD PIZZA

## Ingredients:

1 cup blueberries  
1 micro arugula  
1 cup red onion  
2 tablespoons honey  
Pinch of Kosher salt  
1 teaspoon D&Co. Kitchen Honey Pepper Spice  
1 teaspoon olive oil  
2 naan flatbreads  
1/2 cup feta cheese  
1/2 cup ricotta cheese

Preheat oven to 400° F. Line a baking sheet with parchment paper. Arrange the naan flatbread on the baking sheet and lightly spray or brush with water. Set aside.

Heat the olive oil in a medium pan over medium low heat. Add the onion and season with a pinch of salt to taste and D&Co. Honey Pepper Spice. Cook the onions until they are wilted, about 3-5 minutes and stir in the honey, letting the onions caramelize. Remove from heat.

While the onions cook, stir the ricotta and feta cheese in a small bowl. Spread the ricotta mixture over the naan/flatbread and top with the honey caramelized onions. Sprinkle the blueberries on top.

Place the naan pizzas into the oven and bake for about 10 minutes, or until the blueberries are just about ready to burst, the cheese has softened and the naan is toasted. Remove from oven, sprinkle with arugula and enjoy immediately.





# Braided with Love & History

At Dresden & Company, we are so proud of our American partners who share a legacy of crafting exceptional products for our customers, and Colonial Mills is no exception. This company has a long heritage of premium craftsmanship including the fact that they design and manufacture their products exclusively in the USA. Their braided rugs, storage bins and other accessories are second to none, largely because of the quality and commitment that comes from American manufacturing.



The braided fabric craft that comes to us from Pawtucket, Rhode Island, the heart of our country's textile industry. Colonial Mills proudly carries on the company tradition of manufacturing their products where they can employ and support the members of the local community.

Just like Dresden & Company, Colonial Mills is a family-owned and operated business, where their employees are considered part of the family.

# Organize Your Life with Braided Bins & Cubbys

Organizing your life and home ranks as one of the top resolutions for the new year, and we're here to help. The task can seem quite daunting at times when faced with too much clutter. Dresden & Company comes to your rescue with our Everywhere Braided Bins, Cubby Baskets with new sizes, and our new Iron Works Hang Tags — ready for you to label or personalize with a chalk pen as needed.



You'll find yourself more efficient and less stressed when you organize your life with our 3 sizes of Braided Bins and Cubbys. Our beautiful products make it easy to "organize in plain sight" since we know you won't want to hide these fabulous handcrafted helpers. Your recipes, pictures or pet toys will be easy to access, but creatively stored.





# 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 be inspired to share your story with us as well, by sending us a note to [info@dresdenandcompany.com](mailto:info@dresdenandcompany.com).



## MEET BETH ROWER

Born and raised in Newark, Ohio, Beth Rower, a D&Co. Founding Proprietor, lives in south Denver. She is passionate about her job teaching seventh grade social studies in Castle Rock, Colorado, and loves her new opportunity to promote Dresden & Company. Beth's extensive background in retail management and buying for Macy's NY and Saks Fifth Ave., not to mention owning a children's clothing boutique, was the reason she jumped at the chance to

get in at the ground level of D&Co. When lifelong childhood friend Michael Kennedy, the creative director for D&Co., first mentioned the possibility of a boutique-sized direct sales company with quality handcrafted artisan products made in America, Beth said, "I want in on this exciting new adventure to help launch this unique company and support the weavers and potters in Central Ohio."

Beth waited patiently for the day D&Co. was launched and joined on day one. Excited about the product line, Beth purchased the Super Bundle to get started on her new business in Denver. "In order to sell the product, you need to have the items available for the customer to experience by creating beautiful displays using the baskets, pottery, Ironworks and food. This gives the consumer the opportunity to see, feel and taste the quality of D&Co. products." As a result, Beth currently is fourth in the nation in sales. Beth is also excited about the marketing platform of using social media such as Facebook and Instagram to promote her business across the U.S. Being a full-time teacher, Beth feels using digital marketing is the way to go in today's direct sales market. "People are so busy and spend more time on their phones. If they want to buy something it is a click away. D&Co. offers that simplicity with a user-friendly website with the complete product line, recipes, decorating ideas and fabulous visuals. No pressure, just convenience in today's marketplace."

"I am excited and proud to be part of this fresh, unique and compassionate new company out of Dresden, Ohio, and pioneer the new direction of direct sales with an awesome team of fellow Proprietors," Beth says.



## A PERSONAL PERSPECTIVE BY CATE BAYLISS

Much of my time during the summers and on Sundays as a child was spent visiting my Grandmother Metzler on the family farm in Lancaster, Pennsylvania. Our farm dated to the 1760s. My ancestors, Swiss/German Palatinates, dreamed of living in the New World and eagerly pursued the chance to purchase land from the founder of the English colony of Pennsylvania, William Penn. This decision required them to leave behind practically all family ties and belongings they struggled so hard to acquire over the generations in the "olde world" and make the arduous journey across an ocean filled with "unimaginable monsters and terrifying sea creatures."

My first American ancestors, "Valentine" Metzler (born on Saint Valentine's Day,) arrived in New York Harbor on the ship called the "Glasgow," and placed the family roots down in an area of Pennsylvania known as "Sporting Hill," near what was then the new settlement of Manheim, Pennsylvania. Members of the Amish and Mennonite Churches, my ancestors lived and worked within the community of people today referred to as the "Plain Folk of Pennsylvania." As the Community leaders of this group of devoted, industrious and frugal Western European immigrants, my family descendants guided their peoples and together they skillfully tamed, cultivated and transformed the wilderness west of the city of Philadelphia into the rich and fertile farmlands of southeastern Pennsylvania.

A typical Pennsylvania German farm woman, Grandmother Metzler was in charge of the family household while her husband and sons worked the fields passed down to them by inheritance. My earliest memories of life on the Metzler farm were of my grandmother gathering, washing and sorting eggs. Grandmother and I would go on an adventure to collect the eggs produced by our leghorn chickens. I was instructed on how best to remove an egg from under a reluctant, resentful hen and deposit it into a specially designed handmade basket Grandmother called a

buttocks or "fanny" basket, a hand woven ribbed basket used to cradle the eggs while moving them between the chicken coop and the farmhouse kitchen. Grandmother and I washed and prepared the eggs for the journey to the Lancaster Central Market, or "farmer's market," for local sale on weekends. My fascination with Grandmother's baskets increased, as my responsibilities grew, and I was expected to help out with household chores around the farm. Grandmother had many baskets, designed and used for a range of household chores. Both beautiful and functional, her baskets were her pride and joy, all carefully hung on the ceiling and on wood pegs along the wall within the potting shed — and within easy reach for the task at hand. She treated these baskets with much care and respect as the tools of a proud homemaker. In the evenings we would sit at the kitchen table as she would carefully maintain them, removing dirt and applying a light coating of wood oil if they showed wear to keep them water resistant if caught out in the rain. A basket was used in just about everything my grandmother and I did on the farm... I would use of one of Grandmother's baskets to carry my coloring books and crayons around with me as I followed her out to the picnic table under the old magnolia tree. Here we spent many an afternoon together, while she told me stories and pared apples for baking in family pies, shucked fresh garden peas, and sliced corn off the cobs for the evening meal.

Baskets were used to aid in cultivation of the family vegetable garden. These working farm baskets helped with the picking of string beans, homegrown tomatoes and the other garden vegetables and carrying them back into the house. Grandmother Metzler was well known for her prized flowers and the local florists flocked to our farm in order to purchase the gladiolas when in season. With her handmade flower basket in hand — an open-sided "curved" basket with a heavy wooden handle. She would venture out into the field near the house to hand-select and pick a colorful bouquet of long stem beauties. The basket I remember most was Grandmother's sewing basket. A seamstress' delight, it held a variety of wonders — wooden spools of brightly colored cotton and silk threads, assortment of sewing needles, shirt buttons, a seam ripper, thimbles, needle threader tools, pin cushion with straight pins, hooks and eyes, wood darning eggs for sock repairs, and a wax cloth measuring tape. My grandmother's maple basket contained the best sewing notions for tailoring and repairing her family's clothes — the essential tools of the farm woman's profession.

The family farm is gone today, but memories of warm childhood days spent with my grandmother and the baskets she loved are still remembered in my collection of Ohio-made baskets and the ones I now purchase from Dresden & Company. And to help do my part, I am now a Founding Proprietor of Dresden & Company and purchase and collect my own hand crafted baskets made with 100 years of experience and tradition. I look forward with excitement and anticipation of the new baskets our weavers will make in the years to come... and the return of all happy memories I have of my grandmother's treasured baskets. Baskets have always held special importance to me, during my lifetime with respect to my family historical "farm roots" here in America and the memories of my Grandmother Metzler, a hardworking farm woman.