



SHATTO MILK COMPANY

www.shattomilkcompany.com

December 2011

Merry Christmas and Happy Holidays!

For all of us here at Shatto Milk Company, this is a time where we think back to all of the great people we have met over the past year, the outstanding friendships we have created and of course the fun that we have had here on the farm. With that said, we are reminded day in and day out how important you are to our family farm. As our true neighbors, you are as important in our daily lives as our family.

We cannot express to you enough how thankful we are for your support! We have had the opportunity to meet a number of you on tours of our dairy farm, while providing samples of our products at your local markets and community events, and just in the course of our daily life. We can easily say that meeting each and every one of you is a treat for our family. We view ourselves as your local family dairy farm and as your neighbors. Thus, we never want there to be a day that goes by or a sip of milk that is consumed that you do not realize that those of us at Shatto Milk Company truly care about you, your family, and your well-being. If there is anything we can do for you, please do not hesitate to ask.

This past year has been a great year! We have added new products to our product line, welcomed more cows

**Don't Forget Shatto
Eggnog, Butter, Cream
and Half and Half for
the Holidays.**

to our local family dairy, and had the opportunity to host more than 80,000 people like you, at our farm.

We hope the same is true for you and we hope that our products have brought, and continue to bring, you and your family a healthy bit of happiness, satisfaction, and cheer.

Our family would like to take this opportunity to wish each of you a happy holiday season! The farm and country store will be closed on Christmas Day, so if you need some last minute items or would just like to come and say hello, please stop by on the Saturday before.

We look forward to the many opportunities to serve you in 2012 and beyond. We already have many fun farm events scheduled for the coming year.

We are thankful to be able to say that you, dedicated Shatto Milk Company supporters, are the best neighbors and friends a small local family farm could have! So thank you from the bottom of our hearts and as always let us know if there is anything we can ever do for you.

Happy Holidays from our family to yours!



Shatto Glasses – New in time for the Holidays?

We are so excited to announce that we now have some custom designed 15 ounces glasses to pair with a few of our bottle designs.

That is correct; we have four individually designed drinking glasses that are designed similarly to our milk bottles. These glasses have our customary word on the front with a short, fun story on the back. Each glass has a pairing symbol on the back to indicate what the word and story on that specific glass should be paired with as it relates to our bottles. For example, FLAVOR is to be paired with the bottle LOCAL. Thus, LOCAL FLAVOR and the verbage on the back creates a pair.

These glasses just arrived this past week and for now are only available at our farm store or via email ordering and shipping. The cost for the glasses is \$6 per glass or a set of the four designs for \$20. Shipping and handling fees do apply as they must be packed well to ensure they do not break.

If you would like to place an order, please email your order as well as your address to us at office@shattomilk.com and we will then respond with the total amount due and the best way to make payment.

Of course, if you would prefer, we encourage you to come out and visit us on the farm as you can see the glasses firsthand and pick them up at that time.

We are certain you will love these new glasses as we are very excited about not only the design but also the quality of the glasses themselves.



Photo by Alistair Tutton Photography



What's Happening On The Family Farm?

This time of year the cows are very thankful for the chance to come in out of the elements and enjoy their toasty warm barn full of hay, good eats and a nice saw dust bed to lie down in. With that said, there are some cows that go against the grain and just prefer to stay outside.

At the Bottling Plant, things are going very well as we are working to keep up with egg nog consumption as well as other seasonally popular items like butter, cream and half and half.

The Country Store has been very busy as many of you have been stopping in to do some holiday shopping. We continue to host tour groups daily, and have begun to see a huge outcry of folks wanting to pick up some of our fun gift ideas. We are selling a lot of large cheese wheels to folks and companies for their holiday parties, which is a great new addition to our offerings this year.

The dairy parlor is as busy as ever as we are milking more cows on the farm than ever before. We are also starting to talk about the potential need for a new milking parlor down the road, fun to talk about, but the expense seems to be outrageous.

As always, if there is anything we can ever do to assist you in your preparation for the holidays, do not hesitate to give us a call at (816) 930-3862.

Cheers!

New Barn for our Cows

It seems like each year we are talking about a new facility of some sort, well, this year is no exception. We are in the process of building a new barn just to the east of our retail store.

This new facility will be able to house 150 cows and allow us to further meet the demand of our fluid milk and cheese products.

Our hope is to have this building up and all concrete poured by the beginning of the year. This will allow us to ensure that all of our cows have as warm and as comfy of a place to stay this winter as could ever be imagined. As you can guess, they like the thought of being cozy!

The building will have a bedding area for the cows if they want to come in from the fields, it will also have a feed bunk area where they can come and eat hay, etc. when they are in the mood and we do plan on installing some of the huge fans that we have in our other barns to assist in ensuring that they are as cool as possible during the super hot summer months. Honestly, a barn like this does just as much good for the cows in the summer in keeping them cool as it does in the winter at keeping them out of the elements.

We truly do love each and every one of our cows and want to do all we can to ensure that they are always as comfortable as possible.

The next time you are out to the farm please take a look to the east and check out this new building.



Bovine Employee of the Year



Tilly

As you can see, Tilly is not very old, but she sure is cute. Honestly, we have to admit that her cuteness overwhelmed the judge this year as we evaluated who should be crowned Bovine Employee of the Year.

In addition to Tilly's good looks, she is also a very happy cow. She has a wonderful disposition and gets along with everyone very well. She can also be seen greeting folks with a kind lick to the pants or even a wet sloppy nudge of the hip if you are not paying her the attention she feels as if she deserves.

Due to her outstanding good looks and her wonderful ability to make almost anyone smile, we decided to name Tilly this year's big award winner.

What does she get you wonder, well, beyond her picture in this classy publication she will also be presented with a grand amount of hay and likely the ongoing praise of her fellow barn mates.

Right now we are certain she is in the barn just overwhelmed with excitement. So, the next time you are around the farm, please look for Tilly and let her know how excited you are for her, pet her on the head and be sure to watch out for those slobbery kisses that she likes to plant on visitors when they are not looking. Congrats Tilly!

Shatto Pullover Hoodies **Now Available**

Just this past month or so we received a new clothing product that we are offering at the farm, Hoodies. Yep, we are now offering cream colored, grey and charcoal as well as burnt orange hoodies for those of you that are interested.

They are super comfortable and warm. We have gotten outstanding feedback on their quality and are certain you will love them.

If you are interested in a hoodie for yourself or your family, please email us at office@shattomilk.com or stop by the farm and pick one up personally. The hoodies are \$41.00.

Shatto On Facebook

For the past two years, Shatto Milk Company has had a Facebook Page. We initially had no idea what to expect from creating this page and never imagined the potential benefits. Today, we love it. It is a great way to communicate with our wonderful customers and listen to your thoughts and ideas.

Over the two years, more than 19,000 of you have become "fans" of Shatto Milk Co. via Facebook.

All of this is to say thanks for making us a part of your Facebook community, to invite those of you that have not become a fan of Shatto Milk on Facebook you may do so by visiting,

<http://www.facebook.com/pages/Shatto-Milk-Company/22383143368> - and of course you may share your support of us via your personal Facebook page.

GIFT IDEA - OLD FASHION WIRE MILK CARRIERS

Are you looking for an easy and stylish way to transport your milk bottles to and from your local market or a unique gift idea? If so, we have just the item – Shatto Milk Company is now offering **old fashion wire milk carriers** that can hold 2, 4, or 6 bottles at one time. These terrific items can either be purchased at our Country Store or via our online store. If you have any questions please do not hesitate to contact us at (816) 930-3862. We are happy to help.



Pour spouts now available for our bottles. If you would like to purchase one or more they are \$3.49 for a pair. Simply email us at office@shattomilk.com and we will take payment and mail them out to you ASAP.

Thank you for your support of our local family farm in 2011. We look forward to providing you and your family with farm fresh milk, butter, cheese and ice cream for many years to come!

From Our Family to Yours,

Happy Holidays!